HARDWARE AND METAL

Vol. XXX
No. 15

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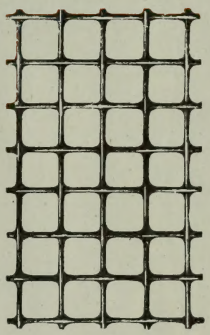
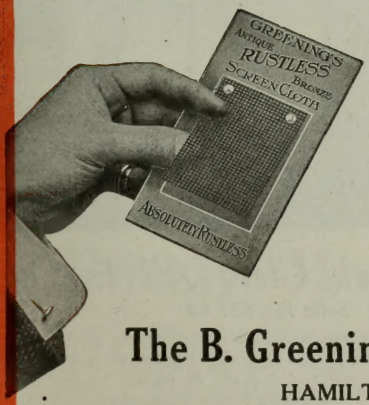
April 13
1918

Tie-Out Chains
Dog Chains
Perforated Metals
Wire Rope
Poultry Netting
Wire Work





Bronze
Fly Screen

Sand Screen Cloth
Re-Galvanized Cloth

The beauty of selling the Greening lines lies not only in the good profit—the service is magnificent, making repeat orders double-sure.

The B. Greening Wire Co., Limited
HAMILTON, ONTARIO

PAR PLATE

100 per cent Value

SILVERWARE

This silverware is made by the Oneida Community, Ltd. makers of the celebrated Community Plate

Silverware at Low Prices

A Salesman and Stock Clerk All In One.

Costs You $11.50—Sells for $21.00

THIS attractive Green Leatherette Display Case provides an effective selling counter display of the popular-priced Par Plate Silverware, and also serves as a stock assortment of staple pieces. It's a salesman and a stock clerk all in one.

CONTENTS: 1½ dozen Tea Spoons — ½ dozen Dessert Spoons
1 " Dessert Forks — 1 " Dessert Knives
1 only Butter Knife — 1 only Sugar Shell

Furnished in four beautiful patterns.

YOUR JOBBER CAN SUPPLY YOU.

ONEIDA COMMUNITY LIMITED, - NIAGARA FALLS, ONTARIO

Yale Products made in Canada

Padlocks *Door Closers*

Night Latches *Builders' Hardware*

You have the right to look to the manufacturer for satisfaction. And your customer has the right to look to you. When you stock and sell the Yale line you have done the utmost in guaranteeing your own interests and your customer's.

The name "Yale" helps make the sale.

Canadian Yale & Towne Limited, St. Catharines, Ont.

"P.&W. Co." SMALL TOOLS

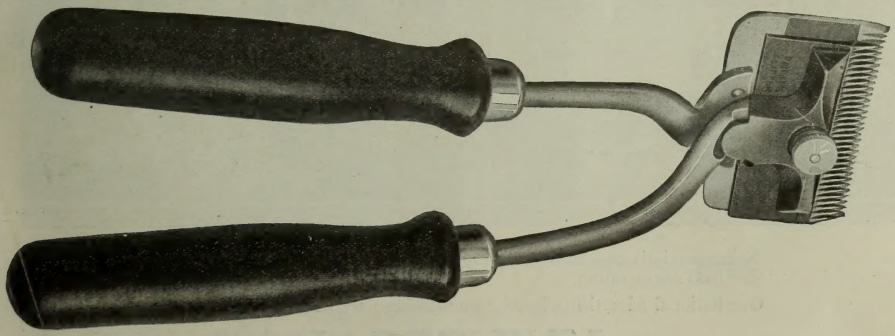
Taps, Dies, Reamers, Milling Cutters, Drills

Highest Grade Materials—Expert Workmen—Quality absolutely guaranteed.

PRATT & WHITNEY CO., OF CANADA, LTD.

Dundas Ontario Canada

Montreal, 723 Drummond Bldg.; Vancouver, 609 Bank of Ottawa Bldg.; Winnipeg, 1205 McArthur Bldg.



Priest's Horse Clippers

The line of Priest's Clippers is so complete and varied that you simply can't help but find something that will suit both as to style and price.

A. MacFarlane & Co.
Montreal, Canada

Selling Agents

Wiebusch & Hilger, Ltd.
New York City

If interested, tear out this page and keep with letters to be answered.

UNIVERSAL

WINDOW TRIMS

Every patriotic woman is searching the store windows for means to further her food conservation.

Our national advertising has for months been sending home the fact that

UNIVERSAL

Bread Makers, Food Choppers, Percolators

SAVE FOOD

Use your windows to display these goods. Three large show cards as shown above are waiting to be sent to you.

LANDERS, FRARY & CLARK
NEW BRITAIN, CONN., U.S.A

CANADIAN REPRESENTATIVES:
A. MACFARLANE & COMPANY
MONTREAL

If interested, tear out this page and keep with letters to be answered.

Wheelbarrows
FOR EVERYBODY

SINCE THE LONE CANADIAN MANUFACTURER WENT OUT OF BUSINESS THERE HAS BEEN A GREAT SHORTAGE OF WHEELBARROWS OF ALL DESCRIPTIONS.

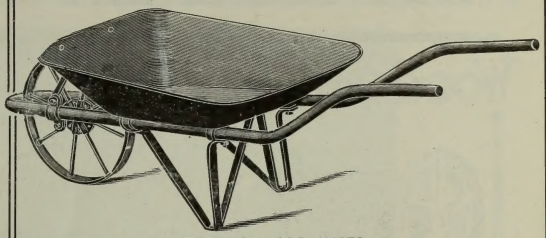
WE HAVE RECEIVED SEVERAL CARLOADS LATELY AND OUR STOCK IS WELL ASSORTED

LEWIS BROS.
LIMITED
MONTREAL

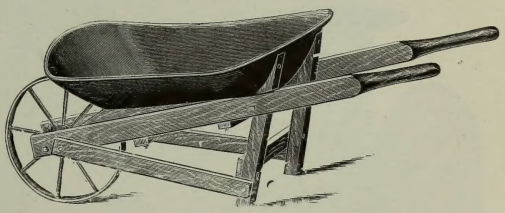
WHOLESALE DISTRIBUTORS
EVERYTHING IN HARDWARE
RAILWAY

Contractors'
AND PLUMBERS'
Supplies

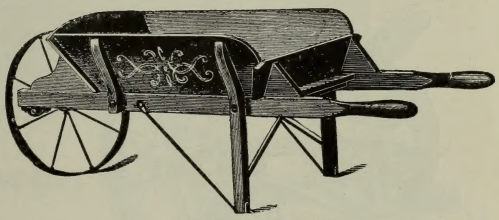
SPORTING GOODS, CUTLERY,
PREPARED ROOFING,
PAINTS AND GLASS



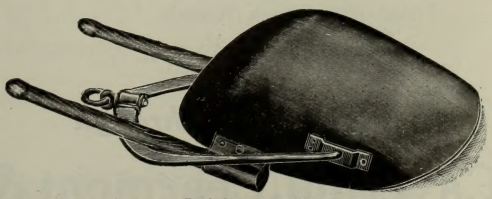
TUBULAR, ALL STEEL



STEEL TRAY



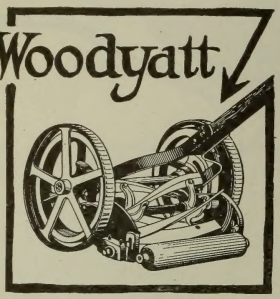
GENERAL PURPOSE



PLAIN BOTTOM

If interested, tear out this page and keep with letters to be answered.

RELIABLE LAWN MOWERS



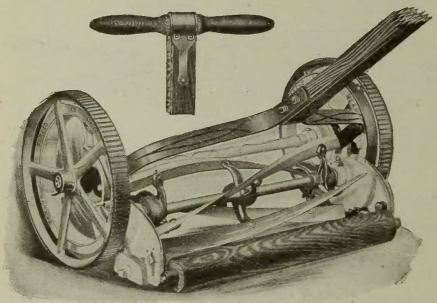
HIGH WHEEL, open cylinder, fitted with 10½" wheels; tool steel knives, oil tempered; extra long adjustable bearings. Best value for the money that we know of.

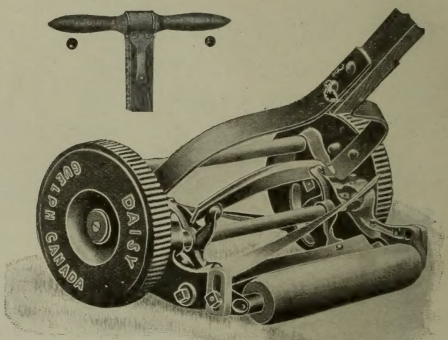
Sizes 12, 14, 16, 18 and 20-inch cut.

THE EMPRESS BALL-BEARING

Fitted with special tool steel knives, oil tempered; case hardened ball bearings and balls; 10½" drive wheels.

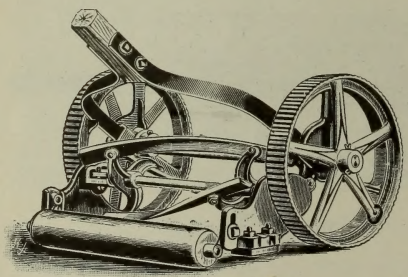
Sizes 12, 14, 16, 18 and 20-inch cut.





THE DAISY

Fitted with 7-inch Wheels. Cast Steel Knives. Sizes 12, 14 and 16-inch.



THE STAR

Fitted with 9-inch Wheels.
Cast Steel Knives.
Sizes 12, 14 and 16-inch.

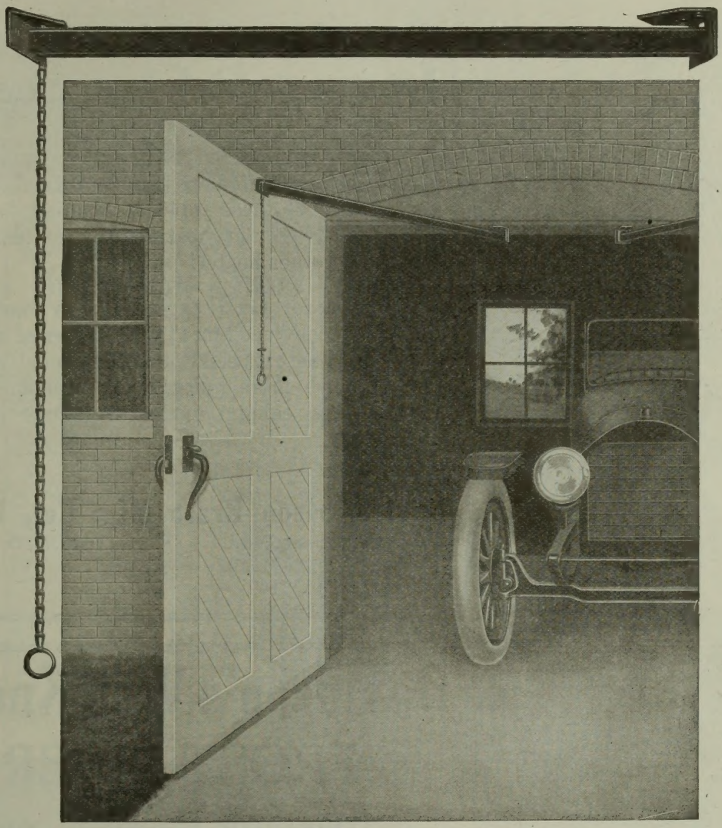
Used in public parks, large estates, cemeteries, etc.
Sizes 15, 17, 19 and 21-inch

Order Through

Caverhill, Learmont & Co.

MONTREAL

If interested, tear out this page and keep with letters to be answered.



Every motorist who owns a garage

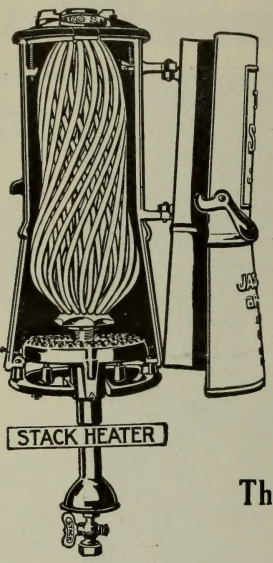
Every motorist in your town whose garage is equipped with swinging doors is a live prospect for our No. 810 Garage Door Holder. It is strong enough to hold any door, operates automatically, has no complicated mechanism to get out of order, is easy to install, and effectively prevents damage to a car from swinging doors.

Put a few into stock, show them to your motorist customers and see how they take to them.

NATIONAL MANUFACTURING COMPANY

STERLING, ILLINOIS

If interested, tear out this page and keep with letters to be answered.

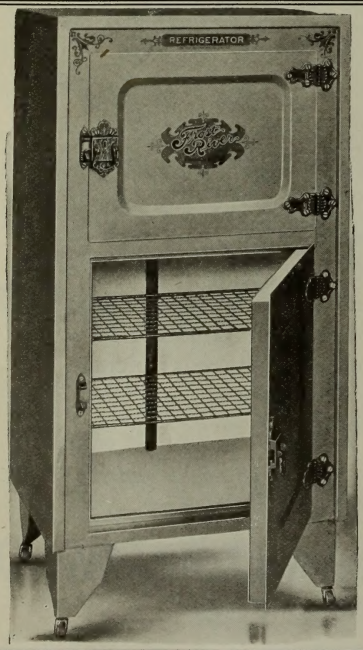


Why the Stack Heater gives a quick service

In the Stack Heater the gas flame circles about the almost perpendicular copper tubes. The whole surface of these tubes is exposed to the heat—a vastly greater heating surface than is found in any other heater.

It will be easy for you to explain this to your customer and to convince him that a number of small columns of water exposed to the flame on all sides will heat much more quickly and economically than one large column heated from one point only.

The James Morrison Brass Mfg. Co., Ltd.
93-97 Adelaide Street West - TORONTO



Davidson's Well Known FROST RIVER

Refrigerator shown herewith

Made entirely of Sheet Steel Galvanized

The exterior is Japanned White, beautifully finished with neatly decorated panels and corner scrolls.

The Food Chamber is coated with white enamel, thoroughly hardened and baked on in an oven of high temperature.

All inside parts are removable for cleaning purposes.

The drip pipe for the waste water has been carried outside the body, and does not run through the Food Chamber—as usual in other refrigerators.

Made in three sizes, the largest with double doors.

NOW is the time to get your Orders in for these goods and ensure prompt shipment.

The Thos. Davidson Mfg. Co.
LIMITED
Toronto Montreal Winnipeg

If interested, tear out this page and keep with letters to be answered.

Select Starrett Hack Saws by the Chart

Starrett Hack Saw Chart

MATERIAL TO BE CUT	NO. OF BLADE FOR HAND FRAME		NO. OF BLADE FOR POWER MACHINE			
	All Hard	Flexible or Soft Back	Light Machine	Medium Machine	Heavy Machine	Extra Heavy Machine
Light Angles, Light Channels, Light Tee Iron, Light Ornamental	102	252	115	262		
Heavy Angles, Heavy Channels, Heavy Tee Iron	103, 112	250	115-B	255		
Light Structural	112-B			255	254	256
Heavy Structural	112-B			255-B	254-B	256-B
Iron Pipe, Conduit Pipe, Brass Pipe	102	252	115	262	259	
Solid Stock, Cold Rolled, Machine Steel	103-B, 112-B	250, 250-B	114	255-B, 255-C		-B
Tool Steel, Cast Iron	103, 112		114	255	254	
Brass	103, 112		115	262		
Sheet Metal: Less than 18 gage	253	258				
Sheet Metal: Over 18 gage	102	252				

Numbers above are those given in the catalog and on the boxes co

THE L. S. STARRETT CO., ATHOL, MA

THE WORLD'S GREATEST TOOL AND HACK SAW MAK

Send for one—Free

Ask the Starrett chart—*It knows*

YOU can rely on the chart to tell just the blade that will cut quickest and last longest on any job.

Send for chart MA

The L. S. Starrett Company

The World's Greatest Toolmakers
Manufacturers of Hack Saws Unexcelled

Athol, Mass.

NEW YORK LONDON CHICAGO

42-779

THE RIGHT IS MORE PRECIOUS THAN PEACE

If interested, tear out this page and keep with letters to be answered.

Order Yours Now
Be Prepared

Each of the three Freezers, LIGHTNING, GEM or BLIZZARD, has served the housewives of America for thirty years, and, like the cream they create, are in demand in all seasons.

They are built of the very best material and workmanship possible—their ingenious construction makes them easy to operate, quick freezing, and economical to both dealer and user.

The Blizzard, being simpler in construction and cheaper in price, makes it a good running mate with either the Lightning or Gem. They sell themselves and stay sold! No comebacks or complaints.

This means easy, net profits for you. Your jobber will supply you.

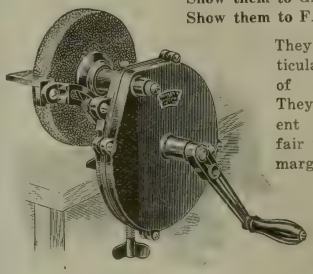
Include the Lightning Ice Chipper. It helps the sale of Freezers.

North Bros. Mfg. Co.
PHILADELPHIA, PA.

Now is the time for Canadian dealers to display in windows and stores

"AMERICAN
SELF-OILING
GRINDERS"

Show them to MACHINISTS
Show them to CARPENTERS
Show them to GARAGE MEN
Show them to FARMERS



They will appeal particularly to the needs of above classes. They come in different sizes—sell at fair prices—at good margin of profit.

Sold and catalogued by Leading Jobbers.

Manufactured by

American Grinder Mfg. Co. - Milwaukee, Wis.

Western Agents:—Merchants Hardware Specialties Co., Calgary, Alta.. Eastern Agents:—John H. Graham Co., 113 Chambers St., New York City. Winnipeg and Manitoba Agent:—D. Philip, 138 Portage Ave., East Winnipeg, Man.

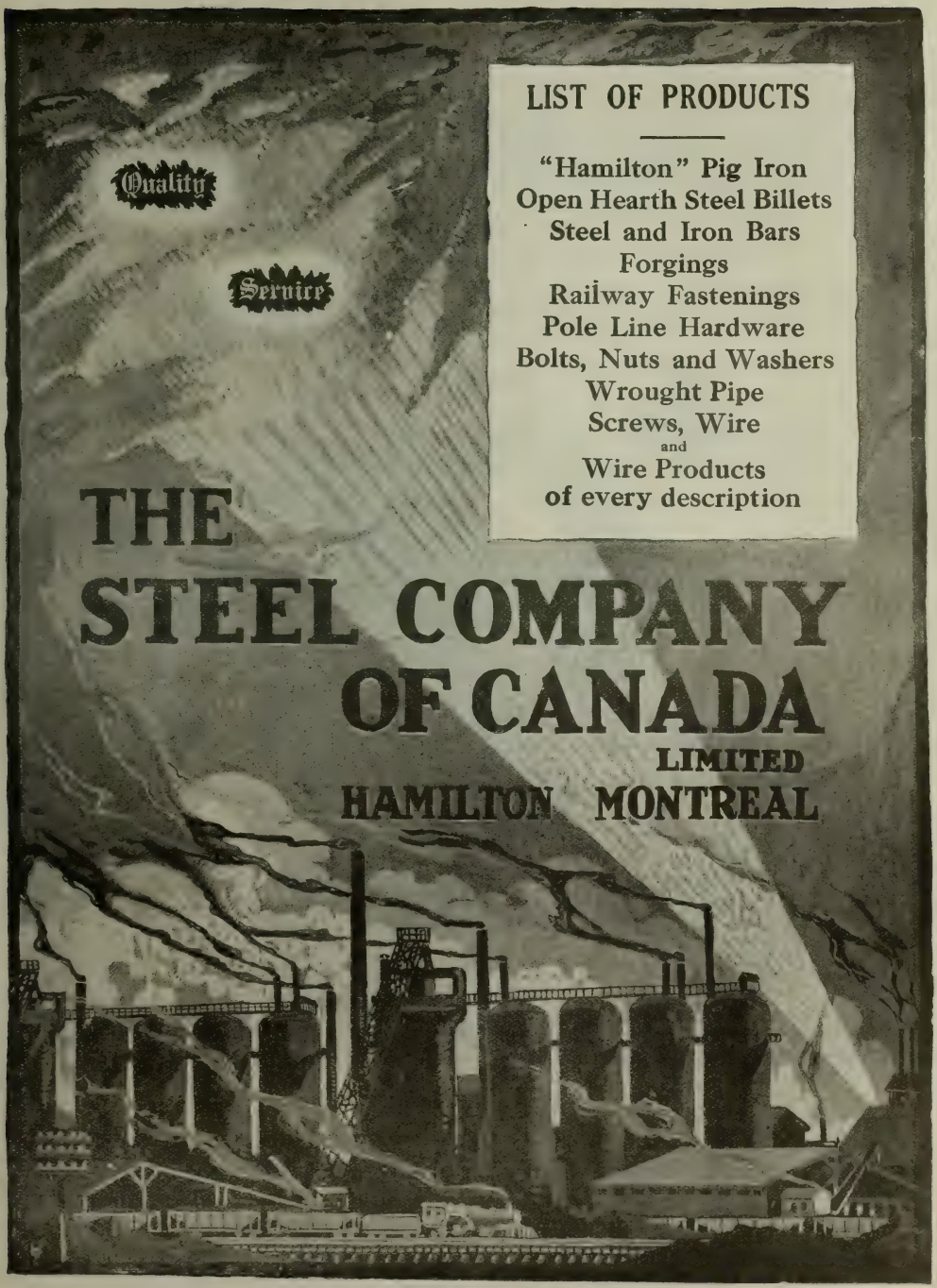
When in need of

Wrapping Paper
Twines & Cordage

Brooms
Brushes
Baskets

Grocers' Sundries

Walter Woods & Co.
Hamilton and Winnipeg



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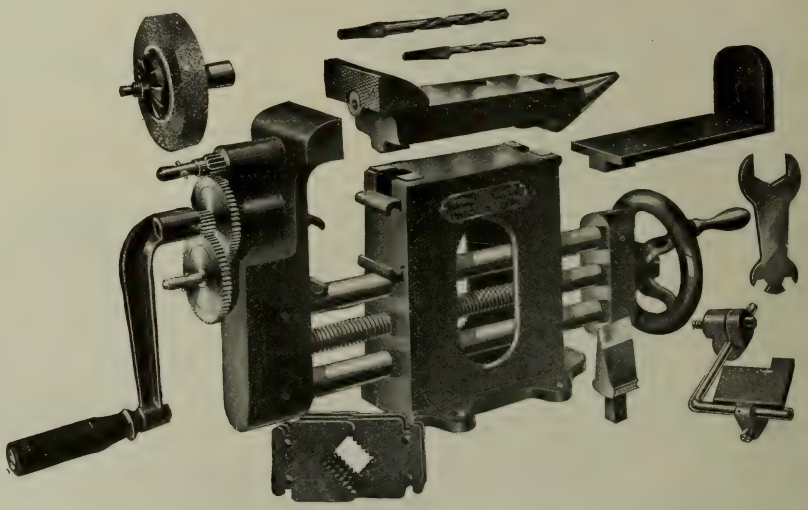
HERE IT IS *STEWART HANDY WORKER*

THE BIG SIX-IN-ONE TOOL

Dealers are selling it like "hot cakes." Almost everyone is a likely prospect

For Farmers, Autoists and Home Mechanics



1. Drill Press
2. Grinding Wheel
3. Large Vise
4. Pipe Vise
5. Cutting Hardie
6. Anvil

All in one compact and sturdy device, weighing 90 pounds. Retail price complete, as illustrated,

$19.00

The dealer's profit is right. Stock the Handy Worker. Show it and it will make good money for you. Now is the time to order for spring trade.

Your jobber can supply you.

Chicago Flexible Shaft Company

12th Street and Central Avenue, Chicago, U.S.A.

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CANADA
FOUNDRIES & FORGINGS
LIMITED

ORIGINAL PRODUCERS AND DISTRIBUTORS

SMART'S TOOLS

No. 21

No. E 51

No. 64

CARPENTERS' NAIL HAMMERS

We show only three styles, but we make a very complete line that will enable you to satisfy all demands.

The HEADS are all carefully forged, hardened and tempered, being made of special steel.

The HANDLES are of selected second growth hickory.

We also manufacture HAMMERS for Machinists, Bricklayers, Farriers, Blacksmiths, Boat Builders and Engineers.

PRODUCED AT

JAS. SMART PLANT

BROCKVILLE, ONT. WINNIPEG, MAN.

If interested, tear out this page and keep with letters to be answered.

Inspection

that really inspects.

Every "Famous Five" File that leaves our works is mechanically perfect.

The steel itself is carefully inspected when it comes to us from the mills.

Every file is inspected after each process. Special care is given to the shape of the teeth. After hardening, every file is tested on a piece of hardened steel; and if a file shows the slightest defect, at any stage, it is rejected.

That is why every file is mechanically perfect when it leaves our works.

And that's why it pays you to specify "Famous Five" files when ordering from your jobber.

Manufacturers

OF

WIRE

HEADQUARTERS FOR

Wire Bale Ties

LARGEST CAPACITY AND STOCK IN CANADA

Prompt Shipment

LAIDLAW BALE TIE COMPANY, Limited

HAMILTON, CANADA

Winnipeg Toronto Montreal
London, England

GOOD PUMPS

WITH

GOOD PROFITS

We are looking for the pump dealer who knows that selling good pumps pays in good-will.

McDougall Pumps are well made, properly fitted, good through and through "Aremacdee"

Every pump sold stays sold and stays in good order.

Metal Hand or Motor Pumps — for Force or Lift use — every size, style, kind, in our big catalogue.

Write

The R. McDougall Company
Limited
GALT, CANADA

If interested, tear out this page and keep with letters to be answered.

"Quality METALLIC First"

SHINGLES SIDING CEILING CORRUGATED IRON TROUGH AND PIPE SKYLIGHTS

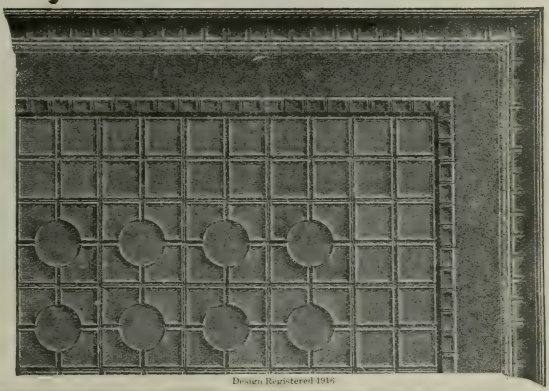
About 3 Stores out of 5

are good prospects right now for "Metallic" Ceiling and Wall Plate repair or alteration jobs.

Don't let the lath and plaster or wall paper man beat you out—you've got it over him 40 ways with "Metallic." We'll help you land the business.

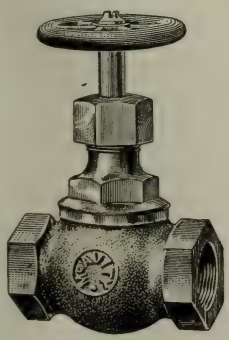
Send to-day for illustrated catalogue and full particulars.

Stock carried by
GEO. W. REED & CO., LTD.
37 St. Antoine St., Montreal



The Metallic Roofing Co., Limited
TORONTO MANUFACTURERS WINNIPEG

We have yet to see a Better Valve than the



"McAvity"

VALVE

Every Valve packed and tested before leaving factory.

Let us quote you a quantity price. Prompt shipment from stock.

T. McAVITY & SONS, Limited

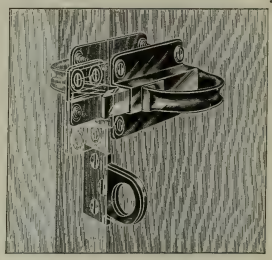
Montreal ST. JOHN, N.B. Winnipeg

If interested, tear out this page and keep with letters to be answered.

WHY IS THIS THE BIGGEST SELLING LATCH IN CANADA?

BECAUSE---It combines so many distinct advantages that make it easy to sell. Its quality ensures satisfaction to the customer. It shows the merchant a profit worth while.

The Spring is made of Piano Wire and Sheradized; positively cannot rust.



Made entirely of Steel and all parts heavily japanned except lock bolt which is tinned.

Mechanically made, attractively finished, packed quarter doz. in a box with screws and padlock eyes

THIS IS ONLY ONE OF THE MANY LIVE SELLERS MANUFACTURED BY

Canada Steel Goods Company Limited
HAMILTON, CANADA

"How to Hire, Train and Supervise Men"

"Getting Better Results From Salesmen"

Learn how successful business men handle these important problems by reading

Management and Salesmanship

By

Hugh Chalmers, Pres. Chalmers Motor Car Co.
John Lee Mahin, Pres. Mahin Advertising Agency

This book is written in a clear, concise style easily understood, every paragraph a mine of good solid facts prepared by these two thinkers and workers. You cannot afford to be without this book if you have management and salesmanship problems to solve.

The price is only 50 cents. Send for your copy to-day; the supply is limited.

MacLean Publishing Co., Ltd.

Technical Book Dept.

143-153 University Ave. - Toronto

MENDETS
A PATENT PATCH

are needed in every home

"Mendets," the patent patch that makes a permanent job every time, will be welcomed in every house in your district. "Mendets" will mend a thousand and one household articles without use of heat, solder or rivets, and wherever they've been used they are declared indispensable.

The following wholesale hardware merchants sell Mendets: Whites, Ltd., Collingwood, Ont.; Wood, Vallance, Ltd., Winnipeg, Man.; Wood, Vallance & Co., Hamilton, Ont.; Hobbs Hardware Co., Ltd., London, Ont.; D. H. Howden & Co., Ltd., London, Ont.; Thos. Birkett & Son Co., Ltd., Ottawa, Ont.; Miller-Morse Hardware Co., Winnipeg, Man.; Marshall Wells Alberta Co., Ltd., Edmonton, Alta.; Walter Woods & Co., Winnipeg, Man.; Rogers Hardware Co., Ltd., Charlottetown, P. E. I.; Thompson & Sutherland, Ltd., North Sydney, N.S.; Merrick, Anderson Co., Ltd., Winnipeg, Man.; A. M. Bell & Co., Halifax, N.S.; J. H. Ashdown Hardware Co., Ltd., Winnipeg, Man.; Rond Hardware Co., Guelph, Ont.; Emmerson & Fisher, Ltd., St. John, N.B.; R. Chestnut & Sons, Fredericton, N.B.; Lyons & Marks, Toronto, Ont.; L. H. Hebert & Co., Montreal, Quebec; Cowan Hardware Co., London, Ont.; The Hanbury Hardware Co., Brandon, Man.; McLennan, McFeely & Co., Ltd., Vancouver, B.C.; Martin, Finlayson & Mather, Ltd., Vancouver, B.C.; Crowell Bros., Halifax, Nova Scotia; Caverhill, Learmont & Co., Montreal; A. Chown & Co., Kingston; The Gray-Harvey Co., Limited, Ottawa, Ont.; H. S. Howland Sons & Co., Limited, Toronto; Mills Hardware Co., Limited, Hamilton; Caverhill, Learmont & Co., Montreal; Revillon Wholesale, Ltd., Edmonton, Alta.

Collette Mfg. Company
Collingwood, Ont., Canada

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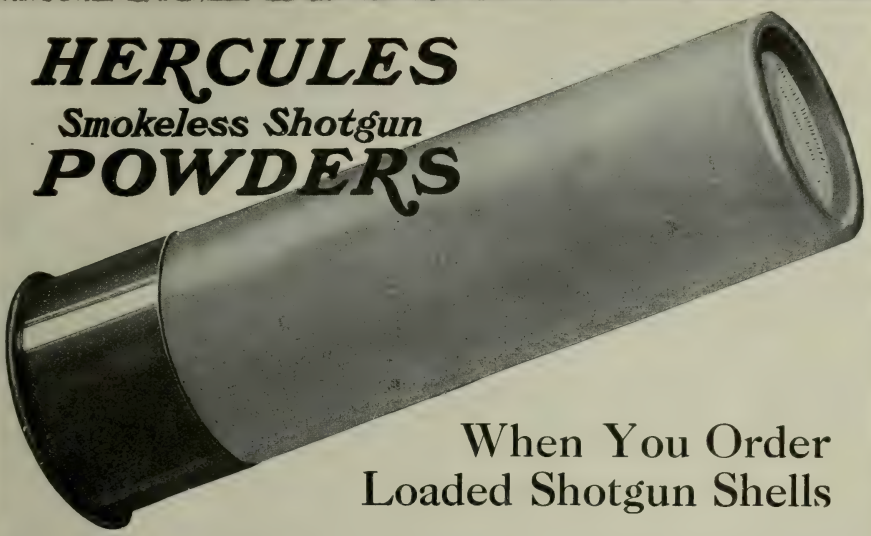
HERCULES
Smokeless Shotgun
POWDERS



When You Order Loaded Shotgun Shells

THE fact that you carry in stock some particular make, or makes, of loaded shotgun shells need in no way prevent you from supplying your customers with the justly popular Infallible Powder, one of the Hercules Smokeless Shotgun Powders.

These splendid powders, which are widely advertised and widely used, may be obtained in any standard make of shell.

Undoubtedly the shells you carry in stock are named in the list at the left. The next time you order, specify a Hercules Powder. The cost of the shells will be the same and you will make sure that you are selling your customers as good powders as can be made, in their favorite brand of shells.

If you are not familiar with the advertising service which we give to retail hardware and sporting goods houses it will pay you to drop us a postal asking about it.

Specify Infallible when ordering any of the following makes of shotgun shells:

PETERS
REMINGTON
SELBY
U. S.
WESTERN
WINCHESTER

HERCULES POWDER CO.
127 West 11th St.
Wilmington **Delaware**

If interested, tear out this page and keep with letters to be answered.

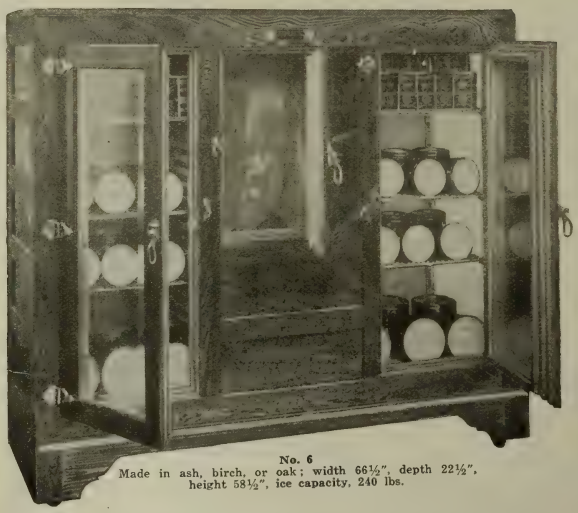
A Winner All Along the Line

Put the Barnet in your show rooms and watch sales grow. In the Barnet you can show your customer every modern feature worth having. The Barnet's patented syphon and air circulating systems insure perfect refrigeration.

Write to-day for full particulars and attractive selling proposition.

THE BARNET

Made in Canada



No. 6
Made in ash, birch, or oak; width 66½", depth 22½", height 58½", ice capacity, 240 lbs.

Insulation

No less than eleven protecting walls —flax fibre—correct dead air space— chemically prepared papers.

Circulation

Improved syphon principle; foods preserved sweet, fresh and cool, in unbroken current of pure, dry air.

No Moisture

As an experiment, matches can be lighted on the walls of the ice chamber after being enclosed in the refrigerator many days.

Drainage

No drainage pipe—simply an opening in refrigerator floor. This avoids accumulation of slimy matter and odors.

Ventilation

The Barnet system is exclusive and is protected by our patents. Prevents contamination and commingling of odors.

Vitreous Porcelain Linings

A great attraction to women—easy-to-keep-clean; will not check or peel. The Barnet carries a hard and fast guarantee.

The Barnet syphon system is the highest achievement in effective refrigeration. It appeals to the best trade. To provide a complete line, we also manufacture a low-priced refrigerator that is good value for the money.

The Renfrew Refrigerator Co., Ltd.

Head Office and Works: Renfrew, Ont.

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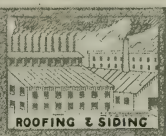
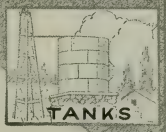
KEYSTONE COPPER STEEL.





The Emblem of Superiority

No well-informed buyer or user of sheets and plates longer questions the value of a Copper alloy. The art of producing Sheet and Tin Mill Products which will give the utmost of lasting service is embodied in our

KEYSTONE COPPER STEEL

Black and Galvanized Sheets and Roofing Terne Plates.

B. & S. H. THOMPSON & COMPANY, LIMITED

MONTREAL TORONTO NEW GLASGOW, N.S.

Sales Agents for Eastern Canada

UNITED STATES STEEL PRODUCTS COMPANY, NEW YORK

UNIFORMITY

USED THE WORLD OVER

SATISFACTION

Atlas Babbitts

MADE IN CANADA

AMACOL TENAXAS TIN-TOUGHENED MASCOT ATLAS W. E. W. BABBITT

In recommending this line of babbitts to your customers

A WORLD-WIDE REPUTATION FOR UNIFORMITY AND RELIABILITY STANDS BEHIND YOU

PRESSURE AND SPEED DEFIED
Large Stocks

THEY MAKE GOOD EVERYWHERE
Prompt Shipment

Atlas Metal & Alloys Company of Canada, Limited

Office: 49 Common Street, Montreal Works: Riverside Street, Montreal

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MEDAL OF HONOR

DEPARTMENT OF MANUFACTURES AND VARIED INDUSTRIES

CHIEF

TRIMO TOOLS

Nut with Nut Guards

BE sure to ask for the Trimo Wrenches, both Pipe and Monkey. They are equipped with Nut Guards that prevent the accidental turning of the adjusting nut in close quarters, and with Steel Frames in the principal size that will not break.

SEND FOR CATALOG NO. 55.

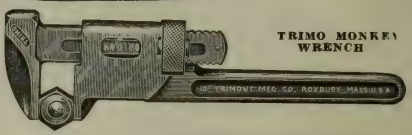
TRIMONT MFG. CO.

55-71 Amory Street
Roxbury, Mass.
U.S.A.

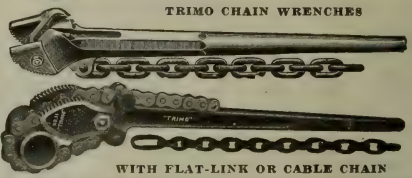
TRIMO PIPE WRENCH WOOD HANDLE

TRIMO PIPE WRENCH STEEL HANDLE

TRIMO PIPE CUTTER



TRIMO MONKEY WRENCH



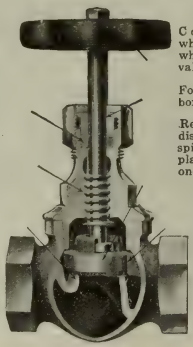
TRIMO CHAIN WRENCHES

WITH FLAT-LINK OR CABLE CHAIN

Palmetto Twist Packing.

At least four threads of spindle engaged with bonnet at all times.

Raised round seat. No sediment can lodge on it or injure disc.



Corrugated iron wheel. Arrow cast on wheel shows direction valve opens.

Follower in stuffing box.

Renewable Bakelite disc slips over end of spindle. Can be replaced in less than one minute.

Guides cast on body hold disc centrally over seat.

Globe or Angle

Screwed or Flanged

Fairbanks Renewable Disc Valves Heavily Built of Best Materials

The disc of a Fairbanks renewable disc valve may be renewed in less than a minute, using only a wrench and without taking the valve from the line.

THE CANADIAN FAIRBANKS-MORSE CO., LIMITED

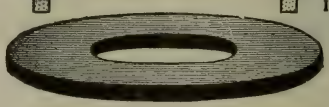
"Canada's Departmental House for Mechanical Goods"

Offices and Warehouses in Canada's Principal Cities

Wrought and Steel Plate WASHERS OF ALL DESCRIPTIONS

ROUND AND SQUARE

PLAIN OR GALVANIZED



Annealed Rivet Burrs; Felloe Plates; Sheared and Punched Plates; Malleable Washers and Cast Iron Washers.

PROMPT SHIPMENTS

We Guarantee Quality and Service.

Wrought Washer Mfg. Co.

MILWAUKEE, WIS.

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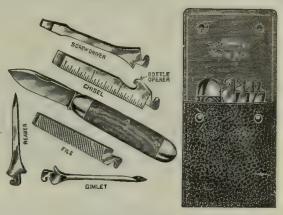
Can You Imagine a Man or Boy

Who Wouldn't Like to Own This Kit?

No matter what a man's occupation may be, he will find daily use for the "So Handy" Pocket Knife Tool Kit. Autoist, Sportsman, Hunter, Farmer, Boy Scout—these, especially, will find it a pleasing and practical pocket companion. Excellent, too, for use around the home.

Outfit comprises a splendid Jack Knife with cocoa handle and an exceptionally good blade, and the following tools which can be instantly attached to the knife handle: File, Chisel, Reamer, Screw Driver, Bottle Opener, Gimlet and Rule, all made of high grade steel, carefully hardened and oil tempered.

The So Handy Kit is made in five styles. Jobbers—get posted about this good specialty.



RETAIL PRICE $1.50.

THE BRIDGEPORT HARDWARE MFG. CO. BRIDGEPORT, CONN., U.S.A.

PRESCOTT W. ROBINSON, Canadian Representative, 414 Drummond Building, Montreal

E. Roy,
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4 Good Reasons ---READ 'EM!

Why you should sell Rolled Thread Bolts and Screws:

BETTER QUALITY—Rolled Thread Bolts can only be made from first quality Basic Open-Hearth Stock.

STRONGER—Actual tests show 15 per cent. greater strength than Cut Thread Bolts.

NO USELESS WEIGHT—Shanks are smaller than threads. No useless weight to pay freight on.

BIG FIRMS ADOPTING THEM—Some of the largest users on the continent will accept nothing else—and they always investigate before acting.

THE NORTHERN BOLT, SCREW AND WIRE COMPANY, LIMITED - OWEN SOUND, ONT.

Cleveland Grindstones Sharpen

IT'S IN THE GRIT

80% of all edge farm tools used in America are sharpened by the manufacturer on "Cleveland Grindstones," the natural abrasive stone that best preserves the temper of the steel.

Profit by the maker's experience—give your trade an opportunity to keep their tools at their best with "Cleveland Grindstones"—the recognized standard.

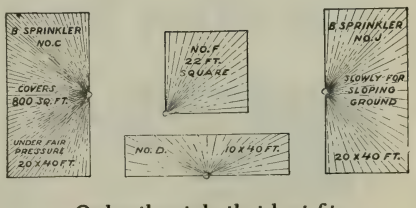
Catalog and prices on request.

Write for folder, "Selection and Care of a Grindstone."

The Cleveland Stone Co.

Leader-News Building CLEVELAND, O.

SPRINKLERS



Order the style that best fits your lawn. Stock Style D, F & J.

B. Sprinklers are made in four styles so that different shaped lawns may be irrigated. They do not throw water on side to which hose is attached; therefore, may be picked up and moved without turning off the water.

The only Sprinkler that will irrigate the lawn right to the edge of the sidewalk without wetting the walk.

Thos. Birkett & Son Co.

LIMITED

OTTAWA, ONTARIO

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WAKYTE MF'G Co. WINNIPEG CANADA

ANNOUNCEMENT

We are now representing Thos. E. Wilson & Co., Chicago, one of the largest Manufacturers of Athletic and Sporting Goods on this Continent. Every article is covered by

THE FAMOUS WILSON UNCONDITIONAL GUARANTY

"If any article of our manufacture does not render service or satisfaction which YOU, as its purchaser, believe it should have given, a refund or satisfactory adjustment will be made by the dealer who sold it. You are to be the sole judge. Your decision is ours."

If you take into consideration the fact that this Guaranty is backed by Thirty Million Dollars Capital, and a Nation-Wide Advertising Campaign, we believe you will find it to your interests, as well as to the interests of your customers, to handle the Wilson Athletic and Sporting Goods in preference to all other makes.

We solicit your inquiries and orders.

Wakyte Manufacturing Co., Limited

259-261 Stanley Street, WINNIPEG

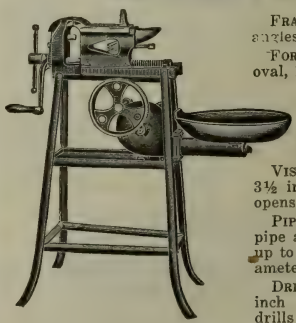
Order Your "Daisy" Ash Sifters Now

Next winter the fuel situation will likely be worse than during the past season. There will be a bigger-than-ever demand for the popular "Daisy" Sifters. Place your order now and avoid being disappointed in delivery.

SOREN BROS. 545-7-9 King St. W. TORONTO

Ask your jobber for "Daisy" Ash Sifters and other Soren Bros'. lines.

Rock Island Combination Forge, Anvil and Vise



FRAME — is steel angles.

FORGE — Pan is oval, 12 x 15 inches.

FAN — is driven by an accurately cut gear and pinion.

VISE — jaws are 3½ inches wide and opens 11 inches.

PIPE JAWS — take pipe and round rods up to 2 inches in diameter.

DRILL — takes ½-inch round shank drills; chuck is steel.

The machine weighs about 135 pounds. Order a sample. This tool will sell on sight.

Factory and Office:

ROCK ISLAND MANUFACTURING CO.

ROCK ISLAND, ILL.

NEW YORK—113 Chambers St. CHICAGO—180 N. Market St.

VISES *A Type and Size for Every Service*

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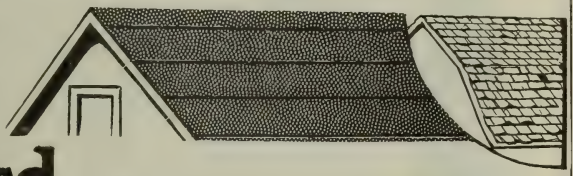
The hard winter was hard on roofs.

Prospects are for a big lot of material required for re-roofing

There were more leaky roofs during the past winter than for many years. Live dealers will find this a great opportunity to sell



Brantford Asphalt Roofing

for re-roofing purposes. Most building materials have increased far and away more in cost since the war than has Brantford Roofing, which gives this roofing a great advantage when comparing values.

Another advantage is the ease and speed with which Brantford Asphalt Roofing may be laid. This is a big selling point when labor is so high.

Brantford Asphalt Roofing is a material of exceptional endurance. It is fire-resistant, non-absorbent and frost-proof.

Make a list of the re-roofing prospects in your locality and you will be surprised at the number which could use Brantford Asphalt Roofing to advantage.

Brantford Roofing Co. Limited

Head Office and Factory: Brantford, Canada

Branches at Toronto, Montreal, Halifax

Sell Handles that are Most in Demand

STILL'S

There are more of STILL'S HANDLES sold in Canada than any other make. What's the logical conclusion of this fact?—*they are the best.*

There's a Still Handle to meet every need: Axe, Pick, Sledge and Hammer Handles; Cant Hook and Peavie Handles.

There's nothing like selling the best of everything. Good profits in our handles, too.

J. H. Still Mfg. Company

ST. THOMAS -:- ONTARIO

Tree Pruners

The great efforts to increase food production which will be made this year will tend to increase sales of tree pruning tools. Every grower will be anxious to give his trees every assistance to bear well.

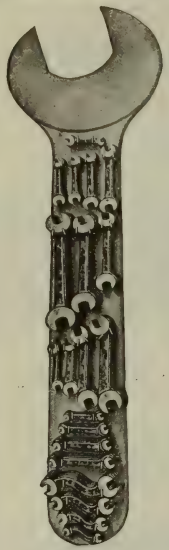
You can do your part by being prepared to supply the most approved type of pruners. We have many styles all positively guaranteed against defects in material and workmanship.

Taylor's Improved Pattern Pruner

Orchard King Compound Lever

Taylor-Forbes Co., Limited

GUELPH, ONTARIO



"Silent Salesman" B
Display Board
Length 54 Inches
6 Wrenches Each Size

This Is No Free Offer of

Williams' Superior

Drop-Forged Wrenches

It is but another evidence of J. H. Williams & Co.'s policy to make your display and sale of Williams' Wrenches attractive and profitable. We shall be well paid for the board in the increased business we acquire through your use of it, and in the added satisfaction it affords you and your trade.

You Buy the Wrenches

a carefully selected assortment that provides the widest range of usefulness. Their finish and physical qualities are unexcelled and they enjoy a larger consumer demand among mechanics than all others combined.

We have additional Display Boards of this and other types, fully described in our "Silent Salesman" Booklet; it's free, with your imprint if desired.

J. H. Williams & Co.
"The Wrench People"
30 Richards Street, Brooklyn, N.Y.

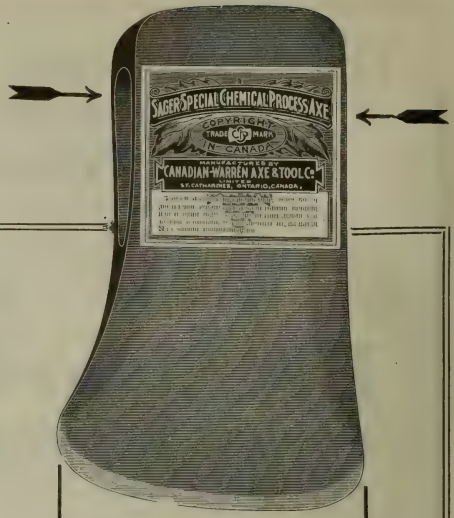
The A. G. Low Co., Ltd.
Saskatoon, Sask.
Agents for Manitoba, Saskatchewan, Alberta and British Columbia.

A Scientific Sheathing Made From Felt

Counterwall

(The Perfect Insulation)

Canadian Roofing Mfg. Co. Limited
Windsor - Ont.



WHY NOT BE GUIDED BY THE JUDGMENT OF HUNDREDS OF WELL KNOWN LUMBERMEN, WHO ACKNOWLEDGE THE SUPERIORITY OF

"SAGER AXES"
AND
"SOO LINE"
LOGGING
TOOLS?

GET THE HABIT.
(AND THE PROFIT)

Canadian Warren
Axe & Tool Co.
LIMITED
ST. CATHARINES, ONT.

Soo Line
Logging Tools

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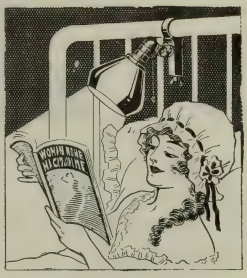
Emeralite--The Comfort Lamp

Emeralite is the last word in lighting comfort. These beautiful lamps are designed to eliminate eye-strain and to distribute light in the proper way.

Emeralite shades are of a rich emerald green glass plated inside with a white opal glass, affording maximum protection from glare and strain.



0615 Bed Lamp

Shades are adjustable to any angle. The light is thrown wherever the user wants it.

8734K for Flat Top Desk or Table

There are more than forty styles of Emeralite Lamps for use in homes, hotels, offices, etc.

The introduction of Emeralite Lamps into your stock of fixtures gives you a feature line of adjustable and portable lamps that appeal to a wide circle of trade.

We would like to tell you all about Emeralite, we know you'll be interested. May we send you our Emeralite booklet?

Emeralite Jr. Stand, Hang, or Clamp anywhere.

FACTORY PRODUCTS LIMITED

220 KING ST. W., TORONTO

P X H

TRADE MARK

GENTLEMEN—WE THANK YOU

On the first anniversary of placing our product on the Canadian market, we wish to tender our grateful thanks to our good friends, our customers, who have made our success, so far, possible.

The company of practical file makers, who founded and have operated this business, have now, as then, the one object before them—the maintenance of steadfast

QUALITY

in their product.

It is the intention of this company to perpetuate this principle, and by constant improvement, justify the claim of our brands to be known as

"The Standards of File Efficiency"

PORT HOPE FILE MFG. CO.,

LIMITED

PORT HOPE :-: ONTARIO

"Ask your jobber"

IMPERIAL

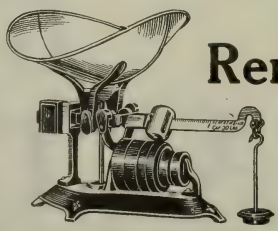
TRADE MARK

Kills The Losses

Why should housewives take all the risk in regard to honest mistakes in weighing? It certainly is easy to convince her she shouldn't, and that a Renfrew scale will save not only risk but many actual losses. That builds up sales for you.

An ordinary, doubtful scale would only add useless disputes. The Renfrew is accurate for every weight from ½ oz. to 30 lbs., and its owner can prove her weights every time by means of the Government Inspector's Certificate which goes with every Renfrew.

The Renfrew is made in black finish, or in all-nickel finish suitable for candy stores or homes desiring something a little bit better. Write for literature and attractive selling proposition.



The

Renfrew

Household Scale

Guaranteed to weigh accurately Capacity: ½ oz. to 30 lbs.

The Renfrew Machinery Co., Limited

Head Office and Works, Renfrew, Ont.

Eastern Branch: Sussex, N.B.

Western Representatives: P. A. C. McIntyre & Co., 206 Scott Block, Winnipeg, Man.; Crandall Co., Ltd., Vancouver, B.C.

Our Other Lines: "Renfrew" Cream Separators; 2,000-lb. Farmers' Truck Scale, Tractors, Wood-Saws, Grain Grinders, etc.

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H. G. WELLS

says in APRIL MACLEAN'S that peace is not going to be made in the old way—not by great moustached heroes, frowning and drawing lines with black soldierly thumb-nails across maps—not by bargaining and bullying and table-banging. All the essential terms he declares will be stated and accepted in the sight of all mankind before even an armistice occurs. A BIG ARTICLE—A GRIPPING ARTICLE, by the greatest of present-day writers, entitled:

"The League of Free Nations"

OTHER FEATURES OF THIS NUMBER ARE

John Bayne Maclean, in one of his sensational articles on the War, "Suppressing the Truth."

Robert W. Service, in a strong War poem, "The Blood-Red Fourragere."

Agnes C. Laut, in "Labor Will Unmask the Kaiser."

BRIGHT AND GRIPPING STORIES BY

ARTHUR STRINGER
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MACLEAN'S

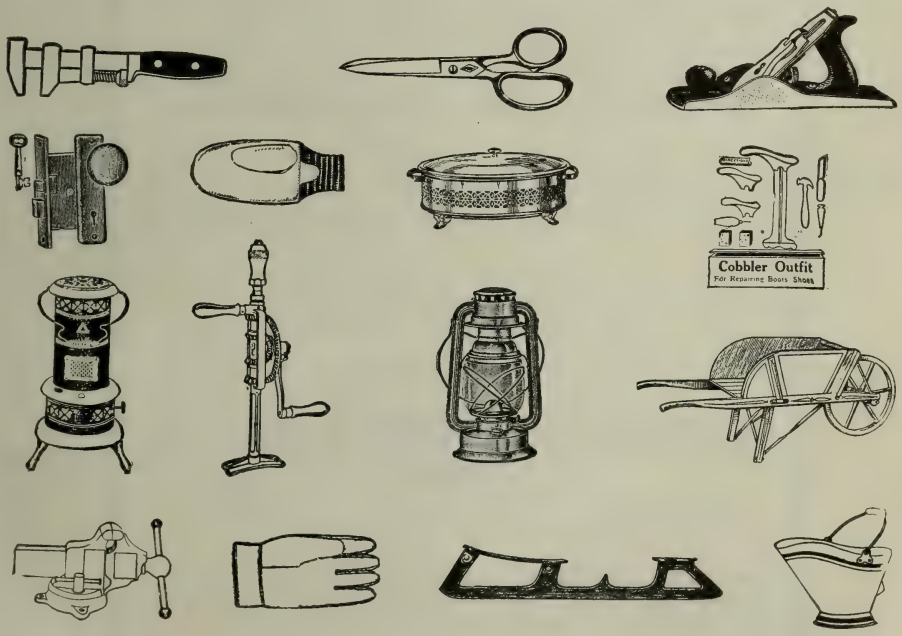
"THE MOST TALKED-OF PUBLICATION IN CANADA"

20 Cents **At All News Stands**

The Life of the Ad

THE retailers who are securing best results from their newspaper advertising are those who are using illustrations in their advertisements. Just as a mail order catalog would be dead without illustrations, so is the average consumer advertisement when illustrations are omitted.

Canadian retail hardware merchants can secure attractive illustrations through HARDWARE AND METAL'S Electro Service. Mounted electros are supplied at a cost of 20c each. Booklet showing 365 electros will be supplied on request. Address below.



HARDWARE AND METAL

CANADA'S NATIONAL HARDWARE WEEKLY

143-153 University Avenue, Toronto, Canada

CANADIAN CONSOLIDATED RUBBER CO. LIMITED
DOMINION
RUBBER SYSTEM
AND ASSOCIATED COMPANIES

For more than half a century our Canadian Rubber Factory has been manufacturing Rubber products. That experience has taught us how to produce qualities that will stand the test of wear.

Every detail in manufacturing is carefully supervised and the greatest care is exercised in the choice of materials. Our facilities for buying, manufacturing and distribution make it possible to produce Mechanical Rubber Goods that represent the best possible values.

As a result, the Dominion Rubber System products are recognized throughout Canada as the standard by which to judge Rubber qualities and Rubber values.

You can easily prove our claims by writing direct to our nearest branch for any need in Rubber. Prompt attention is given to all enquiries.

Canadian Consolidated Rubber Co.
Limited

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"Member Audit Bureau Circulations"

HARDWARE AND METAL

CANADA'S NATIONAL HARDWARE WEEKLY

Vol. XXX. TORONTO, APRIL 13, 1918 No. 15

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Housecleaning Time Your Harvest

When Winter breaks up the housewife's thoughts turn to house-cleaning.

That means extra business for you. For one thing it means extra sales—of the O-Cedar Products. These are "first aid to housekeepers" in cleaning-time.

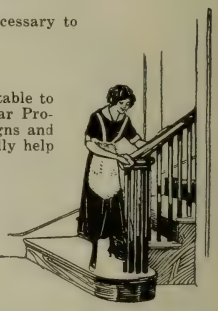
O-Cedar Polish Mop makes cleaning in out-of-the-way corners comparatively easy. This Mop—a practical help every cleaning day—is almost indispensable during house-cleaning time. It is in two shapes, each selling at $1.50.

The well-known and inimitable qualities of O-Cedar Polish make it as necessary to the housewife as the

O-Cedar Polish Mop

A window display **now**, featuring these two products, will be profitable to you. It will tell your customers you have a full stock of O-Cedar Products. It will be a timely reminder. We have some beautiful signs and cut-outs that are free to you for the asking. These will materially help in making your display. Request them from us.

Ask your jobber for particulars of our special assortments.



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369 Sorauren Avenue, Toronto, Ont.

HEADQUARTERS FOR INGOT and SHEET METALS of all kinds

TIN—LEAD—COPPER SPELTER—ANTIMONY ALUMINUM, ZINC, etc.

Send us your enquiries - We can make prompt shipment

A. C. LESLIE & CO. Limited

560 St. Paul St. W., MONTREAL

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Canada's National Hardware Weekly

HARDWARE AND METAL

Published Every Saturday Since 1888

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More Paint Should Be Used--and Sold

National and Industrial Necessity For Larger Use of Paint — New Methods For Paint Selling Which Will Bring About Decided National Benefit to Property Owners With Benefits to All Branches of the Trade

The accompanying article has been contributed to HARDWARE AND METAL with a view to opening up a discussion on how paint manufacturers, wholesalers, retailers, trade papers and others can take steps to increase the sale and use of ready mixed paints in Canada. This is the first installment of a series of articles on the subject. Correspondence from branches of the trade will be welcomed.—Editor.

JIM ROGERS, star salesman of the Spreadit Paint Company, leaned expectantly over his order pad, blew out another smoke ring which struggled languidly into the already over-loaded atmosphere of the Acme's back office, and waited for the last odds-and-ends items of Charley Wright's spring paint order.

"Anything else, Charley?" he questioned, "this spring order of yours makes me feel pretty good—it just winds up the biggest week's business I've written this year."

"Here's your duplicates," he added. "Look them over and see if everything is O.K."

"That'll be about all I can handle next spring, Jim," replied the proprietor of the Acme Hardware Co. "While I have always felt that this community could use more paint and I'm prepared to handle all they can use, it would be poor business to stock up more than will move off my shelves."

"I don't see that you've anything to complain about, Charley, I've always known that if anyone could push paint sales you could do it, there isn't anyone on my territory that gives the house better orders considering the size of your town and your chances for selling."

"That's all right," slowly replied Charley, "I'm pretty well satisfied that the Acme is selling its share of what this community will buy, but they're not buying and using all that they should and could. The limit of my stock and those of the other dealers in this town is exactly what the people buy and use. Somehow or other their demand just about remains the same year in and year out. I'm increasing a little perhaps, because I've been a little more aggressive and have won over a good deal of my trade by sticking to your quality goods. But I figure that the town as a whole is not buying any more now that it has averaged for some time past—and that just about sets the limit for me,—besides I've got the feeling in my bones that my account and those of the other fellows shouldn't be limited in this way."

"What's the answer?" asked Rogers.

"Increase the use of paints and varnishes by more co-operative effort in the trade and better advertising," retorted Wright. "If everyone in the trade from the manufacturer to the painter would get together they could break this limit and better conditions all round."

"You're out to crack a pretty hard nut," remarked Rogers.

"Granted," admitted Charley. "Everybody that I've run up against in the trade admits a wide open opportunity, but nobody has dared to tackle it; you'll admit without argument that more paints and varnishes could and should be used?"

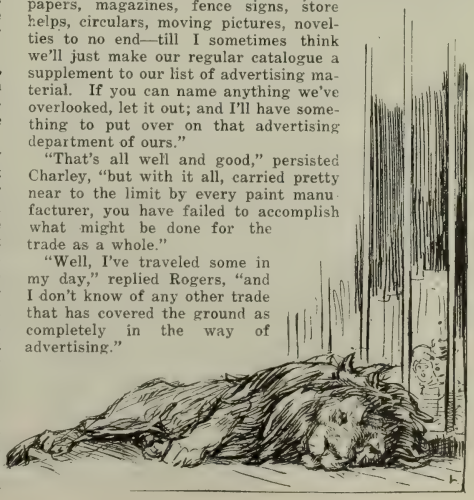
"Haven't any comeback there from me," mused Rogers. "Perhaps you're going to whack me again about our advertising," with an effort to locate the source of his customer's criticism. "Didn't we co-operate with you in every way, shape and form you proposed last spring?—seemed to me you were pretty well satisfied when I was around sorting up in May."

"Your advertising and that of every other paint house is all right so far as it goes—but it doesn't go far enough—isn't broad enough—hasn't the vision it ought to have in view of the opportunity before the trade," quietly remarked Charley, noting with satisfaction that for once he had Rogers guessing as to the motive of his "grouch."

"Lord Harry!" exclaimed Jim, "doesn't go far enough, you'll have to raise the ante! What's the limit?—If you'd hear our advertising man talk you'd realize that there isn't a trick in the whole advertising deck that we haven't turned:—painted signs, bill boards, trade papers, farm papers, magazines, fence signs, store helps, circulars, moving pictures, novelties to no end—till I sometimes think we'll just make our regular catalogue a supplement to our list of advertising material. If you can name anything we've overlooked, let it out; and I'll have something to put over on that advertising department of ours."

"That's all well and good," persisted Charley, "but with it all, carried pretty near to the limit by every paint manufacturer, you have failed to accomplish what might be done for the trade as a whole."

"Well, I've traveled some in my day," replied Rogers, "and I don't know of any other trade that has covered the ground as completely in the way of advertising."



"Nor failed to hit the bull's eye as completely in the face of the chances before it," reaffirmed Charley.

"What's the answer?" asked Rogers, resigning himself to the position this wide-awake hardware and paint dealer had placed him in.

Jim Rogers tilted his chair farther back, re-lighted his neglected cigar and waited for the proprietor of the Acme to answer his own riddle. He had been so long in the paint trade that about him was evidenced the growth of a self-satisfaction that there were no more new angles from which he might look at his own business. Everything that was to be solved, had been solved; for every conundrum he had an answer, perhaps he had one for Charley's attitude if he worked his listening faculties keenly enough. Charley was a perfectly silent listener until he found the vulnerable point in the other fellow's argument.

As to his own conduct, he felt that his duty to himself and his house was fulfilled when he remained wide-awake, kept an eye on the good-will of his customers and let nothing interfere with his top-notch record. Tacitly he admitted to himself, however, that when Charley Wright had something up his sleeve it was worth while laying over till another train to be on hand when the revelation came.

"I'm only one small man in a very small neck of the woods," began Charley slowly, "and I don't very often get a chance to put my ideas up against the other fellow's, but what I lack through such associations perhaps I more than make up for in reflections of my own."

Wright drew several sheets of paper from his desk and, sharpening his lead pencil, remarked that he could talk easier with them than anything else.

"In the first place," he continued, "we have to work on in Canada, a population approximating 8,000,000 people in round numbers. Figuring on an average of five people to the family, we have 1,600,000 families with approximately the same number of dwellings to house them. So far as I can find out when conditions were normal, Canadian paint and varnish factories manufactured annually $8,500,000 worth of paints, varnishes, colors and other finishing materials of all kinds. We imported another $1,500,000 worth making a total of $10,000,000."

"That looks pretty good to me," remarked Rogers.

"You're in for a nice little education in comparisons and averages if those figures satisfy you," replied Charley, "for they plainly tell you that only $1.25 worth of paints and varnishes is manufactured and imported for every man, woman and child in Canada; this includes finishing materials of every class. Of course these figures are factory selling prices, but at that they are too low to my way of thinking. What's more these figures mean each home in Canada only averages $5 yearly in paints and varnishes for their protection, preservation and general upkeep."

"What's that?" exclaimed Rogers, letting his chair come from its tilt with a bang.

"Now hold on," continued Wright, "this number of homes doesn't take into account schools, churches, public buildings, warehouses, stores, factories, barns and a whole raft of other buildings."

By this time Rogers had his pencil out, too, and could hardly wait to supplement Wright's calculations with the observation that probably anywhere from 60 per cent. to 80 per cent. of that $10,000,000 was used up by manufacturers for finishing their products."

"All right," added Charley, continuing his calculations, "take it that they use, say, 70 per cent., that leaves $3,000,000 for the protection of our 1,600,000 homes, or an average of $1.88 per year."

"Zowie," exclaimed Rogers, "it begins to look as though the paint trade had overlooked a good deal after all."

Wright kept up action with his lead pencil. "What amount of paint and varnish do you think would be required to finish an average 25 ft. x 30 ft. house, with, say, seven rooms?"

"Off hand, I should say $35 would supply all the material required, I put these figures at before-the-war prices since yours are taken from normal conditions," ventured Rogers.

"I think you're low, but to be on the safe side, I'll go still lower, and put it at $30 for the average house. This means that if every house were painted annually inside and out, floors and all, it would require $45,000,000 worth of paints and varnishes. Of course an annual "paint up," would be too much to expect of everybody, so I'm just going to ask every householder to do it once in four years which isn't any too often."

By this time Rogers was also filling a sheet with some sizeable figures. "That means," he exclaimed, "$11,250,000 annually for homes alone,—plus $7,000,000 that the manufacturers use or pretty nearly double what has been manufactured and imported."

"Begin to see what I mean, eh?" countered Wright, "make your annual 'paint up' every three years, as it should be, for Mr. and Mrs. Householder, and you'll come pretty close to getting them to use $15,000,000 annually."

"Got any more figures like that?" asked Rogers.

"Last fall," continued Charley, "I ran up from Sarnia to Toronto on the old main line, and came back through Hamilton and London, and just for the fun of the thing took sections here and there along the line, counting the number of painted and unpainted barns—and how many do you think I found painted?"

"Don't know," said Rogers, who was beginning to wonder what he used his eyes for when traveling.

"Just four per cent," answered Charley.

"I've always said that if they could induce every farmer in Ontario to paint his barns and stock sheds and give me the trade I'd retire early," remarked the salesman, "but I never thought my dream would amount to the luxury that that 96 per cent. of unpainted barns would bring."

"Take in Manitoba, Saskatchewan and Alberta where they use a great deal more barn paint than in Ontario, and you'll find only 20 per cent. of the barns are painted in three years' time," continued Wright, bringing out statistics to back his argument.

"Looks as though you were diagnosing for a nation-wide cure-all," said Rogers.

"Why not?" retorted Wright, "when you look into it, the national waste through lack of paint must be something enormous. We were never brought face to face with the need of preservation and conservation more seriously than at the present time. As a simple instance:—No. 1 hemlock that sold less than two years ago at $17 to $19 per thousand in Ontario is now selling at $40. There's a professor out in a Kansas State agricultural college claims that there is a greater loss in deterioration of property through lack of paint than there is loss by fire. Canada's loss by fire in 1917 was upwards of $23,000,000, which is more than twice the amount of paint and varnish produced in normal times. Suppose we reckon this loss at 10 per cent. above the fire loss, you have then over $25,000,000 going absolutely to waste."

"Looks as though our little old $10,000,000 for paints and varnishes ought to be multiplied a little by that co-operative plan I know you've got tucked away in the back of your head," soberly reflected Rogers.

"Now then do you see what I'm driving at when I say your paint advertising hasn't accomplished what it should in view of the facts presented?" retorted Wright.

Instead of taking his usual argumentative attitude in discussions of this nature, Rogers eagerly endeavored to dig deeper into Wright's fund of facts and figures with questions that sought a clearer understanding from this new viewpoint. "Granted that the paint trade has not accomplished all that it might, you don't mean to imply that it has not made progress or that it has not accomplished a great deal of public good?".

"No! I wouldn't say that by any means, mark you, I'm not a pessimist in this matter, but your question leads us into another phase of the question that no one has ever considered very seriously." Again Wright plunged his hand into another pigeon hole in his desk, brought out

fresh statistics and commenced his calculations on a clean sheet of paper. "It would look to me as though your trade falls far short of the economic position it should occupy especially in view of the figures we've just gone over. Those who are responsible for the manufacture, distribution and use of paint are shortly going to wake up and rub their eyes when they look up the long grade that must be climbed to place them anywhere in the economic prominence that they should occupy. In view of the larger service that paints and varnishes should render to national and individual welfare in conservation, protection, sanitation, beautifying and enhancing the value of property, the trade has not even commenced to lift its head amongst the industries that are unquestionably essential and beneficial to mankind."

"You're not going to call us pikers yet?" asked Rogers with a trace of humor.

"Scarcely that," smiled back Wright, "but at that you're bothered with shortsightedness and lack of sense of the relative merit your trade deserves. In other words the people of Canada have not grasped the significance of what it would mean to all concerned to raise it from the status of a luxury to that of a necessity, and if you can induce the public to get the painting habit from the standpoint of its intrinsic value and the dollar-in-pocket economy it will mean to them in preservation rather than "just painting up,' so that the neighbors won't have anything on them in a 'slick up' way, you'll have accomplished a whole lot towards my contention. You know as well as I do that paint, no matter how much or how little it is used, works out into the numerous other benefits as we have already seen in "Paint up and clean up" campaigns conducted in the United States."

"I don't think there is a man in the trade but what believes that paint is a necessity,' remonstrated Rogers.

"They may believe it all right, but they lack action—concerted action—to bring it to a universal reality," replied Wright. "The householder, property owner and the rest of the public at large do not realize it and it'll be a long time before they do unless you bring home the necessity of its larger use more closely than you have in the past."

"How far down in the scale does the trade stand as a necessity and how far up as a luxury?" questioned Rogers with a renewed curiosity as to Wright's statistical resources.

"I told you you were in for a neat little education in comparative figures," retorted Wright, resuming his calculations, "so here's about how you sized up with other Canadian industries in 1915. Of course the figures I'm going to give you are manufacturers' values and do not include importations, but at that the paint trade in comparison with others is like the boy suspended in the hay loft by his galuses, it's only half way up and half way down but neither up nor down. For comparative purposes I am figuring on a per capita basis of 8,000,000 people in the country. You paint manufacturers and we retailers have been pretty ready in proclaiming paint as a clothing for property, but it's a pretty scanty wardrobe that only provides $1.05 per capita for all buildings in Canada (remembering that out of that 60 or 70 per cent. goes for manufacturers' uses). Fortunately we have provided for our own personal comfort much better and produced $18.08 per capita in textiles of all kinds, $3.72 per capita for men's custom and manufactured clothing, $3.26 per capita for women's clothing, 94c per capita for hats, caps and furs, $4.26 per capita for boots and shoes. Even the women take 26c per capita for corsets, largely for the sake of preserving appearances."

Wright glanced slyly at Rogers to see how his figures were taken, but Rogers sat mum,—there was scarcely anything else to do.

"Now then you want to know how far up in the scale the painting industry stands; compare your trade's $1.05 per capita with $15.42 per capita in timber, lumber and remanufactured timber products, $1.22 per capita for furniture, $48.62 in manufactured foods of all kinds, $15.05 per capita in iron and steel products, $1.71 in rubber goods and $5.92 per capita in goods manufactured from leather."

"Looks as though we had room to come up some," grunted Rogers.

"And still some more compared with a production of $4 per capita in liquors and malts of all kinds, $3.62 per capita for tobacco, $3.04 per capita for automobiles, 35c for soft drinks, and 27c for jewelery."

Rogers' sense of humor prompted him to interrupt with: "Even though we were cut off from soaking in some of these things it won't hurt to let the figures soak in."

"At that," smiled Wright, "the nation has some economic sense of humor in the fitness of things by producing $1.18 per capita in drugs and patent medicines and then turns around and spends 22c per capita in monuments and tombstones to preserve the memory of the dead ones."

"Humph," was Rogers only comment.

"In many ways these comparisons may seem unfair, Jim, and there are numerous considerations to be taken into account but they give some idea of where the trade stands. You can see for yourself that in comparison with articles that are more or less non-essential the paint trade hasn't any great number of haloes to adjust about its head. As for its place amongst the essential industries there is no question that it should and can occupy a larger usefulness in our economic life."

"Whatever our sins of omission and commission may have been, Charley, you cannot deny that the paint trade has certainly made some pretty strong efforts to advocate the necessity of using paints and varnishes for protection and insurance against deterioration," declared Rogers with emphasis.

"I'll admit that there is considerable credit coming to you there, but you fellows are something like the theologians, who ball up themselves and their listeners with hair-splitting theology while the real need for their mission gets the go-by."

"What next are you going to pull off?" was Rogers puzzled question.

"You paint people have all taken a try at proclaiming the use of paints and varnishes as insurance, but somehow or other you can't seem to keep away from mixing in with it an over-indulgent dose of a "holier-than-thou-art" attitude toward each other. I'll grant you that differences exist between the manufacturer of mixed paint and the believer in white lead, and that there are grades and grades in paint—high grades, low grades, and in between grades—but let us get together and pull with united strength for the use of more paint and I haven't a doubt that differences will pretty much settle themselves; especially if the consumer is brought to realize the most important reason for using it. At that I'm not so very much convinced that as advocates and brokers of insurance against decay that you've made any howling success."

"More figures?" questioned Rogers with a puzzled expression.

"Yep," nodded Charley, as he reached for an untouched batch of statistics. "Do you know that as underwriters of deterioration you've made a painfully poor showing compared with the insurance companies?"

"Going to X-ray some weak spots, I suppose," said Rogers, with a resigned sigh, wondering where in the world Wright was going to place his business in comparison with another that it had endeavored to imitate in its advertising appeals.

Wright renewed his calculations with a freshly sharpened pencil. "While the paint people were manufacturing $1.05 worth of goods per capita against our greater loss through decay, Canada protected herself against fire at the rate of $4.41 per capita in annual premiums. This meant that we took out new and renewed policies to the extent of $388.94 per capita. This precaution enabled us to get back $1.77 per capita out of the losses incurred. Now if this professor is right (and I think he is), that our loss through lack of paint amounts to more than by fire, and we are only spending 23½ per cent. on paint protection against that spent on fire you can pretty well see just how much paint is doing along insurance lines."

"You've taken the conceit out of me, Charley," admitted

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Daylight Saving in Effect April 15

Bill Will be Put Through Its Various Stages This Week and Assented to, According to Intimation of Premier—Cities Getting Ready to Utilize Extra Daylight in Production of Foodstuffs.

INTIMATION was made by Sir Robert Borden on Tuesday of the present week that the Daylight Saving Bill for Canada will go into effect on Monday next, April 15. The bill was sent to the Senate early during the present week and the remaining stages in passage of the bill are to be completed during the remaining days of the week. It is expected the necessary proclamation to put the bill into effect will appear in the Canada *Gazette* on Saturday of this week. All clocks are to be advanced an hour at midnight on Sunday.

The passage of this measure will come as welcome news to many who are sincerely interested in the production campaign. Not least among the interested ones are the hardware merchants throughout the length and breadth of this land, for they can with better grace urge the planting of more and larger gardens. They will be interested in this phase of the matter by reason of the increased sale of garden tools that will result. But they will be no less interested because it will give them a real opportunity to press all the more urgently on their customers and prospective customers the greater utilization of vacant garden plots. Hardwaremen are interested in the production campaign not alone because it will mean an opportunity to increase their sales, but they are interested in it because they are patriotic enough to see that a great good will result.

Power Will Also be Saved

The extra hour of daylight in the evening will mean that considerable power will be saved in the shape of electric light. People need still less electric light in their homes in the evening than they ordinarily do during the summer months. Their electric light bills will be down to the minimum charge. The housewife will undoubtedly feel more inclined to use more power for such things as the electric sad iron. The saving effected in light may work out towards increased sales in such lines as toasters and electric irons.

Time for the notification of this change will naturally be short, but the people will undoubtedly be posted long before the time for changing the clocks comes round on Sunday evening. There has been general expectation that the measure would pass, even in spite of the opposition from some isolated sections of the community. Farmers in some districts were evidently opposed to the measure on the ground that it was cutting down their available working time because of the dew on the ground in the early morning which prevented them getting to work.

Cities Taking Advantage of Measure

Cities and towns all over Canada are preparing to take full advantage of the opportunity thus afforded by the way of cultivation of vacant lots. The city of Hamilton is going after production in a systematic way. Toronto council has a by-law under way to compel all holders of vacant land to allow them to be cultivated. Fort William is going stronger than ever after the garden planting idea. These are but instances of cities, the same work is going on all over this broad land.

Toronto's Measure

The measure adopted by the Toronto council giving effect to provincial legislation respecting entry upon vacant lots for the purpose of cultivating them and raising crops is as follows:

"The assessment commissioner, through his servants, workmen and agents, is authorized to enter upon, hold and use for the purposes only of cultivating and raising thereon such crops as may be thought proper, any vacant land in the municipality during the present war, and for selling and disposing of the produce thereof.

"Permits may be granted to any persons to enter upon, hold and use, for the purpose only of cultivating it and raising thereon such crops as may be prescribed, any one or more of such parcels of land for such period not exceeding the duration of the present war as may be thought proper, and regulations as to the use of any such parcel by any person to whom a permit is granted, and the kinds of crops which may be raised on any such land may be prescribed by the assessment commissioner, and any permit issued thereunder may be revoked by the assessment commissioner for failure to comply with the terms and conditions of this by-law or of the regulations.

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No Doubt This Will Be a Common Scene Now That Daylight Saving Will Give More Hours to Work the Garden.

Harness Accessories a Profitable Line

Harness Manufacturers Busy — Government Taking Quantities of Harness For Returned Soldiers—United States Buyers in Canadian Market For 350,000 Sides of Leather—Could Get Only 110,000 Sides

THERE is an excellent demand for harness at the present time and with that demand naturally comes a demand for harness accessories. All harness manufacturers in Canada are worked to capacity at the present time and could handle more business provided they were able to get sufficient supplies of leather. Now that conditions on the farm are good the farmer is in a mood for buying more heavily than he has ever done before. Some hardwaremen already handle harness and nearly all dealers handle certain lines of accessories such as halters, blankets, snaps, rings and buckles, sweatpads. There are possibilities of increased trade in this line by the addition of such parts as hame straps, lines, pole straps, martingales, traces (leather and web), belly bands, collars.

There will be a big business in these lines for some years to come in Canada by reason of the development of agriculture. Already the returned soldiers are starting to get on the land and with the cessation of hostilities there will undoubtedly be a tremendous rush to the land, both on the part of the returned soldiers and by new settlers who come to Canada in quest of homes and land. Farming has received such an impetus during the past two or three years that will carry it along in a great period of development after the war is over. Such stories that have come from the West of the money to be made in farming are luring people out there. There was one instance of a farmer who farmed on a big scale and cleared $67,000 last year. Such stories and examples as this are even causing manufacturers in the cities to cast longing eyes toward the farm. Furthermore, there will in all probability be a great need for food long after the war has ceased. This will naturally keep prices high and will permit the farmers to continue to get good prices for their commodities. The farmer is ready to spend money at the present time. One of the lines which he is anxious to keep in good repair is his stock of harness. The demand which manufacturers are experiencing at the present time is very good evidence that the farmer is prepared to make expenditures.

All Manufacturers Busy

All harness manufacturers are busy at the present time. In fact the majority of them could get a great deal more business than they are able to handle. "There is an insistent demand for good harness from the farming districts," stated one prominent manufacturer to HARDWARE AND METAL. "The farmers have the money and they are willing to spend it. The biggest problem at the present time is to get the supplies of raw materials. Leather is hard to obtain, not because there is a dearth of the raw hides, but because there is a dearth of the chemicals with which to carry on the tanning process. Many of the chemicals used in the tanning process are vegetable substances which come from South America. With the shortage of tonnage it has been impossible to get these commodities to this continent in sufficient quantities to look after the needs of the industry. To meet this shortage of leather there has already been devised a trace made from cotton fabric which is filling part of the demand."

Outfitting Veterans

The Government has been in the market recently for harness for the purpose of outfitting veterans who desire to go to the land and take up farming. One manufacturer has already received an initial order for one hundred sets of harness. In all probability there will be other orders to follow as the soldiers more generally take to the idea of farming. This business naturally has right of way over other business, as it is Government business and is in the interest of production. Each soldier that goes to the land in Northern Ontario is given a loan of $2,400, interest free, with five years in which to repay it. It is safe to conjecture that under these conditions there will be an increasing number of soldiers who will go to the farms in the new districts. One of the big difficulties toward the rapid settlement of the land in Canada in the past has been the initial investment necessary. Farmers with small capital have often found that the task was too great to finance the proposition with an initial investment of practically nothing. Homesteaders have often gone into promising sections but have later abandoned their holding because of the uphill work in financing the same. But with the necessary financial backing of the Government a start can be made which should put these returned men well along the road to financial independence. They will have the necessary capital to buy harness, implements, stock, seed and to see them through the first year or two. This ready cash is going to be a big factor in the prosperity of the hardwaremen of the district in which these soldiers take up their abode. It is going to give them a good start that will enable them to be good customers in the years to come.

Soldiers as Farmers

These returned soldiers who go to the land are going to be a different type of farmer from those who have always lived on the farm. These men have been out where big things have been going on. They have seen with their own eyes progressive and aggressive methods of doing things. This will undoubtedly have a great influence on their methods of farming. It will mean that they will endeavor to find the best methods and the best tools and instruments with which to carry on their farming operations. They will spend their money when they get it. They will not hoard it and be poor spenders. They will spend their money, first because they will have it to spend, and second because it will appeal to them as being a good business proposition to get good materials with which to carry on their work.

United States After Leather

United States buyers have recently been in the Canadian market with instructions to buy 350,000 sides of leather from Canadian manufacturers. It is understood they have been able to secure only 110,000 sides. That is less than one-third what they were commissioned to buy. This leather is of course being used for war purposes in the United States in the equipping of artillery and also in filling orders for the Allies for the same purpose. This big demand has sent the price of leather up 4c to 5c per pound within the past six weeks. The class of leather used for harness is from heavy hides. There has been an insistent demand for this class of leather from United States manufacturers for some months past. Light leather such as that used in the manufacture of shoes is fairly plentiful and prices of those grades are easier.

Chemicals Are Big Factor

While hides are plentiful at the present time the tanners assert their operations are greatly restricted through their inability to get sufficient supplies of chemicals to carry on the tanning process. One harness manufacturer is authority for the statement that fully 50 per cent. of the chemicals used by tanners come from South America, being certain vegetable extracts which can be obtained only in that section. With the shortage of tonnage, ships which ordinarily ply in the South American trade have been taken off those routes and are being used in trade routes where the need is more urgent. There are some of the chemicals being brought in, of course, but the war requirements for

leather are the first that must be met. The domestic trade gets what is left in the shape of leather. There will undoubtedly be a restriction of tonnage in the South American trade as long as the war continues. With the restriction of the carrying trade of chemicals leather for harness will in all probability be in restricted supply for some time at least—until such time as the war demand begins to fall off.

Snaps and Rings Hard to Get

One of the harness accessory lines that has been hard to secure for the domestic trade within recent months is that of snaps and rings and buckles. There has been a restriction of the amount of steel available for the manufacture of these goods. Any that were manufactured have in large measure been turned to war purposes. In consequence harness manufacturers have found their operations have been restricted by reason of the dearth of these parts. Production of all the factories has been directed to war work and the domestic trade came in for anything that remained. Production of plants for the manufacture of such steel lines has been greatly increased and harness manufacturers anticipate there will be a great keenness for trade as soon as the war demand begins to slacken. In consequence the manufacturers anticipate there will be lower prices in a number of these lines when the war is over. But when the war will be over is still a moot question.

Harness a Coming Line

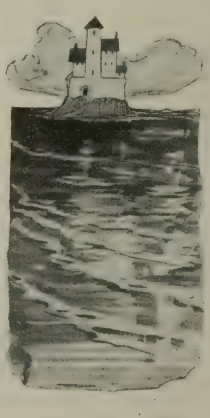
In view of the probable demand for harness after the war is over harness bids fair to be a promising line for the hardware merchant. Just at the present time he would probably find difficulty in getting a stock of harness should he decide to embark on this line. Manufacturers of harness are all busy and are not in a position to take on new business in the immediate future. Still that is a temporary condition and does not prohibit the hardwareman from looking forward to the possibilities of this trade when normal conditions return. The profit in harness transactions is good, usually ranging in the neighborhood of 15 per cent. on investment. As the item of each individual sale amounts to a good round sum the net profit on each sale is considerable. The investment necessary in a harness stock is fairly large, but no larger than some other lines that a hardwareman has been accustomed to handle. With a ready market and sure pay the investment in harness is one which will bring returns. Farmers have been slow pay in many instances, but there is no reason why this condition should exist in time to come. They are getting cash for all their commodities and the prices have been most favorable.

Start With Harness Parts

In the face of the difficulty attending the securing of harness at the present time the hardwaremen might be well advised to confine his attention to the sale of parts for the present. There are numerous lines such as belly bands, halters, lines, hame straps, pole straps, martingales, collars, sweatpads, traces, whips, blankets, snaps, rings and buckles which he could in the meantime handle to advantage. Manufacturers are able to supply these parts and with a complete line he would be well along on the way to capturing the business in harness later on. There will undoubtedly be a big demand for harness parts from this time forward. Farm production is going to go forward at a very rapid pace. There will be a speeding up on the farms and this will mean more wear and tear on the harness. These harness parts are lines which the hardwareman can handle without the necessity of expert knowledge of the harness-making business. Manufacturers will be in a position to supply these goods. There will be a good field for the trade. Hardwaremen should be in a position to take full advantage of the same. It is essential that the opening should be pointed out.

Big After-War Demand

As already indicated in this article the after-war demand for harness and parts will undoubtedly be large. The need for food supplies will drive the people to the land because of the high prices that prevail for these commodities. This farming class will be recruited from two sources, namely, from the returned Canadian soldiers and from those people who will emigrate to Canada to find homes for themselves. Of course, there is the possibility that the Governments of Europe might restrict the emigration of their people to a foreign land in view of their own dire need for men and women to work their industries and till their soil. Should this come about in some countries it is hardly likely that all countries will be agreed on such a method of action. Settlers from the United States will undoubtedly continue to come to Canada in large numbers. It is hardly likely that Great Britain will place restrictions on the movements of her citizens, especially when they are desirous of moving from one part of the Empire to another part. All these facts have a bearing on the after-war trade for harness. The one big fact should be remembered that Canada is an agricultural country and much vacant land still remains to be taken up. With the need for food it is bound to be taken up.



No Jute for Blankets

Blankets is one of the lines which has been greatly restricted in output owing to the difficulty of obtaining raw materials such as jute. This commodity formerly came from India by way of Great Britain, being manufactured in Dundee, Scotland, and transshipped to this continent. An embargo has prevailed on the shipment of this commodity from the British Isles for some time past. There is no immediate possibility of the same being lifted and until further supplies of jute come forward the manufacture of blankets will be greatly curtailed. There is always the possibility that some substitutes for jute may be found, but until that time comes present restricted operations are likely to continue. Wool blankets are practically out of the question at the present time owing to the need for wool for clothing for the armies. This uncertain supply of blankets is likely to continue until such time as the war is over and conditions settle into normal channels again.

MANUFACTURERS ADVANCE PLATE GLASS

Advices from New York state that plate glass prices have again been sharply advanced by the manufacturers and large distributors, who have just announced that the discount off the list price will in future be 86 per cent., as compared with 88 per cent. discount heretofore prevailing. This is equivalent to an increase in price of 16 2-3 per cent. The price of plate glass has been steadily advancing since the war, and the present quotations are 75 per cent. higher than those charged during 1915.

In other words, plate glass of a list price of $100 could be bought during 1915 at $8, whereas now the same glass costs $14. This advance, the manufacturers claim, is due to the higher cost of labor, the scarcity of fuel and other important factors. Glass dealers and distributers are of the opinion that the cost will continue its upward trend, and point out that while standard sizes have been advanced 75 per cent., the larger sized plates are relatively much higher, so that on the whole the increase all around is more than 75 per cent.

On the other hand, the allowances for salvage have not proportionately increased. The salvage allowance, which used to be 94 per cent. off list, has only been reduced to 93 per cent. The cost of setting glass has also been considerably increased by the glaziers.

F. H. Jeffery, Hampton Court, Hamilton, Ont., has resigned his position with the Stanley Mills hardware of that city. Mr. Jeffery has been with the company for the past four years as manager and buyer.

Ready Roofing Costs Less than Shingles

Comparison of Initial Cost Shows Ready Roofing One-half to One-third Below That of Shingles—Cost of Laying Shingles Greater Than Ready Roofing—Life of Painted Ready Roofing Estimated at 25 Years

THERE is a field for ready roofing at the present time which the hardwareman can develop perhaps even more than he has in the past. This commodity has trade-pulling power by reason of the attractiveness of the price as compared with wooden shingles, for instance. With building materials at a high price there is a tendency to forego building operations on this account. In some instances the cost of ready roofing has not advanced over pre-war prices. Again, there are instances where certain makes have advanced approximately thirty-three and one-third per cent. But even with the advances in the cost of the ready roofing there is still a very material advantage in favor of its use as compared with wooden shingles. For instance, the initial cost of cedar shingles at present prices is $4.20 per square of 100 feet. The cost of ready roofing on the other hand ranges in price from $1.75 to $3.10 per square of 100 feet for three-ply grade. This is an initial saving of $1.10 to $2.45 on each 100 square feet.

Various Kinds of Farm Buildings Could be Roofed with Ready Roofing

Comparative Cost of Laying Roofing

After the initial outlay for roofing has been made there immediately enters the comparative cost of placing the same on the building. One does not have to cogitate long to come to the conclusion that there is a great disparity between this cost item. The manager of one large roofing supply house estimates that two or three men would lay between 50 and 60 squares of ready roofing in a day. It is estimated the same number of men would not be able to lay more than 20 to 30 squares of cedar shingles at the most in the same length of time. With the cost of workmen's wages placed at $4 per day in each instance it will be seen that the cost of laying wooden shingles would be at least double that of laying the ready roofing. Taken right down the line the cost of ready roofing is therefore at least one-third to one-half the cost of cedar shingles. A factor which must be taken into consideration, however, is the life of ready roofing as compared with cedar shingles. Here, again, the comparison is not unfavorable to ready roofing.

Durability of Ready Roofing

Manufacturers of ready roofing usually claim their commodity will last at least five years for each single ply. In other words roofing of one-ply would be considered as having a normal life of five years. Two-ply roofing would be considered as giving good satisfaction if the length of life were ten years, while three-ply should normally last at least 15 years. Very often roofing will last much longer than the time indicated. Much depends on the method adopted in laying the roofing. If a coat of roofing paint is put on the ready roofing the length of life will be almost doubled. For instance, three-ply roofing that would normally last 15 years without a coat of paint could be expected to last at least 25 years if a coat of paint were applied. The additional cost of an application of paint would be in the neighborhood of 20c to 30c per square.

A lumberman, on the other hand, estimates the normal life of a red cedar shingle roof would be in the neighborhood of 30 years, if 3X shingles were used and provided galvanized roofing nails or cut shingle nails were used. If the ordinary wire shingle nails were used the lumberman in question estimated the life of the roof would not be over 5 to 10 years. It is asserted the common wire nail will rust out in 5 to 10 years and so cause the destruction of the roof. Much depends on the method of laying the cedar shingles, therefore, as to whether or not it will give maximum duration.

Composition of Ready Roofing

Invariably the composition of ready roofing consists of felt and asphalt pitch. This is in distinction to the regular tar building paper which is saturated with a tar solution. Ready roofing, composed as it is of asphalt pitch and felt, is a slow-burning material. It is to a certain extent fire-resisting. Some of the fire departments in the large cities have tests to which they submit the various kinds of roofing. One of these tests consists in building a fire of certain proportions underneath a sheet of the roofing. A certain number of wooden sticks and a certain amount of excelsior is used to kindle a fire. If the ready roofing takes a certain length of time to consume it is placed in Class A. If the length of time is less than that required for the first-class the roofing is placed in category B. In a city like Toronto, for instance, it is permissible to use these various classifications of ready roofing in certain defined districts of the city. Class A can be used in the construction of buildings in the downtown section, or in other words in any part of the city. Greater care is taken in the kind of materials required for the downtown business section than for any other section of the city. Another test to which ready roofing is sometimes put is the blow torch test. This, again, is a time test, that is, the length of time required for the flame to burn through the roofing is considered.

Time the Only Test of Roofing

Although the fire departments of various cities may require a test of these materials for the purpose of ascertaining the inflammability of the article, there is really no test to which ready roofing can be put in order to ascertain its durability. Roofing manufacturers and experts are quite generally agreed that time is the only test that can be applied to a roofing. It may be a rather slow process to ascertain whether or not it will give satisfaction, but it remains a fact that the actual wearing qualities of ready roofing is the best test. One large dealer went to the expense of having a sample tested thoroughly in a scientific laboratory in order to ascertain if possible what elements it contained. The scientists pursued their investigations as far as possible but finally had to give the problem up on account of the difficulty experienced in analyzing the composition of the felt materials. It became impossible to pursue the investigations beyond that point. While time is the only test of a roofing it is gratifying to know that the various leading manufacturers and dealers in ready roofing assert that they have yet to have a complaint expressed that ready roofing did not give satisfaction from the point of durability.

Price Changes in Ready Roofing

Like every other commodity there has been an advancing cost in connection with the manufacture of ready roofing.

(Continued on page 41)

EDITORIAL COMMENT

DO YOUR CLERKS ASSIST YOU?

MERCHANTS should not lose sight of the importance of bringing to the surface the aims and ideas of those who help to make their business a success. This is sometimes neglected. Perhaps all too often the clerks are made to feel that any suggestions they might give are not welcomed in the least.

Such an attitude shows an independent spirit on the part of the merchant which may shut him out from wise development along particular lines. Every clerk has some ideas that are worth while if they are sifted out.

Some of those clerks will some day have businesses of their own. They are not all going to remain in a subordinate capacity behind the counter. The soundness of their judgment will be proven in the success which they make in after years.

But these clerks are now laying the foundation for their future success. If their ideas are headed in the right direction now it would be of material advantage to the merchant to receive suggestions they may make. It should be the function of the keen merchant to discern where these ideas are sound. Encouragement of the clerks to suggest new ideas will result in good to the merchant.

DAYLIGHT SAVING PROJECT A FACT

ANNOUNCEMENT was made by Premier Borden during the week that the Daylight Saving scheme would come into effect on Monday, April 15. Clocks will be moved forward one hour at midnight on Sunday.

This will come as welcome news to the hardware trade in general. For the scheme will not alone help production. It will help trade. It is not in a selfish way that the hardwareman will view the scheme. Great benefit will accrue in a number of ways.

Production will be assisted in a way that cannot be overestimated. Power will be saved in the electric light that is ordinarily burned during the last hour of the working day. There will be a lessening of the number of accidents in industrial plants.

Investigation into the working of the daylight saving scheme in Great Britain led to the conclusion by the committee that the majority of accidents take place in the waning hours of daylight when the workers are somewhat fatigued and when the light is not good.

All these considerations are powerful reasons for the passage of the daylight saving bill. There is, in addition, the health reason. People will spend more time outdoors when they have a longer evening. There will be general approval throughout Canada for this measure.

IS BUSINESS GOOD?

A STORY is told of an old Quaker who laid great stress upon the attitude of mind of the business man to influence his whole business outlook and prospect. While the Quaker stood watering his horse at the village trough a new neighbor paused to ask: "What manner of people live in this village?"

"What manner of people did thee live among before?" asked the Quaker.

"They were mean, narrow, suspicious and ready to take unfair advantage," returned the newcomer.

"I am sorry," said the Quaker, "for thee will find the same sort of people here."

Again the Quaker chanced to be at the trough and another came and asked the nature of the populace. To him the Quaker again put the question: "What manner of people didst thee live among before?"

"There are none finer than the people I left behind. They were neighbors and I loved them. It was hard for me to leave them—I love them all, but I had to journey on."

"Be of good cheer, my neighbor," returned the Quaker, "for thee will find the same people here."

Is there a hardwareman who feels the limits of his present field of operations. Does he consider the people of his town mean, callous, suspicious? If he does he would do well to try and change his attitude of mind. There must be many worth-while people among them. It greatly hinders trade to draw up a sweeping indictment against a whole town or village

FARMERS in some sections of the country were reported as opposed to the Daylight Saving Bill. Their representatives asserted that the farmer's day would be shortened rather than lengthened. Can it be that the farmer is afraid of garden production, which might reduce the market for his commodities to a certain extent?

Current Events in Photograph—No. 15

GAS ATTACK SIGNAL SOUNDS

THE masked figures are not a revival of the Ku Klux Klan, but Canadian soldiers in France, who have been warned of a coming gas attack and have donned their gas masks in preparation. In the rear is seen the dugout, and back of that the shot-scarred ground. Note the soldier in the foreground making the best of the situation by smoking a cigarette through his mask.

Steel Sheets Will Be Available

Manager of Steel Importing Company Thinks Supplies Will be Forthcoming, Although Prices May Incline to Higher Levels—Outlook for Canadian Manufacturer.

"WHAT may the trade expect in the way of steel sheet supplies for the regular trade demands, and as applying also to iron and steel needs of the retail trade?" was asked of John B. Paxton, manager of the structural steel business of Drummond, McCall & Co., Ltd., Montreal.

"They will be able to get their supplies all right, I feel sure, for some time to come. They may have to pay more for them, but this will be a matter that they will have to face as conditions obtain from time to time.

"The price is set, of course, in the United States. This means that the producers will have more interest in the Canadian field—that is, for orders such as they can fill beyond their own country's requirements. Their own Government needs will have to be met and those of the industrial plants wanting supplies there. Aside from these they will take on what Canadian business they can get, and, of course, they will ask the Canadian buyer more for his requirements than the price fixed by their home government."

"What will the industrial situation be, Mr. Paxton?"

"It is not looking very bright for the Canadian manufacturer. The United States requirements are so large and the work there so urgent that the supplies Canada can expect to get will necessarily be uncertain. In view of the fact that the United States shipbuilding output is less than was anticipated, and with the programme for the present year so large, it is only to be expected that the requirements for Canada must be curtailed. The shipbuilding interests will probably be taken care of as well as possible, especially with going concerns that are in a position to carry on their programme upon a solid basis, such as are established concerns."

It was pointed out that considerable desire was being manifested from various points to float large shipbuilding plants, and that there was an element of danger in this. The programme was one that the average individual could not grasp the significance of. That is to say, the building of a ship, from start to finish, involves so much that none but experts can undertake such a contract. "Even in England," pointed out Mr. Paxton, "several boats have been built after one prescribed design, and when they were finally completed each was of a considerably different type. This had been brought about through the changing of standards and the adoption of new ideas that had been decided upon after the ships were laid down."

"Just a few days ago we had an inquiry for many thousand tons of structural steel," said Mr. Paxton, "and after making inquiries it was found that a company was projected for the manufacture of ships by men who had been following a distinctly different class of manufacturing. It was little understood what dabbling in a line of business so vast as this meant. Even at United States Pacific Coast points trouble had been encountered in a similar manner."

Superintendent Wouldn't Be "Greased"

Sales Agent Lost All Chance of Doing Any Business With Toronto Firm When He Offered Secret Commission to Superintendent and Purchasing Agent — Ordered to "Take His Dirty Little Bills and Clear Out"

The facts contained in this article were given to a representative of HARDWARE AND METAL. *An official of a large plant in Toronto outlined the whole thing as it happened. For reasons that are very legitimate he requested this paper to not use the name of his company or the company using the "greasing" method referred to here. However, he was anxious that the facts should be brought out so that this method of doing business should be suppressed.*

FOR the purpose of this story we'll call the salesman Mr. Grease, from the method of his tactics of greasing the hands of those with whom he did business. The superintendent of one of the best-known shops in Toronto can here be called Mr. Blank. Mr. Grease represents a house calling on machine shops and kindred plants. He hails from a city other than Toronto. Not having been able to secure orders from the Toronto plant in question, Mr. Grease kept on persistently, and at last got in an initial order. The order was given more to get rid of the man than because it was considered that his wares had any particular merit.

His "Follow-Up"

Now that he had driven the thin edge of the wedge, Mr. Grease sought to lay hands on the sledge hammer that would open the Toronto house up for his line of goods. He didn't bother about any of the understrappers around the shop. He went straight for the superintendent. If he could tie him up the business was his. He didn't waste much time in the preliminary wind-up. Mr. Grease figured that his snake fund was the most powerful weapon he could bring to bear on the situation. So he got Mr. Blank in his office in the factory and easily at first, and with a great burst of speed as he proceeded, he began to lay the programme.

Lots in On This

"You don't need to be afraid of this," urged Mr. Grease, "almost every person is doing business on this plan now, and none of them who are dealing with me have ever had any trouble. The goods will not cost your company any more on this account. The thing is square enough. I spend money this way instead of advertising. I will pay you one per cent. on every dollar's worth of business you place with me from your company or any of the other concerns that your people are linked up with. I have gone into this matter carefully and I want your business. I am prepared to make it worth while for you. I reckon that I can get for your own pocket, if you can switch your whole plant to my line, at least $1,000 per month."

He Was Doubtful

Mr. Grease left the vision of the thousand per month in thin air for a moment. He reckoned that it would not take long for a four figure harpoon to ride through the skin of Mr. Blank's scruples. But Mr. Blank was not quite certain. If he was going in for the snake fund he wanted to grab a good big fat snake instead of a skinny little garter snake that the hired man can kill with the hoe handle.

"But one per cent. is not much for me to get out of this," argued Mr. Blank, "considering all the money I make for you and the chances I take in doing this kind of work. What's more, I understand that you pay a higher rate than this to some of the other men you deal with."

A Bright Idea

"The rate I offer to pay you," replied Mr. Grease, "is exactly the same as I am allowing to the others who are in on this offer. However, if you want to raise it a little, I believe it can be done. Prices are jumping in all lines just now, and it wouldn't be much of a trick to raise the price to your firm a little. That increase is yours," concluded Mr. Grease with an impressive wave of the hand.

"Looks easy enough," remarked Mr. Blank, "but it would be safer if we could get the purchasing agent in on this, too. The two of us can swing such a proposition much easier than one. We practically have the whole thing in our hands here. When you come again on Friday I'll arrange to have the purchasing agent on hand. By then I can have a favorable report on your line, and we can fix it up to get started at once."

So Mr. Grease left, having made an engagement for a visit with Mr. Blank and the purchasing agent on Friday.

Ready for Him

Mr. Blank at once got into touch with the officials of his company. He had been with them for twenty years, and he knew they trusted him implicitly in everything. He outlined Mr. Grease's plan of campaign, and suggested that he would be a good man to kill off quick. So plans for the killing were arranged. Mr. Blank and the buyer were to meet Mr. Grease, while another official, whose office was contiguous to that of the superintendent was to be an unseen witness to the handing over of the coin, for this was one bit of evidence that they were particularly anxious to hang around Mr. Grease's neck.

They Were Ready

The salesman was on deck at the appointed hour on Friday. When a man's going to swing a big deal he can't afford to sleep in in the morning. Mr. Grease believes in this. Mr. Blank and the purchasing agent believed it too. Introductions followed after the office door had been carefully closed. Mr. Blank assured Mr. Grease that the third party to the deal was O.K. This relieved the element of doubt and brought about the very atmosphere in which big deals are hatched and where millions come to existence.

Mr. Grease led. In fact he played his whole nine innings before the others had a chance to come to the plate. The thing looked good to Blank. Likewise it appeared a pleasant thing for the purchasing agent to gaze upon. Mr. Grease took a pencil, a jacknife and a sheaf of paper. He put it down in black and white, showing how there was a good fat thing in the deal for two on a fifty-fifty basis.

He Had the Cash

"But how about the commission on the first order?" asked Mr. Blank, who was anxious to speed up the game to the point where Mr. Grease would produce the actual cash.

But they couldn't stall Grease. He had apparently not forgotten anything. He was prepared to put salve on the skids right from the start. With a bland smile that comes but few times to few people and often not at all to many, he let his strong right hand glide to his inside pocket. He produced an envelope from a spot close to his heart. Said envelope had five new ten-dollar bills. Grease handed them over with the remark that a procession like that would come in handy. He also suggested that a real order could be accepted right now.

What Happened

Mr. Blank took the snake fund in his hands. It seemed to make an excellent tonic for his vocal cords. It also put some ginger into his make-up that Mr. Grease had not noticed before.

"You poor, miserable cur," snapped Blank. "I have been with this concern for twenty years. I have handled deals that would make you dizzy. The company has been on the level with me and I have been the same to them. This is the first time I have ever been insulted by such a dirty low-down offer. You will never do another cent's worth of business with this or any other concern that I can head you off from." Then, tossing the bills across the table he con-

cluded "you'd better take your dirty little bills and clear out while the way's still open."

Poor Grease gathered up his snake fund, his hat, and cleared out.

Wouldn't Deduct It

The secretary of the Toronto concern was on the point of writing the firm represented by Mr. Grease to the effect that they were sending them cheque for the goods minus one per cent. which they understood they had been overcharged. A better way was suggested. It was found that the goods were still intact. They were shipped back, a letter following stating that owing to the rotten business methods followed by the concern it was not their wish to have any dealings with them at all.

"Do you come in contact with much of this sort of business?" inquired HARDWARE AND METAL.

"Very little that comes to the surface," answered the official. "It is hard

At $5 per hour the Boss was ready for all sorts of eloquence.

to find evidence that you can lay your hands on, although cases have come to the top where the scheme has been tried. The men who follow the graft game generally keep a good distance from the factory. They aim to 'fix' some person in our organization whom they can use to advantage. Fortunately we have an air-tight staff that can't be fixed," he concluded.

From the Legal Point

HARDWARE AND METAL discussed the matter with a gentleman well qualified to speak from the legal point on this question.

"In such a case," he stated, "the man who gives a bribe and a man who takes it are open for a charge. Of course it would be different where the man took it in this case with the knowledge of his company. Not many of these cases are ever followed up. Companies do not like the publicity they get in court. There is also an element of injustice in it for the companies that are proceeded against, for the actions of one dishonest salesman may be taken as the policy of the entire organization, which might be quite honorable and honest. Were there a desire on the part of the company to follow up such a case it could be done," he concluded. "The Crown attorney would have good cause to go ahead and issue the papers."

READY ROOFING COSTS LESS

(Continued from page 37)

In most instances the manufacturers' cost has advanced in the neighborhood of 33 1/3 per cent., which cost has been passed along to the dealer or jobber. In one instance, however, the jobber was able to enter into a contract with the manufacturer which has enabled the former to maintain the pre-war prices on his commodity. This concern in question naturally has had a good trade in their particular line of roofing. During the year 1917 their sales were doubled as compared with 1916. For the present year the demand has started in well and there is every indication they will have an even better year than last year. Shipments are now being made against contracts that call for spring delivery. With a favorable price there is every indication that the concern in question will have a banner year in roofing. But for other concerns who have been compelled to follow the market upward in conformity with the manufacturer's higher cost there is still the very material advantage in favor of ready roofing as compared with wooden shingles. This fact should mean bigger and better trade than heretofore.

Method of Laying Roofing

One of the factors that help greatly to increase the life of a ready roofing is a coat of coal tar paint. Dealers assert that with a small expenditure in that direction the life of the roofing can be almost doubled. For instance, the normal life of three-ply roofing is stated to be fifteen years. One large dealer asserted that with a coat of paint it would probably last 25 years. Paint for this purpose is rather inexpensive. In barrel lots it is quoted at 45c per gallon and in small lots at 75c per gallon. One gallon of this paint will cover approximately two and one-half squares, or about 250 square feet. If the surface of the roofing is not in a receptive condition the paint will go much farther. It is well to have the surface properly prepared for the paint as the paint will thereby penetrate into the surface of the roofing. When the roofing comes from the manufacturer it is prepared with a coating of French talc to keep the surface from sticking when the material is rolled. If the roofing is allowed to remain for a year after being put on the building without painting this talc will have worn off and the surface will be rougher and more susceptible to the paint covering. Some manufacturers even advise that the painting be deferred for upwards of two years.

Kinds of Buildings

There are various classes of buildings on which this kind of roofing can be used to good advantage. Farmers can use it to very good advantage in the construction of barns, sheds and other buildings of a similar nature. It could even be used to good advantage in the cheaper class of dwelling. One of the telling talking points in favor of ready roofing is the generally good satisfaction that has resulted from its use. In a number of years' experience manufacturers and dealers state they have yet to hear of the case where the purchaser has made any complaint about the lasting qualities of the commodity.

Pick Reliable Dealer

The question naturally arises as to how the dealer can feel assured that he is going to get a good quality of roofing when he decides to make his purchase. The best advice would be to pick a reliable wholesale dealer or pick a brand that has stood the test of time and is known to have given satisfaction. There are a number of such roofings on the market.

MORE PAINT SHOULD BE USED

(Continued from page 33)

Rogers. "Doesn't it beat the Dutch how little rows of plain ordinary, every day figures set up against each other put a fellow down to about his actual size? Here, I've been going round all chested up about the big business we've been doing, when every day in the week I've been rubbing shoulders against bigger business and didn't know it. It certainly pays for some fellow like you to put the magnifying glass on facts and just tell how much isn't in our make up as well as how much is."

Wright endeavored to comfort the subdued spirit of Rogers by explaining that he had not worked out these figures for the purpose of showing up his trade, but rather that it should form the basis for building it up for national benefit as well as to further the welfare of all connected with it. "You know, Jim," he continued, "it's a mighty hard thing to see ourselves as others see us, and while I've stood off and made these heartless disinterested observations I've the hunch that everybody down the line—manufacturers of paints and varnishes of all kinds, jobbers, retailers, master painters, decorators, journeymen painters, even the makers of brushes and other painting accessories—would have a pleasant surprise and a fatter pocket book if there was more of a get together spirit amongst them for this purpose."

"Well now, Charley, since you have taken the trouble to diagnose our ailments, how are you going to apply this 'cure all' of yours?"

"Perhaps with a good strong tonic; however that's too long a story for to-day, Jim; the next time you're around to fill that order pad you've dropped, I may have a prescription that'll tone you up."

"It won't be an order pad I open up next time, Charley, but a pretty fair sized note book to fill with suggestions for the house," grinned Rogers as he passed out of the Acme door towards his hotel, where he continued some pretty serious reflecting concerning the business he had imagined he knew so well.

(To be continued.)

EVENTS IN THE TRADE

BUSINESS CHANGES

Veteran, Alta.—R. D. Frazer, hardware, has sold out.

Eston, Sask.—Bleakley, Johnston & Co., hardware, have dissolved.

Pierson, Man.—F. J. Bradley, hardware, has been succeeded by Box Bros.

Speers, Sask.—McRae & Potters, hardware, have dissolved. J. McRae continues.

Lampman, Sask.—Trout Bros., hardware, have been succeeded by Gendreau & Butler.

McCreary, Man.—F. N. Smith, hardware, has been succeeded by Angus & Hawkins.

Elmwood, Ont.—H. Reuber & Son, hardware, have dissolved.

Saskatoon, Sask.—Campbell & Cooper, hardware, have dissolved, J. A. Cooper continuing under same style.

The hardware business of the late S. J. Smith, conducted under the firm name of Smith & Pethick, has been sold to Mr. Fishleigh, of Hagarsville.

The Robert Neilly hardware, of Bradford, Ont., has been sold, H. F. S. Gardner, of Newmarket, being the buyer. He will take possession after taking stock.

Mitchell, Ont.—The firm of McLean & Hawes, hardware merchants, Mitchell, Ont., has dissolved partnership. George McLean has taken over Mr. Hawes' interest in the business, as the latter has reported for military duty.

TRADE NOTES

Success, Sask.—W. S. Mahoney, hardware, is adding furniture stock.

FIRE LOSS

Quebec, Que.—Martineau Co., wholesale and retail hardware, have suffered fire loss.

Kirriemuir, Alta.—R. Spaulding (Est. of), hardware, has sold stock.

The show case works and saw mill of D. H. Gillies Co., London, Ont., were razed by fire on the night of April 7, with a loss of $25,000. The blaze started in the boiler room.

The *Monetary Times'* estimate of Canada's fire loss during March, 1918, is $1,682,286, compared with the February loss of $2,243,762, and $2,050,650 for March, 1917.

For over twenty-four hours fire raged in the oil plant of the Galena Signal Oil Works on Royce Avenue, Toronto. The entire building was a mass of ruins Sunday. Two hundred thousand gallons of oil were destroyed and the loss estimated by the Police and Fire Department was placed at $200,000. Believed to have started from a small grass fire on the side of the railway tracks close by the main building of the Galena building, the entire two-storey brick structure was soon enveloped in flames.

OBITUARY

J. H. Stewart, hardware merchant, Tilbury, Ont., is dead.

Edgar M. McDougall, president Canada Iron Foundries, Ltd., and president Caledonia Iron Works Co., Ltd., Montreal, Que., is dead.

Joseph H. Stewart, for many years manager of Mungo Stewart & Sons, hardware and furniture dealers, of Tilbury, Ont., died on March 28 at his home in that town. Mr. Stewart was practically a lifelong resident of the town, having been born in Tilbury East. The family moved to town, where the father, Mungo Stewart, established the first hardware and tinsmithing business on the present site. A furniture department was added later and the firm has been under the joint management of the two sons, Joseph and Samuel, for several years. Mr. Stewart is survived by a wife and three young daughters, Irene, Frances and Grace. His father, Mungo Stewart, also survives; two brothers, Samuel and James, and two sisters, Misses Margaret and Ella.

PERSONAL

Cecil Stewart, son of D. Stewart, proprietor of the Burtt Hardware Co., Woodstock, N.B., is in Toronto, having joined the Royal Air Forces.

E. E. Lyday, general manager in Canada for the Maytag Co., has left for a business trip to headquarters at Newton, Iowa, and expects to be away about a week.

O. D. Jacob of Winnipeg has taken a position as salesman in the R. L. McNaughton hardware store at Craik, Sask. Mr. Jacobs will assist in the management of the business while Mr. McNaughton is away on military duty.

MONTREAL NEWS NOTES

Among the Montreal visitors this week was J. Bruce Morrow, manufacturers' agent, of Toronto.

Fred J. Pierce, representing Munn's Kalsomine Co., of New York, who has been in the Maritime Provinces, was in Montreal for a few days. Mr. Pierce will cover the Ontario territory as well.

E. A. Williams, with John Lucas & Co., Philadelphia, was a visitor to Montreal on his way to Ontario points.

W. F. McLennan, sales manager for Brandram-Henderson, Montreal, was a Montreal visitor the beginning of the week.

W. G. Harris, Sr., president of the Canada Metal Co., was in Montreal during the present week, visiting the Montreal branch.

P. A. Wuterich, representing the Charles Parker Co., Meriden, Conn., guns and hardware specialties, was a visitor to Montreal in the interests of his firm.

George Robert, of St. Louis de Gonzaques, was a Montreal visitor during the past week.

The Guelph Patent Cast Company, of Port Rouge, Quebec, was represented in Montreal this week by Joseph Julien.

F. B. Leslie, of A. C. Leslie & Co., wholesale metal importers, Montreal, is this week in New York, Philadelphia, and other southern points.

OIL MAN DIES

J. B. McColl, of McColl Brothers, oil merchants, Toronto, passed away at his residence, 49 Jackes Avenue, on April 7. The late Mr. McColl was born in Glasgow in 1841 and came to Canada with his parents in 1844. He entered into partnership with his brother, the late Angus B. McColl, in 1880. He is survived by his wife, two sons and three daughters.

CORRECTION

On page 85 of the March 23 issue of HARDWARE AND METAL, in the advertisement of A. C. Leslie & Co., Ltd., reference was made to steel sheets "Southern Cross," the advertisement stating that these sheets were especially adapted for stool and range manufacturers. The word "stool" was a misprint and should have appeared as "stove." This slight error would undoubtedly be obvious to the manufacturers who would be interested in this announcement.

PLANS FOR NEW BUILDING

Plans are now being completed for the J. H. Ashdown Hardware Co. for the erection of a new building in Saskatoon to replace the warehouse destroyed by fire on March 10. It is stated that this warehouse will be much larger than the old one and will measure 100 x 110 feet, 6 stories and a basement. Temporary

quarters have been secured and a supply of hardware will be secured from the Winnipeg house until manufacturers make delivery.

TO MANUFACTURE HANDLES

Wilfrid Fryfogle, formerly of the Western Foundry Co., Limited, Wingham, has purchased the old evaporator building at Seaforth, and will use it as a factory in which to manufacture handles. Machinery will be installed in it and all kinds of wooden handles will be manufactured. James Hamilton will have charge of this new factory.

APPOINTED TRAVELLING REPRESENTATIVE

A. Lalonde, of Timmins, Ont., has taken the position of travelling representative for Patenaude & Berini, manufacturers of the safety stove pipe, and will travel throughout Canada in the interests of the firm. The business of the firm has grown to such proportions that Messrs. Patenaude & Berini have found it necessary to have their factory in Toronto, states the "Porcupine Advance." Mr. Lalonde is well known and popular in the Camp, having been a resident there for several years. Since 1912 he has been with the J. P. McLaughlin store.

ADDRESS ON THE ALLIES

"Allies—Not a War Topic" is the subject of an address to be given by H. L. Frost, of Hamilton, at the second Board of Trade business men's supper to be held in Barrie on Thursday, April 11. Mr. Frost is president of the Frost Steel and Wire Co., Ltd., and also is president of the Ontario Associated Boards of Trade. He is one of the big men of Hamilton in a business way, and has been prominently identified with Board of Trade work for several years.

INCORPORATIONS

Oil Company Incorporated

The Great Lakes Oil Refining Company, Limited, has been incorporated under the laws of the Province of Ontario to prospect for, open, explore, develop, work, improve, maintain and manage oil wells, oil properties and natural gas wells, and to manufacture and refine the products thereof, whether belonging to the company or not, and to render the same merchantable. The company is capitalized at $1,750,000, with the head office of the company at Toronto. The names of the incorporators are as follows: James Houston Spence and Grant Cooper, barristers-at-law; Howard Addison Hall, student-at-law; Lilian Murray Heal, accountant; and Emma Staples, stenographer.

Hardware Firm Incorporates

The Long & Wilson Hardware Company, Limited, has been incorporated under the laws of the Province of Ontario, with head office at the town of Walkerville. Those constituting the company, as set forth in the memorandum of agreement, are: Albert Long, merchant; Rae Bertha Long, married woman; Alfred Meirs, municipal clerk; Herbert Walter Wilson, contractor; Sidney Albert Wilson, plumber. The objects of the company as set forth are to carry on business as merchants and dealers in hardware and builders' supplies. The capital of the company is to be $40,000.

Automobile and Accessory Company

The Universal Car Company, Limited, has been chartered under the laws of Ontario, with a capitalization of $60,000, to carry on business to manufacture, buy, sell and deal in automobiles and in automobile parts, and to carry on a general garage business. The head office of the company is to be situated in the City of Toronto.

PAINT MEN CO-OPERATE

The erection of a coal tar dye plant, in order to assist in the commercial defeat of Germany, and the manufacture of insectides by the thousands of tons for the conservation of agricultural resources, were two of the instances given by John D. Barker, general superintendent of the Sherwin-Williams Paint Company, speaking at the Kiwanis Club, Montreal, as showing the co-operation that existed between all the paint producing plants at the present time.

Mr. Barker traced the growth of the paint industry and, speaking of co-operation, said that was the lesson which stood out more clearly than anything else in the war, and any failures that the Allied forces had had during the campaign had been through lack of unified action. The same principle of co-operation had to be applied to all classes of society in order to secure success, for it was realized that, when one class of the community suffered, all classes were affected, and when there was unemployment or the purchasing power of the public was diminished, all business suffered. Competition was good, but it should be kept in its place and be fair and above board, and co-operation should have its proper function in all business life.

BIG INCREASE IN AUTOMOBILES IN ALBERTA

The amazing increase in the number of permits issued under the Motor Vehicle Act of Alberta during the year 1917 is the outstanding feature of the annual report of the Provincial Secretary which has been submitted to the Legislature, the figures for last year being 20,624 as compared with 9,707 for 1916, the revenue received being $269,786.90 against $129,212.25.

The record for the twelve years beginning 1905 is astonishing and demonstrates the growing wealth of the agricultural community of the province, the great increase in the number of automobiles in use being in the main attributable to the enhanced purchasing ability of the farmers of Alberta. In 1906 the number of permits issued was 41, and the revenue $123.

The following are the figures for the next succeeding eleven years:—1907-55, $169; 1908-45, $137.50; 1909-275, $499.50; 1910-423, $1,398; 1911-1631, $3,524; 1912-2505, $31,012; 1913-3775, $45,941.50; 1914-4728, $60,604.75; 1915-5832, $86,102.25; 1916-9707, $129,212.25; 1917-20624, $269,786.90.

DAYLIGHT SAVING, APRIL 15

(Continued from page 32.)

Must Have Consent

"Before entering upon, or issuing a permit with respect to any parcel of land, notice of the intention of the assessment commissioner to enter upon or issue a permit and fixing a day for the assessment commissioner to hear any objections which he may desire to make shall be left with the owner or transmitted to him by post to the address of his residence or place of business in the municipality, if he resides or has a place of business there, and, if he is not a resident in the municipality, then to his address, if known.

In Name of City

"No entry shall be made upon, or permit issued therefor, with respect to any parcel of land if the owner of it produces proof to the satisfaction of the assessment commissioner that it will be required by him during the current year for building or manufacturing or other revenue-producing purposes.

"All permits granted under this by-law and all notices to the owners of any parcel of land may be given in the name of the corporation by the assessment commissioner, and a fee of twenty-five cents may be charged for the issue of each permit."

HARDWARE LETTER BOX

Manufacturer of Floor Scrapers

T. P. Calkin & Co.—Kindly give the names of manufacturers of floor scrapers, power machines.

Alderson, Hammond & Ritchey Company, Toronto; Schleuter Company, Chicago, Ill.—Ed.

Manufacturers of Shades

Central Hardware and Paint Store, Montreal.—Kindly give us the names of some concerns manufacturing shades for electric wooden lamps and also sockets for the wooden lamps.

Northern Electric Company, Montreal; Canadian General Electric Co., Toronto; Canadian H. W. Johns-Manville Company, Montreal and Toronto.—Ed.

Asbestos Mats

J. H. Slater, Ridgetown, Ont.—Kindly give the names of manufacturers of asbestos mats.

E. T. Wright Co., Limited, Hamilton, Ont.—Ed.

Electric Light Systems

A. B. Girard, Verner, Ont.—Kindly give the name of manufacturers of electric light plants suitable for private dwelling. Also name of concern where I can secure electric tire pump for private garage.

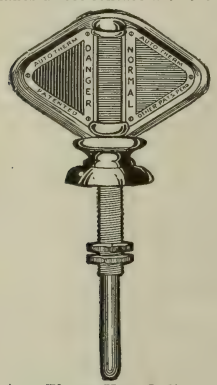
Lighting plant from Delco Products Company, Toronto. Electric tire pump from Hyslop Bros., Toronto; Canadian-Fairbanks-Morse Co., Toronto.—Ed.

NEW HARDWARE GOODS

OFFERED TO CANADIAN HARDWAREMEN

NEW HEAT INDICATOR

Auto-Therm is a new device that is attached to any radiator cap in a few minutes. The lower tube, which is flexible, makes direct contact with the water.



Auto-Therm Heat Indicator

The transparent panels are red and purple in color. When the water is at normal temperature the liquid in the centre tube is red, but when the temperature in the radiator rises above efficiency point, the liquid turns a livid purple, giving an instant warning of danger. As there are no small figures to read, as with other devices, this warning signal may be instantly seen day or night, as at night the reflection from the headlights keeps the colors in plain sight. It is claimed for it that the Auto-Therm thus warns against broken fan belt, open petcock, leaking radiator, seized pistons, lack of oil, clogged radiator, etc. It is being sold in two sizes and is marketed by the Canada Sales Company, 183 Church St., Toronto.

Switch Soot Destroyer

WITCH SOOT DESTROYER

The Canadian Witch Co., Vancouver, B.C., are marketing the Witch Soot Destroyer and Chimney Cleaner. They state this effectively cleans chimneys without taking down pipes, covering up furniture, taking down curtains, etc., and having the air of the rooms laden with sooty particles, besides other numerous annoyances. The manufacturers of this product claim that it will clean chimneys if directions are followed and thus the expense and bother of chimney sweeping is eliminated. Complete details regarding the product, along with prices, etc., will be supplied upon request. The address of the company is Canada Witch Co., 300 Welton Bldg., Vancouver, B. C.

AUTOMOBILE PULL OUT

The Automobile Pull Out is being distributed by P. A. C. McIntyre Company, Scott Block, Winnipeg.

This machine is made for the purpose of pulling an automobile out when stuck from any position. It is also claimed

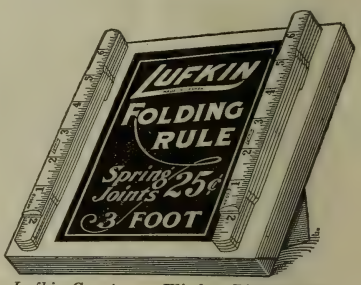
Automobile Pull Out

for it that it is capable of many other uses for lifting or pulling.

It is essentially designed to be of service to one man under any circumstances. The automobile can be pulled forward or backward as the occasion requires.

Directions for operating are as follows: Attach each of the forward ropes that are passed through the roller or drum of the machine to the axle of the automobile. After they are attached then pull the machine, or pull out, to the centre of the rope. With the handle, which is a three-quarter inch pipe, you screw the corkscrew or anchor into the ground, and attach the anchor rope into the eye of the screw. Then by using the handle as a lever in the socket of the rachet, you can wind the ropes on the drum, until the car is removed from the obstruction.

The machine is equipped with forty-five feet of rope, and will move the automobile thirty feet without resetting the anchor screw. The machine is sixteen inches long, eight inches wide, and weighs twenty pounds, and will fit under the seat of any automobile. The screw is made of steel and is sixteen inches long, and is designed to stand a very heavy pull.

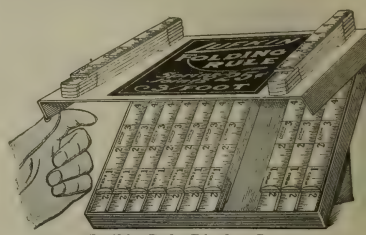


Lufkin Counter or Window Display Box

SPRING JOINT WOOD RULE DISPLAY

A counter or window display box of Lufkin Spring Joint Wood Rules is just out. These boxes are constructed with supporting easel and have, mounted upon the cover of each, two of the rules, the remaining ten rules inside being readily accessible as the cover lifts up, as shown in illustration above. A catchy label in colors on the cover top makes the display very attractive.

The boxes are put out carrying one dozen either 2 ft. or 3 ft. rules as ordered, the rules being the yellow enameled concealed-joint pattern.



Lufkin Rule Display Box

WEEKLY HARDWARE MARKET REPORTS

STATEMENTS FROM BUYING CENTRES

THE MARKETS AT A GLANCE

REVISED prices on shovels, spades and scoops have been made during the week which reveal an advance of about 10 per cent. all the way through. This is directly attributed to the recent advance provided for in new discounts issued on handles. Another line which has been affected similarly is handled axes, new quotations now ruling at considerably higher levels.

The fact that prices on white lead remain uniformly high and linseed oil has advanced materially since prices were established on ready-mixed paints in February leads to the belief that higher prices on paints would not come as any surprise. Manufacturing costs continue to soar also and it is thought that new prices from 15c to 25c per gallon higher may be named.

Linseed oil supplies are very limited and there are few offering oil in any quantity. Some shipments reached the city during the week which, with others expected, will clean up the back orders which have accumulated in these quarters. Turpentine reveals a firming tendency in the primary market and this is reflected in the Toronto market though Montreal has declined 8c per gallon.

Tin remains in its usual scarce condition in the metal markets and there are no sales reported. Revised prices have been made in solder in some quarters and manufactured products containing tin must necessarily be in an uncertain position. Tin plate stocks are badly broken and heavy grades are practically unobtainable.

Further advances have been made in clay and rock picks, mattocks, grub hoes, crowbars and wrecking bars. This follows a higher level of prices only recently established and indicates the position of steel and how cost of production has increased.

New net prices have been issued on game traps which are about 10 per cent. higher than those formerly ruling. Wood screws have advanced approximately 20 per cent. in the United States and whereas no change has yet been made in Canada, jobbers seem to feel that an advance may follow here. Revisions in prices towards higher levels are revealed in quotations issued on Mrs. Potts' sad irons, cotton gloves, cotton wrapping twine, mop sticks and cloths, oilcloth binding, Nicholson files, Redlich faucets and foot warmers. Business is reported to be good.

MONTREAL MARKETS

MONTREAL, April 11.—There continues to be a firm position on most lines. The only item recording a downward revision this week is that of kraft wrapping paper which is now down to 10c per pound. Revision and advances are made on shovels, scoops, spades, etc., following the new high prices on handles. Mops are also higher as are steel snow shovels, crowbars, claw bars, picks, mattocks and padlocks. Seine twine has again advanced, this time about 3c per pound and cotton twines are firm. It would seem that there is likely to be more difficulty than was anticipated in getting large supplies of tin plates in and an announcement regarding this will soon be available. Trade is reported satisfactory.

New Prices Named On Padlocks

Montreal.

PADLOCKS.—Advances have been made in certain lines of Yale padlocks. These are immediately effective and some of the changes are represented as follows: No. 813, advanced from $14.65 to $16.12 per dozen; No. 823, $16.15 to $17.75 per dozen; No. 843, $20.65 to $22.70 per dozen. Other lines for the present remain unchanged.

Mops, Kraft Paper, Snow Shovels Revised

Montreal.

MOPS, WRAPPING PAPER, SNOW SHOVELS.—New prices are quoted on mops and on the self-wringing these are $4.75; No. 8, $1.90; crank style, $6.90 and No. 10, $2.10. Wrapping paper of the "kraft" variety is selling at 10c a reduction of 1c per pound. Steel snow shovels are now quoted at 5 per cent. off the list.

Shovels, Scoops, Spades On New List

Montreal.

SHOVELS, SPADES, ETC. — Last week it was very definitely predicted that the market on shovels would show an advance, due to the situation on handles. HARDWARE AND METAL'S comments in this respect are fully borne out this week. A new list has been issued covering several of the lines and this will be found elsewhere. From this list the discount is now fixed at 50 per cent. and in a general way the increase is figured to approximate about $1.00 per dozen. The change is immediately effective.

Clay Picks, Crow Bars, Cutters Advance

Montreal.

CLAY PICKS, MATTOCKS, ETC.—Adjusting of prices this week make new quotations for these lines and the changes are varied. Some new levels have been reached and on clay picks there will be found in the current quotations a wider spread than formerly. Grub mattocks, asphalt cutters, crow bars and claw bars have been revised in price, the latter selling at $10 per 100 lbs.

Wood Screws Firm; Advance In U.S.

Montreal.

WOOD SCREWS.—A dispatch from New York has been received that screws were being advanced there and to an amount which would probably equal 20 per cent. The action so made will surely reflect here, say the jobbers, and an announcement to this effect may be made at an early date. Prices locally are firm and unchanged at discounts shown in current quotations.

Active Demand For Ranges; Bookings Made

Montreal.

STOVES, ENAMELWARE. — The range manufacturers state that there has been a fair movement of stoves and par-

ticularly of ranges. The usual spring moving will perhaps stimulate this even more and supplies seem to be well maintained. There have been no price revisions. Some bookings for heaters are now coming to hand from outside points. There is a fairly good volume of trade in the various lines of enamel ware and galvanized ware. For the present there is a very active trade in cheese factory supplies such as milk cans and the outlook is generally speaking good.

Weather Impedes Sales Gasoline; Market Holds

Montreal.

GASOLINE AND COAL OIL.—There is the usual amount of business for coal oil. Trading is naturally somewhat less than it has been with the approach of longer days, but prices are unchanged. The refiners state that there would be a better movement of gasoline were the weather conditions more seasonable, the cold making it unpleasant for many who would otherwise use their cars. Gasoline is still on the basis of 34c; Palacine and Electroline at 22c and Royalite 19c per gallon.

Rope Demand Quiet; Some Twine Business

Montreal.

ROPE, CORDAGE, BINDER TWINE. —Market conditions rule unchanged both as regards price and business. Movement will be small, probably until water routes open. There has been some enquiry for binder twine, that is some orders are now being received. It is expected that shipments may be wanted earlier this season than last, in view of the delays regarding deliveries. Prices are now expected to hold much as they are. Pure Manila rope basis is 39c lb.; British Manila 33c and sisal 27½c. One firm reports a good volume of shipping orders.

Wire Nail Movement Coming; Prices Hold

Montreal.

WIRE AND NAILS.—Some movement of wire nails is already evident and it only remains now for the opening of water routes to speed up business from the many points that will have delivery made over the cheaper transportation lines. Even at the present time there is a fair movement. City business continues backward, but from the country a fair number of orders continue to come in. Wire nails are firm but unchanged at $5.25; cut nails $5.60 and smooth steel wire holds the base price of $6.25 still.

Good Sales Made Of Iron And Bar Steel

Montreal.

IRON AND STEEL.—Considerable business is now being transacted in a wholesale jobbing way. Much of this comes from the country trade and there will be an increased activity, it is expected, in the near future. Prices are maintained fully without change, and stocks are ample for the immediate present.

Common bar iron, per 100 lbs.	$ 4 55
Refined iron, per 100 lbs.	4 80
Horseshoe iron, per 100 lbs.	4 80
Norway iron	11 00
Mild steel	5 05
Band steel	5 05
Sleigh shoe steel	5 05
Tire steel	5 25
Toe calk steel, per 100 lbs.	5 95
Mining tool steel, per lb.	0 17½-0 19
Black Diamond tool steel, per lb.	0 18 -0 19
Spring steel	6 50
Single reeled machinery steel	6 50
Iron finish machinery steel	5 10
Harrow tooth steel	5 20
Black Diamond cast steel, lb.	0 20-0 21

SPADES, SHOVELS AND SCOOPS

	1st Grade	2nd Grade	4th Grade
Plain Back Shovels and Spades	50%	50%	50%
Draining Tools	50%	50%	....
Hollow Back Scoops	50%	....	50%
Sand Shovels	50%	....	50%
Hollow Back Shovels	50%	....	50%
Hollow Back Coal Shovels	50%	....	50%
Riveted Back Scoops	50%	50%	50%
Miners' Spring Point Shovels	50%	....	....

Above discounts apply whether goods are sold in carload or less than carloads.
The above discounts apply only to Black List; Black List prices being as follows:

BLACK LIST PRICES

Plain Back Shovels and Spades, No. 2, black	$29.00	$28.00	$25.00
Draining Tools, No. 2, black	29.00	27.50	....
Hollow Back Scoops, No. 2, black	34.50	....	32.00
Coal Shovels, Hollow Back, No. 2, black	32.00	....	30.00
Sand Shovels, No. 2, black	27.50	....	24.00
Hollow Back Shovels, No. 2, black	27.50	....	24.00
Riveted Scoops, No. 2, black	37.50	35,50	34.00
Miners' Spring Point Shovels, No. 2, black	36.50	....	....

NET EXTRAS—
For each size larger than No. 2, add 25c dozen net.
Full polished ....$1.00 per dozen net
Half polished .... 50c per dozen net

F.o.b. London, Hamilton, Toronto, Gananoque, Ottawa, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon.

Following are net prices on some of the standard lines: Shovels and spades, Black Cat, polished, $13.00; black, $12.00; Bull Dog, polished, $15.50; black, $14.50; No. 3 D.H.R.P., black, $14.75 per dozen.

Black Cat Scoops—Black are quoted as follows: No. 4, $17.75; No. 6, $18.25; No. 8, $18.75; No. 10, $19.25 per dozen.

Fair Sale For Steel Sheets; Market Steady

Montreal.

SHEETS AND PLATES.—The week has brought very little change in the position on sheets and plates, either for galvanized or black. Trading is fairly well maintained, and from the country orders sift in. Prices are steady and without revision, and as pointed out last week there is evidence that revisions are less likely for some little time. In the matter of tinplates there is an indication of further restrictions than were contemplated a week ago. Further information will probably follow in a subsequent report.

BLACK SHEETS—		100 lbs.
10 gauge	$8 00	$11 50
12 gauge	8 65	10 50
14 gauge	8 80	7 90
16 gauge	9 00	8 00
18-20 gauge	9 25	7 80
22-24 gauge	9 40	7 85
26 gauge	9 45	7 90
28 gauge	....	8 00
10¾ oz. (28 English)	10 55	10.75

GALVANIZED SHEETS—	
10¾ oz.	$10 00
28 ga.	9 65
26 ga.	9 25
22 and 24 ga.	9 05
20 ga.	8 85
18 ga.	8 85
16 ga.	8 70

Solder Rules High; Lead Products Firm

Montreal.

LEAD PRODUCTS.—The position on lead products holds well without change. There is a fairly good trade for certain lines and the jobbers are able to meet this well. The position of solder is naturally a firm one with tin on so high a basis, but quotations as given hold without further revision. Prices are as follows:

Lead pipe, lb.	0 14	....
Lead waste pipe, lb.	0 15	....
Lead traps and bends	Net list	
Lead wool, lb.		0 14
Lead sheets, 3 to 3½ lbs. sq. ft., lb.	0 12½	0 13
Lead sheets, 4 to 8 lbs. sq. ft.	0 11½	0 12½

Cut sheets, ¾c lb. extra, and cut sheets to size, 1c lb. extra.

Solder, strictly, lb.	....	0 53
Solder, commercial, lb.	....	0 48¾
Solder, wiping, lb.	....	0 44¼
Zinc sheets, casks	0 26	0 30
Do., broken lots	0 28	0 32

Old Heavy Cast Iron Strong; Market Quiet

Montreal.

OLD MATERIALS.—The old material market is rather quiet, little movement of some lines being reported. The very strong position of heavy cast iron is the week's feature and this is selling as high as $38 per ton for the better grades. Scrap copper, zinc, rubbers and the other lines are quiet and unchanged. The probability is that more movement will characterize the market in the next few weeks.

Tea lead	$ 0 05	$0 06½
Heavy lead pipe	0 06¼	0 06½
Yellow brass	0 13½	0 14
Red brass	0 22½	....
Light brass	0 08	....
Scrap zinc	0 05½	0 06
Heavy copper	0 22	0 23
Wrought iron, No.1, per gr. ton	27 00	....
No. 1 machinery cast	36 00	38 00
Heavy melting steel	20 00	21 00
Pipe scrap	18 00	20 00
Stove plate, per ton	20 00	22 00
Old rubbers, boots and shoes	....	0 08½
Overshoes, lumbermen's rubbers boots	0 07	....
Bicycle tires	0 04¼	....
Auto tires	0 04½	0 05½
No. 2 busheling	13 00	14 00

Ingot Tin Licensed; Conditions Quiet

Montreal.

INGOT METALS.—There is a fair amount of business in copper, but as a general thing the ingot metals are quiet.

Price-fixing in the States has not reflected itself very materially here, as yet.

COPPER.—There is some uncertainty expressed as to the future action of the government regarding copper regulations. In the meantime trading is steady at 33c-34c per pound.

LEAD.—Trading is light, but the price ru'es steadily here. The New York market is firmer under light offerings. Prices quoted here hold unchanged at 10c to 10½c.

SPELTER.—With production in the States decreased by about 50 per cent. of the capacity, a steadier situation is likely to reveal itself. Here there is but a limited amount of trading on the unchanged price basis of 10c.

TIN.—Some licenses have already been issued covering limited shipments from Britain. These supplies are much needed, and it is still hoped that other quantities will be forthcoming. The ruling quotation is $1 to $1.05.

ANTIMONY.—Supplies of antimony are rather confined, from a jobbing standpoint. Japanese grade is showing less among the imports. Prices hold at around 17c per pound. The U.S. position is rather easy.

ALUMINUM.—Some strength is evident locally, owing to the fact that the fixing of prices across the line does not affect Canada. Prices have firmed and quotations are up to 55c-60c per pound.

TORONTO MARKETS

TORONTO, April 11.—New prices have again been established on rock picks, mattocks, grub hoes, crowbars and wrecking bars at higher levels than provided for in the recent advance. A revised list and discount has been established on shovels, spades and scoops. The lists have been so arranged that a uniform discount of 50 per cent. applies throughout. Handled axes have undergone revision upward, the new prices being based on the recent big advances in handles. Cotton wrapping twine is up another 3c per pound, 3-ply selling as high as 72c per pound. Cotton gloves and mop cloths have followed other cotton lines and gone higher. Other lines affected during the week include Redlich faucets, mop sticks, hog rings, oil cloth binding, Mrs. Potts' sad irons, door springs, etc., all of which have gone up in price. Business continues good, but the difficulty in getting merchandise is becoming increasingly evident. Warm rains would improve conditions in the country and are urgently needed.

Oil Cloth Binding Up; Hog Rings Too

Toronto.

OIL CLOTH BINDING, HOG RINGS, GARDEN SPADES.—New prices have been established on oil cloth binding, the quotations now prevailing calling for an advance over former prices. The present selling prices range as follows: Brass 4 x 4, $2.20; 5 x 4, $2.75; 6 x 4, $3.30; 8 x 4, $4.40 dozen; zinced 4 x 4, $1.35; 5 x 4, $1.70; 6 x 4, $2.00; 8 x 4, $2.65 dozen.

Hog rings at 60c per M. are higher in some quarters. A new price of $6.00 per dozen has been established on ladies garden spades, this representing an advance.

Cotton Twines Higher; Mop Cloths Advance

Toronto.

COTTON TWINE, GLOVES, CLOTHS, MOP STICKS.—A stronger tone has developed in the cotton market during the week and a further advance of 3c per pound has been made in cotton wrapping twines, 3-ply now selling up to 72c per pound and 4-ply up to 76c per pound. Cotton gloves No. 81B, without cuff, are being quoted at $1.60 and the khaki No. 70K with cuff at $2.90 per dozen pairs. Higher levels are evident in these quotations. Mop cloths No. 1, for self-wringing mops, have gone up to $2.85 and the No. 2, $2.30 per dozen. The self-wringing mop complete sells up to $4.85 and spring mop sticks are being quoted as high as $1.85 per dozen.

Advance in Potts Irons; New Size Clothes Line

Toronto.

POTTS IRONS, CLOTHES LINES, FAUCETS.—Mrs. Potts' sad irons have again come into the limelight and record an advance in some quarters. The No. 50 is now being quoted up to $2.00 set and the No. 55 up to $1.90 set. A new size in hemp clothes lines is now being put on the market, only 20 ft. in length, and is selling at $1.10 per dozen. The idea it is said, is to give the retailer a line which he can retail at 15c. Redlich faucets at the new prices established show advances, the No. 2 selling at $1.35; No. 3 at $1.60; No. 4 at $1.90; No. 6 at $2.40 dozen.

Fasteners Decline; Wood Screws Unchanged

Toronto.

CORRUGATED FASTENERS, WOOD SCREWS, IRON RIVETS.—A decline has been recorded in corrugated fasteners, becoming effective April 9. The new discount on plain edge is given at 35 and 20 per cent. against a former discount of 30 and 10 per cent.; the multiple point or saw edge now sell at 30 and 5 per cent. against a former discount of 15 and 5 per cent.

Wood screws remain firm and unchanged. An advance has been recorded in the United States, but no change has as yet been made in Canda. A uniform discount of 25 per cent. is now ruling on iron rivets; this affects black, tinned and coppered.

Door Springs, Files, Apple Parers All Advance

Toronto.

DOOR SPRINGS, FILES, APPLE PARERS.—New prices have been established on coil door springs, the No. 2 now selling at 60c; No. 3 at 65c, and No. 4 at 70c per dozen. Nicholson files, on which the discount has been 37½ per cent., have advanced in price as is shown by the lower discount now ruling of 30 per cent. Apple parers have gone to higher levels, prices now being quoted on the Rocking Table being $12.50 per dozen and the Little Star $8.90 per dozen.

Advance in Handled Axes; Foot Warmers Higher

Toronto.

HANDLED AXES, FOOT WARMERS.—The recent big advance in all lines of handles is working out in a higher price being established on many "handled" goods. This is shown in a new basis which has been made effective on handled axes, these now ranging from $15.25 per dozen to $21.55 or more.

Foot warmers are also quoted at advanced figures. No. 5B takes a new price of $2.25; No. 7C is up to $2.50, and No. 7D goes to $2.75 each, while the brick is quoted at 75c per dozen.

Picks, Mattocks, Crowbars Go Still Higher

Toronto.

PICKS, MATTOCKS, GRUB HOES, BARS.—Still higher levels have been reached in prices applying to the various lines. This follows advances made only a short time ago. However, it is thought the present basis will remain steady for some little time, but then everything seems uncertain these days and only the future will tell. The quotations now being made are as follows:

	Dozen
Clay picks, 5-6 lb.	$10.75
Clay picks, 6-7 lb.	11.50
Clay picks, 7-8 lb.	12.25
Rock picks, 7-8 lb.	12.25
Mattocks, long cutter	12.50
Mattocks, pick	12.50
Grub hoes	10.00
Wrecking bars, 24-in.	5.50
Wrecking bars, 30-in.	6.00
Wrecking Bars, 36-in.	6.75
Crowbars	$9.50 100 lbs.

Net Prices Available on Game Traps

Toronto.

GAME TRAPS.—As reported in these columns last week a new discount has been established on game traps which provides for a 10 per cent. advance throughout. Net prices have now been figured out and are as follows:

Victor, with chain—No. 0, $1.90; No. 1, $2.20; No. 1½, $3.30; No. 2, $4.60; No. 3, $6.15; No. 4, $7.25; No. 91, $3.10; No. 91½, $4.40 per dozen.

Jump, with chain—No. 0, $2.50; No. 1, $2.95; No. 1½, $4.40; No. 2, $6.45; No. 3, $8.55 per dozen.

Hawley & Norton, with chain—No. 0, $2.95; No. 1, $3.45; No. 1½, $5.15; No. 2, $7.25; No. 3, $9.65; No. 4, $11.35 per dozen.

Newhouse, with chain — No. 0, $4.05 No. 1, $4.70; No. 1½, $7.10; No. 2, $10.45; No. 3, $13.95; No. 4, $16.45; No. 1, $16.45; No. 81, $5.50; No. 91, $5.95 per dozen.

Newhouse bear traps—No. 5, $10.00; No. 50, $7.05 each.

Revision in Shovels, Spades, Scoops is an Advance

Toronto.

SHOVELS, SPADES, SCOOPS.—New prices have been established during the week on shovels, spades and scoops, representing an advance all the way through. This is due principally to the increased cost of handles, new discounts on which were established two or three weeks ago. It is to be noted that lists have been adopted and a uniform discount of 50 per cent. established. This should simplify matters considerably and will aid the retailer materially in determining correct quotations. Lists as shown apply to the No. 2 size and black finish. For each size larger than No. 2 a net extra of 25c per dozen applies. This 25c is added whether manufacturers make all sizes or not; for instance, in quoting scoops, some No. 2 will now sell at $17.25; No. 4 (skipping one size) will be 50c higher or $17.75; No. 5 advances 25c to $18.00, while No. 8 (skipping three sizes) is 75c up or $18.75 per dozen. Some confusion was at first evident but with this explanation it is hoped the extras will be correctly arrived at. The new lists and discounts with extras now applying appear in panel on another page.

Big Demand for Gasoline; Oil Moving Freely

Toronto.

OILS, GASOLINE.—An increasingly heavy consumption of gasoline is in evidence, with the advent of warmer weather and increased use of motor cars, etc. Coal oil is also moving out freely. No change in prices has been made during the week, gasoline holding firm at 33c per gallon, and Royalite and Palacine coal oil at 18c and 21c per gallon respectively. Lubricating oils are steady and unchanged at prices noted in current market quotations.

Increased Activity in Wire Nails

Toronto.

NAILS, WIRE.—There is increased activity apparent in wire nails, orders going forward quite freely and many inquiries being made. Rumors of price cutting are current but the base of $5.20 per 100 pounds is said to be firmly maintained in nearly every quarter. Little interest centres around smooth steel wire, little being shipped out as yet. The base price remains unchanged at $6.25 per 100 pounds. Cut nails maintain a firm base at $5.65 per 100 pounds.

Summer Lines Stoves in Good Demand

Toronto.

STOVES, ENAMELWARE.— The heaviest month in the year for oil stoves in the matter of shipments is being experienced now and reports from all sources indicate heavy sales of all lines of summer goods. The scarcity of steel is pointed to as a factor in a possible shortage of oil stoves at a later date, but the general feeling is hopeful that sufficient will be obtainable to take care of all demands. Enamelware that is available continues to go forward in good volume and prices are being firmly maintained.

Good Movement in Iron and Steel

Toronto.

IRON AND STEEL.—A good movement of iron and steel bars is reported, the volume of business being handled proving quite satisfactory. Stocks are in very good shape and no shortage is at present apparent. Quotations given below show no change.

TORONTO—		Per 100 lbs.
Common bar iron	....	$ 5 25
Common bar steel	....	5 50
Refined iron	....	5 65
Angle base	....	5 75
Horseshoe iron	....	5 50
Tire steel	....	5 70
Mild steel	....	5 60
Norway iron	11 00	13 00
Toe caulk steel	....	6 25
Sleigh shoe steel	....	5 50
Band steel, No. 10	....	5 75
Do., No. 12	....	6 00
Spring steel	9 50	11 50
Mining drill steel	19 00	30 00
Sheet cast steel	0 42	0 45
Tool steel	0 20	0 42

Plates Decline $1.00; Black Sheets Arriving

Toronto.

SHEETS, PLATES.— Receipts of plates and heavier gauges of black sheets are reported during the week and prices are down over $1.00 per 100 pounds in plates. A decided reduction in 10 and 12-gauge sheets has also been reported. Stocks now in will relieve the shortage existing in some quarters materially. Galvanized sheets which had been arriving in very good volume are again being held back, but stocks locally are in very fair shape. Inquiries for sheets display considerable interest in this product and a fair volume of business is being transacted. Quotations available on black and galvanized sheets are shown below. Cars of Canada plates have arrived in the city, stocks being considerably benefited thereby. Prices held at those shown in current quotation.

BLACK SHEETS—			Per 100 lbs.
10 gauge			$9 50
12 gauge			9 60
14 gauge			8 40
16 gauge			8 50
18-20 gauge			8 05
22-24 gauge			8 10
26 gauge			8 15
28 gauge			8 25
3/16-inch plate			9 10
¼-inch boiler plate			9 00
GALVANIZED SHEETS—			
10¾ oz.	$9 00	$9 25	$10 50
U.S. 28	8 70	8 95	10 20
U.S. 26	8 40	8 65	9 90
22 and 24	8 25	8 50	9 75
18 and 20	8 10	8 35	9 60
16	7 95	8 20	9 45
14	7 85	8 10	9 35

Eavetrough Steady; Corrugated Sheets Unchanged

Toronto.

CORRUGATED SHEETS, EAVETROUGH.—No great change in the situation surrounding corrugated sheets is apparent during the week. A fair volume of business is being handled and no change in quotations has been made. Eavetrough and conductor pipe are experiencing a slight improvement in inquiry and business moving. Prices appearing in current market quotations reveal no change. Quotations on corrugated sheets follow:

TORONTO—	Per 100 Sq. Feet Galvanized	Painted
No. 28 gauge	$ 8 25-$ 8 75	$6 75-$7 25
No. 26 gauge	9 00- 9 50	7 75- 8 25
No. 24 gauge	13 00-	10 50
No. 22 gauge	16 00-	13 25
No. 20 gauge	19 00-	16 50
No. 18 gauge	23 00-	20 00

Discount 7½%.

Little Change Wrot. Iron Pipe And Boiler Tubes

Toronto.

WROUGHT IRON PIPE, BOILER TUBES.—Little interest is centred around wrought iron pipe, although some improvement in the demand is to be noted. However, the movement is limited as yet and not much improvement is looked for for some little time. Prices remain unchanged at figures shown in current market quotations. Boiler tubes are scarce and until new supplies are available little change in the present quiet conditions is expected. Further stocks are due to arrive early next month and at that time there may be some slight revision in prices necessary. The present basis remains as follows:

Boiler Tubes—	Cold Drawn	Lapweld
1 inch	$36 00	$ ....
1¼ inch	40 00	....
1½ inch	43 00	36 00
1¾ inch	43 00	36 00
2 inch	50 00	36 00
2¼ inch	53 00	38 50
2½ inch	55 00	42 00
3 inch	64 00	50 00
3¼ inch	....	58 00
3½ inch	77 00	60 00
4 inch	90 00	75 00

Revision In Solder; Future Uncertain

Toronto.

LEAD AND ZINC PRODUCTS.—Revised prices on solder have been made in some quarters, the tendency being toward higher prices. The scarcity of tin is acute and the future on solder and other items containing tin contains an element of uncertainty. Prices established during the week in some cases widen and others narrow the range as shown below. Quotations issued are for guaranteed, 51c to 53c; strictly, 48c to 52c; commercial, 42c to 46c; wiping, 41c to 43c; wire, 50½c per pound. Manufactured lead products remain unchanged with demand limited.

Lead pipe, lb.	0 14	....
Lead waste pipe, lb.	0 15	....
Lead traps and bends	Net list	
Lead wool, lb.		0 16
Lead sheets, 3 to 3½ lbs. sq. ft., lb.		0 13¼
Lead sheets, 4 to 8 lbs. sq. ft.		0 12½

Cut sheets, ¾c lb. extra, and cut sheets to size, 1c lb. extra.

Solder, guaranteed, lb.	0 51	0 55
Solder, strictly, lb.	0 46¾	0 52
Solder, commercial, lb.	0 42	0 50
Solder, wiping, lb.	0 41	0 45¼
Solder, wire, lb.	0 50½	....
Zinc sheets, per lb.	0 26	....

Old Materials Working Under Gov't. Restrictions

Toronto.

OLD MATERIALS.—Business remains within the smaller scope brought about by reason of the embargo remaining in

force. Dealers see no chance of a change in the situation. It may be that the American situation is being reflected in the Canadian trade. In United States centres the complaint is that users of scrap are buying too close. They are using only what they have to and buying accordingly. The dealers, with their customers in this frame of mind, find it a hard matter to properly interpret the future possibilities of the market. Paper is moving along at a steady rate. Licenses from the government are required for shipment of all burlap, canvas, etc., and the trade generally is laboring under governmental restrictions. Prices remain unchanged and the volume of business transacted is light.

Tea lead	$ 0 04½	....
Heavy lead pipe	0 07	0 07½
Yellow brass	0 12	0 13
Red brass	....	0 21
Light brass	....	0 09½
Heavy zinc	0 05½	0 06
Heavy copper	0 21½	0 22
Stove plate, per ton	17 00	18 00
Old cast iron, per ton	25 00	26 00
Overshoes, trimmed Arctics	....	0 06¼
Auto tires	0 04½	....
Bicycle tires	0 03½	....
	Per gross ton.	
No. 1 railroad wrought	26 00	27 00
No. 2 railroad wrought	15 00	16 00
Pipes and flues	....	12 00
No. 1 busheling	16 00	17 00
No. 2 busheling	....	12 00
Country mixed scrap	....	16 00

Waste May Advance; Oakum Unchanged

Toronto.

WASTE, OAKUM.—Indications point to an advance in all lines of wiping waste in the near future. The demand has been exceedingly brisk of late and new stocks which will be available for the local market are likely to be sold at higher levels. Nothing of interest has developed in respect to oakum. Supplies are limited and not being renewed in sufficient quantities to provide for a surplus. Prices on both waste and oakum as shown in current market quotations reveal no change during the week.

Rope Unchanged; Binder Twine Supplies Assured

Toronto.

TWINE, CORDAGE.—A light demand marks the situation in rope during the week and no change is to be noted in base prices, pure Manila being quoted at 39c; British Manila at 33c and sisal at 27½c per pound. Advices from the United States indicate that supplies of sisal grass imported are ample for all demands that may be made for spring harvests. It was intimated in HARDWARE AND METAL some three or four weeks ago that no shortage of twine was anticipated, and this is borne out in latest figures on imports to the United States just issued. In this statement it is shown that tonnage to bring sisal is available and is at present bringing more than called for in monthly contracts. Plants are working on fall supplies, and in Canada many shipments are now being made to apply on fall requirements. Prices are given in current market quotations.

Roofing Firm; Belting In Good Demand

Toronto.

ROOFING, BELTING.—Business in roofing is said to be normal for the season and under present conditions. Prices remain firm and unchanged at prices given in current market quotations. Belting is in good demand and no change has been made in market prices for the week. Tap soles and heels are in somewhat better demand with prices unchanged.

Spelter Declines ½c; Lead And Antimony Easier

Toronto.

INGOT METALS.—Spelter has declined ½c per pound during the week and lead and antimony are also slightly easier. The relation of spelter and lead, the former usually a fairly high priced metal and the latter the reverse, is interesting in that prices are virtually the same. Spelter is now low and lead high. Tin is practically unobtainable, and though prices are named it is safe to say that were stocks offering considerably higher prices could be secured. No great hope for the future is held out in the matter of supplies.

COPPER.—Nothing of interest is shown in the situation during the week. Reports from the United States indicate that production is being maintained at a sufficiently high rate to take care of government requirements and provide a surplus. Prices locally at 30c to 32c per pound show no change.

TIN.—It would appear that there is a world-wide scarcity of this metal and that Canada is being discriminated against in the matter of supplies from Great Britain is not even hinted at. The future holds out little promise of sufficiently large receipts to take care of all demands. Whereas local prices are named as 95c to $1.00 per pound, there would be little difficulty in those having any to offer securing higher figures. However, the market here is bare of stocks and manufacturing will soon deplete these to the point of exhaustion.

SPELTER.—A decline of ½c per pound to make prices locally 9¼ to 9½c per pound featured an otherwise dull market. The lower prices do not seem to have stimulated interest to any appreciable extent and buying is light.

LEAD.—The market remains in a very easy position and there is nothing of moment to report. Prices range from 9c to 9½c per pound.

ANTIMONY.—A low price has been made on this metal of 16c which widens the range slightly, quotations being as high as 18c per pound. Limited trading is in evidence.

ALUMINUM.—No developments of an interesting character mark the situation this week though in some quarters a price as low as 50c per pound is asked. The range on this basis would be from 50c to 60c per pound.

PIG IRON.—Reports from the United States are encouraging in relation to pig iron production. Increased receipts of coke are reported and a general increase in ovens operating is shown. Similarly improved conditions are being reflected in Canada, and April output is expected to be encouraging. Foundry iron at $49.50 per ton is unchanged.

LONDON MARKETS

LONDON, April 11.—New net prices are available on game traps which show an advance of 10 per cent. Revised lists on shovels, spades and scoops have been established and a uniform discount applies. Prices have advanced about 10 per cent., due to the recent high levels established in handles. Many other items are included in the list of those to reveal an upward trend, namely clay picks, pick and edge mattocks, grub hoes, crow bars, foot warmers and cotton wrapping twine. A decline has been made in prices applying on iron rivets. Business is seasonably good, housecleaning and gardening lines bring in splendid demand.

Net Prices On Game Traps Up 10%

London.

GAME TRAPS.—The revision made in game traps provides for an advance of about 10 per cent. in all lines. Increased cost of steel and production are factors which have brought this about. Net prices established are given herewith:

Victor, with Chain, No. 0, $1.90 doz.; No. 1, $2.20; No. 1½, $3.30; No. 2, $4.60.

Oneida Jump, with Chain: No. 0, $2.50 doz.; No. 1, $2.95; No. 1½, $4.40; No. 2, $6.45.

Newhouse, with Chain: No. 0, $4.05 doz.; No. 1, $4.70; No. 1½, $7.10; No. 2, $10.45.

Hawley and Norton, with Chain: No. 0, $2.95 doz.; No. 1, $3.45; No. 1½, $5.15; No. 2, $7.25.

Shovels, Spades, Scoops In 10% Advance

London.

SHOVELS, SPADES, SCOOPS.—The big increase recently made in wood handles resulted in a revision being made on prices of shovels, spades and scoops, the present being about 10 per cent higher than those formerly ruling. The new lists have been arranged so that a uniform discount of 50 per cent. will apply to all, this simplifying figuring costs considerably. The new lists, with extras, are shown on another page.

Picks, Mattocks, Grub Hoes, Crowbars Up

London.

PICKS, MATTOCKS, GRUB HOES, BARS.—A further advance has been made in picks, mattocks, grub hoes and crowbars. This follows closely on the

heels of increases made a short time ago and indicates the strength of this market. Prices at present ruling are: Clay picks, 5 to 6 lb., $10.75 doz.; 6 to 7 lb., $11.50 doz.; pick and edge mattocks, $12.00 doz.; grub hoes, $9.50 doz.; crowbars, 9½c pound..

Foot Warmers Reach Higher Levels

London.

FOOT WARMERS.—New prices established on footwarmers for present or fall delivery are at higher levels than previously ruling. Steel entering into the construction of these at considerably higher prices combined with production costs have influenced this move. Orders are now being solicited on the basis of $2.40 each for No. 5B and $2.95 each for No. 7D. Coal for same is selling at 80c per dozen.

Cotton Wrapping Twine Advances 3c Pound

London.

COTTON WRAPPING TWINE.—Further evidence of the strength of the cotton market is given in another advance being made in the price of cotton wrapping twine. This latest increase amounts to 3c per pound or about 5 per cent., and follows on the high prices recently established. Quotations now being made on 3-ply are 69c per pound and on 4-ply, 73c per pound.

Iron Rivets Decline; Cistern Pumps Revised

London.

IRON RIVETS, CISTERN PUMPS.—A decline has been registered in iron rivets as shown in the increased discount of 25 per cent. now being quoted against 15 per cent. ruling for the past few months. This affects black, tinned and coppered. Net prices on 5 lb. packages assorted coppered rivets and burrs at the new discount are as follows: No. 8, ¼ lbs., $1.80 for 5 lb. package; No. 8, ½ lbs., $1.65 for 5 lb. package; No. 10, ½ lbs., $1.76 for 5 lb. package.

Prices on cistern pumps have been adjusted and corrected quotations are as given herewith: Open spout, No. 1, $2.13; No. 2, $2.38; No. 3, $2.63 each. Closed spout, No. 1, $2.34; No. 2, $2.62; No. 3, $2.89 each.

Nails And Rope Firm; Wrench Parts Up

London.

NAILS, ROPE, WRENCH PARTS.—The base price of $5.20 per 100 pounds on wire nails and $5.60 per 100 pounds on cut nails remains unchanged locally. The demand for nails shows slight improvement indicating some increase in building activities. Little demand is yet apparent in rope, prices holding firm as follows: Pure Manila, 39c; British Manila, 33c; New Zealand hemp, 33c; sisal, 27½c per pound base. An advance is to be noted in parts for Stillson and Trimo wrenches in the new discount issued of 45 per cent. off list.

Screen Wire, Netting, Clippers Steady

London.

SCREEN WIRE, CLIPPERS.—At the newly established price of $3.50 per 100 square ft. in 100 ft. rolls, and $3.55 in 50 ft. rolls, screen wire cloth shows no further change. Bronze is quoted at 14c square ft.; the demand is fair and booked orders not already shipped are being prepared to go forward. Hexagon poultry netting, 1 inch and 2 inch mesh remains steady at the discount ruling for some time past of 15 per cent. Low-priced toilet and fetlock clippers are reported as having a very good sale. Prices on two of the big sellers are: Chicago toilet clippers, No. A 1, 85c each; Chicago fetlock clipper, No. A 2, 85c each.

Linseed Oil And Turps In Unchanged Market

London.

LINSEED OIL, TURPENTINE.—Prices on linseed oil are being firmly maintained at present high levels and a scarcity of supplies is noticeable. This is necessarily curtailing the movement considerably. Quotations are unchanged as follows:

	Raw	Boiled
1 to 2 barrels, gal.	$2 00	$2 03
3 to 5 barrels, gal.	1 99	2 02
6 to 9 barrels, gal.	1 97	2 00

Less barrels add 10c gal.

The primary market remains in an easy position but there has been no disposition locally to make any further reductions beyond prices established last week. Prevailing prices are: 1 bbl. lots, 67c ; 2 to 4 bbl., 66c; 5 gal, 77, Imp. gal.

White Lead, Putty, Glass Remain Unchanged

London.

WHITE LEAD, PUTTY, GLASS.—There has been no change in prices and little movement is reported in stocks of white lead in oil, putty and glass. Quotations ruling are as follows:

White Lead in Oil: Per 100 lbs., ton lots, Pure, $16.20, less, $16.55; Pure Elephant, $16.70; less, $17.05.

Putty: Standard, 25- 50- 100-lb drums, $5.40 per 100 lbs.; Pure, do., $7.40 per 100 lbs.

Glass: Single diamond, 25%; double diamond, 25%; cut lights, 10%.

WINNIPEG MARKETS

WINNIPEG, April 11. — Price changes again show an upward trend in general with the exception of galvanized sheets, which register a decline of 30c per 100 pounds. Among the lines to advance appear the following items:—Dry batteries, well points, Neverslip calks, bench axes, packing, cotton rope, clothes lines, lamp wick, wrapping twine, sash cord, tinners' tools and steel cable. Business for the past week is again reported as very brisk, due to the exceptionally fine spring weather, which has enabled many of the farmers to commence seeding operations.

Dry Batteries Make Further Advance

Winnipeg.

DRY BATTERIES.—Increased costs on chemicals and other raw materials are given as the reason for another advance being made necessary on North Star batteries. To-day's market prices read as follows:

No. 6: Barrel lots, $33.75 per 100; boxes of 50, $34.75; 25 to 50, $37.75; less than 25, $40.

No. 8: Barrel lots, $87.50 per 100; boxes of 25, $29.50; 12 to 25, $92.50; less than 12, $100.

Drive Well Points Make Big Advance

Winnipeg.

DRIVE WELL POINTS.—A further advance has gone into effect on drive well points, the discount being revised from 45 per cent. to 35 per cent. This makes the increase about 17½ per cent. To-day's net prices, figured at the new discount, are as follows:

No. 90, $23.40; No. 94, $29.90; No. 98, $36.40; No. 140, $39; No. 144, $46.80; No 164, $58.50; No. 168, $68.25; No. 184, $117 doz.

Horse Shoe Calks And Taps Revised Upward

Winnipeg.

HORSESHOE CALKS, TAPS.—A slight revision in prices has just gone into force covering Neverslip calks and taps. The advance, however, is very small, while Neverslip horseshoes remain unchanged. Prices now ruling are given herewith:

Calk's: ⅜ in., $2.30; 7-16 in., $2.46; ½ in., $2.46; 9-16 in., $2.64; ⅝ in., $2.64 per 100.

Taps: ⅜ in., 31½c; 7-16 in., 36c; ½ in., 40½c; 9-16 in., 45c; ⅝ in., 50c each.

Packings Go Higher; Bench Axes Up 17½%

Winnipeg.

PACKING, BENCH AXES.—Prices on packing have practically remained unchanged for the last year. However, as stocks are replenished prices show fairly heavy advances. Among those recently affected appears Canadian spiral and trade sheet packing. Revisions in other lines will no doubt be necessary before long. Prices ruling to-day are as follows:—Canadian spiral, 83c lb.; trade sheet, 1-32 in., 40c lb.; 1-16 in., 26c lb.

Prices on bench axes, which have remained firm for some time past, show a heavy advance, moving up from 15 per cent. off list to net list, or approximately 17½ per cent. To-day's market prices are as follows:—No. 2, $12.50; No. 3, $13.50; No. 4, $14.50; No. 5, $16.50 doz.

Cotton Goods Make Many Advances

Winnipeg.

COTTON GOODS.—At the time of the

last advances in cotton products HARDWARE AND METAL predicted even further advances owing to the strength of the cotton market. This prediction is now fulfilled in prices just effective on cotton rope, cotton wrapping twine, sash cord, lamp wick and clothes lines, the advances being from 5 to 10 per cent. Ruling prices are given below:

Cotton Rope: 3-16 in., 61c lb.; ¼ in. and over, 60c lb.

Wrapping Twine: 3-ply cones or balls, 63c lb.; 4-ply, cones or balls, 67c lb.

Hercules Sash Cord: Hanks or coils: No 6, 73c; No. 7, 70c; No. 8, 69c; No. 9, 69c; No. 10, 69c lb.

Clothes lines: 40-ft., $3 doz.; 48-ft., $3.45 doz.; 60-ft., $4.30 doz.

Lamp Wick: Flat, No. 0, 75c; No. A, 94c; No. B, $1.38; No. D, $2.20 gross.

Rochester, No. 1, 41c; No. 2, 57c; No. 3, $1.95 doz.

Rayo, $1.05 doz.

Stove Wick: Flat, 3 in., 48c; 3½ in., 57c; 4 in., 68c; 4½ in., 76c; 5 in., 87c doz.

Hollow Punches, Rivet Sets, Hand Groovers Up

Winnipeg.

HOLLOW PUNCHES, RIVET SETS, HAND GROOVERS.—New prices have just been issued covering a number of miscellaneous tinners' tools, prices of which are given below:

Hollow Punches: ¼ in., 45c; ⅜ in., 65c; ½ in., 80c; ⅝ in., $1; ¾ in., $1.20; ⅞ in., $1.45; 1 in, $1.65; 1⅛ in., $1.85; 1¼ in., $2.05; 1⅜ in., $2.20; 1½ in., $2.45; 1⅝ in., $2.65; 1¾ in., $2.80; 1⅞ in., $3 each.

Tinners' Rivet Sets: No. 00, 95c; No. 0, 95c; No. 1, 95c; No. 2, 75c; No. 3, 75c; No. 4, 65c; No. 5, 65c; No. 6, 50c; No. 7, 50c; No. 8, 45c each.

Hand Groovers: No. 00, $1.80; No. 0, $1.80; No. 1, $1.15; No. 2, $1.15; No. 3, $1.05; No. 4, $1; No. 5, $1; No. 6, 85c each

Galvanized Sheets Decline 30c; Black Unchanged

Winnipeg.

GALVANIZED AND BLACK SHEETS.—The market on galvanized sheets again shows a small decline of approximately 30c per 100 lbs. This is the third reduction in price during the past few months. Prices now established are expected to stand for some time, and further declines are not looked for. To-day's ruling prices are given herewith:

10¾ oz., $10.90; 28 ga., $10.60; 26 ga., $10.30; 22 ga., $10.15; 20 ga., $10.15; 18 ga., $10; 16 ga., $9.85 per 100 lbs.

The above decline does not affect prices on Black sheets, which remain firm as formerly quoted, namely:

10 ga., $8.50; 12 ga., $8.50; 14 ga., $8.40; 16 ga., $8.50; 18 ga., $8.80; 20 ga., $8.80; 22 ga., $8.85; 24 ga., $8.85; 26 ga., $8.90; 28 ga., $9 per 100 lbs.

Advance In Rubber Belting; Canvas Firm

Winnipeg.

RUBBER AND CANVAS BELTING.—New prices have just been issued by the rubber companies showing advances in rubber belting, rolls and endless. Canvas belts remain firm but unchanged. Prices are given herewith:

Western Rubber Belting, 25-2½%.

Star Rubber Belting, 20%.

Net Prices on Endless Belts.

	Star Rubber	Canvas Each
100 ft. x 7 in. x 5-ply	$ 79 05	$ 61 60
120 ft. x 7 in. x 5-ply	84 85	73 90
150 ft. x 7 in. x 5-ply	118 55	92 40
100 ft. x 8 in x 5-ply	90 45	70 00
120 ft. x 8 in. x 5-ply	108 55	84 00
150 ft. x 8 in. x 5-ply	135 65	105 00
160 ft x 8 in. x 5-ply	144 70	112 00
120 ft. x 9 in. x 5-ply	122 20	94 90
150 ft. x 9 in. x 5-ply	152 75	118 65
160 ft. x 9 in. x. 5-ply	162 95	126 55
150 ft. x 8 in. x 6-ply	164 15	126 00
160 ft. x 8 in. x 6-ply	175 10	134 40

Steel Cable Goes 10 Per Cent. Higher

Winnipeg.

CRUCIBLE STEEL CABLE.—New prices are now effective covering crucible steel cable, which show advances over former prices of approximately 10 per cent. To-day's prices are as follows:—⅜ in., $20.65; 7-16 in., $20.65; ½ in., $21.25; ⅝ in., $27.90; ¾ in., $34.70; ⅞ in., $44.25; 1 in., $57.15; 1¼ in., $71.50 per 100 ft.

Linseed Oil, Turpentine Remain Unchanged

Winnipeg.

LINSEED OIL, TURPENTINE.—Linseed oil prices continue to hold firm, and no change is recorded over former prices, which are as follows:—Raw, $2.00 gal.; boiled, $2.03 gal., in barrel lots.

Prices on turpentine also hold firm as previously quoted:—Barrels, 80c gal.; half-barrels, 83c gal.; 5-gal. lots, 85c gal.; 1 gal. lots, 85c gal, plus the usual extras for containers.

PITTSBURG MARKETS

PITTSBURG, Pa., April 11.—All the news has suddenly become very favorable as to there being in the near future ample supplies of coke, pig iron and finished steel. The reversal in conditions, that has appeared from theoretical considerations to be likely at some time in the future, is now becoming possible of actual apprehension by the development of concrete facts. These facts are, in brief, heavier shipments of Connellsville coke actually recorded, the nearing completion of many new by-product coke ovens, a large increase in pig iron production actually recorded in March, the completion of three new blast furnaces and the blowing in of several blast furnaces that were kept out of blast during the period of extreme coke shortage.

As to Connellsville coke shipments, which are reported weekly by the *Connellsville Courier*, there were shipments reported for last week of no less than 383,708 net tons, against about 334,000 tons a week in the three weeks preceding, and an average of only 250,000 tons a week in the first five weeks of the year.

As to pig iron production, there was a reflection in the March output not only of the increased supplies from the Connellsville region, but also of better working of beehive ovens in other districts and of practically full operation of the various by-product ovens. Pig iron output during March was at the average rate of 38,250,000 tons a year, while during the latter part of January and the early part of February output was at but little if any over 25,000,000 tons a year.

Railroads Improving

The heavier operations of the past few weeks are a reflection of the better conditions that are gradually coming to obtain on the railroads. While the progress appears to be slow, when there is still congestion and car shortage after two full months of favorable weather, fresh evidence has appeared as to the seriousness of the situation early in the year. A partial report of railroad operations in January, just issued by the Interstate Commerce Commission, shows that the railroads actually had a deficit in January, following their very large earnings in preceding months. It is assured that traffic conditions, as relate to the iron and steel industry, will continue to improve. After the extremely bad weather disappeared, the first week in February, there was for several weeks a particularly heavy movement of foodstuffs to seaboard, at the instance of Washington, and this retarded the improvement in the movement of other commodities.

A general survey of the situation shows that there is capacity for making much more pig iron than was produced, and consumed, in 1916, when the output was 39,400,000 tons, the 1917 output having been 800,000 tons less because while some new furnaces had been completed there was not enough coke to operate all furnaces. Four new blast furnaces were completed in 1916 and 14 in 1917, while last month three additional new stacks were blown in, making a total of 21. On the basis of the actual performance in 1916, the capacity at present, with the additions, is easily 43,000,000 tons.

As to coke making capacity, it is clear that there is an excess over the entire requirements of the existing blast furnaces, and this is in keeping with the fact that the beehive process is rapidly yielding to the by-product process. If there had been full transportation facilities the large excess of coking capacity would have been visible during the past year. The by-product ovens completed in 1917 represented 3,500,000 tons of coking capacity, while by-product ovens now nearing completion, and likely to be put in operation in the next few months, represent 6,500,000 tons in addition, making a total of 10,000,000 tons new capacity over the capacity that was active in 1916, and supplied fully the blast furnaces then in existence. The furnaces since completed, however, would require not more than about 5,000,000 tons of coke a year.

The most important of the by-product plants nearing completion is that at Clairton, near Pittsburgh, 640 ovens. It will probably be making some coke before July 1, and should be producing its full output, some 2,700,000 tons a year, within a short time thereafter. It will receive its coal entirely by water, and will deliver coke to the attendant blast furnaces (of the Carnegie Steel Company) over the interplant railroad, so that the whole operation will be entirely independent of the railroads. It would have meant tens of millions of dollars additional earnings for the Carnegie Steel Company if this plant had been

(Continued on page 56.)

WEEKLY PAINT DEPARTMENT

Get the Farmers to "Paint Up"

There is no Class in the Community From Which a Greater Amount of Paint Trade Could be Secured—Farmers Have Been Notoriously Neglectful—Barns Left Unpainted and Implements go Uncared For

THERE is one class in the community which perhaps more than any other offers a fine field for the development of the paint trade. That class is in the farming community. It has been one of the notorious phases of life in rural communities that farmers have invariably been averse to keeping their buildings and implements in a state of good repair. This may have been due to shortsightedness on the part of the farmer. Or, it may have been due to lack of means in the past. If it has been due to the latter cause it could perhaps be pointed out that such an excuse is largely imaginary. At any rate it could be shown that it is poor economy to forego a small expenditure for this purpose. A barn that has never been painted is the easiest kind of a mark for the disintegrating process caused by wind and weather. Furthermore, with the drying process of summer suns and winds and the inflammable materials that are actually stored in the barn in the shape of hay and straw and grains there is the greatest danger from fire. The farmer may be careful, but his help may not be as careful as he himself. A lantern kicked over or a spark from a threshing machine is very often the only stimulus required to start a conflagration that will wipe out the whole season's income and destroy the savings of a number of years in the destruction of the barn itself. Why the farmer should have been so remiss in the past in taking precautions to preserve his barns from this fire menace is hard to understand. Of course paint will not eliminate the fire menace entirely, but a barn with a coat of paint is less suspectible to fire than one that has only the naked boards that have become as dry as matchwood through the drying process of wind and weather.

IMPLEMENTS SHOULD BE PRESERVED

The farmer has also been very neglectful of his implements. It has been the exception in the past to see a farmer take enough interest in his mowers, binders, wagons, hay rakes, to give them a coat of paint. There is no one factor that will conserve his machinery to better advantage than a liberal use of paint. A wagon that is given a coat of paint each year will stand the wear and tear for an infinitely longer time than one that is allowed to fall to pieces because it lacks paint. Spokes and rims and hubs dry up and become loose. A coat of paint would have kept them as good as new for many years. Whiffletrees and neckyokes and doubletrees are other lines which would last immeasurably longer if they were painted regularly. It is true conservation to call this to the attention of the farmer.

METHODS OF SELLING THE FARMER

There was one hardwareman who always kept a can of barn paint open and on the counter where the farmers could see it. He drew their attention to the paint, and advised them to buy it as a means of conserving their property. His sales were very large in this one particular line alone. A demonstration of the covering qualities of implement paint could easily be made, and showcards drawing attention to the necessity of painting implements and machinery of various kinds would appeal to the farmer. When a farmer makes a visit to the hardware store he very often likes to take time to "nose around" for a time just to see what the hardwareman has in his stock. He is very often looking for something new. If he is appealed to on the lines of economy and conservation it will undoubtedly mean trade to the hardwareman. It may take some talking—salesmanship—in addition to the demonstration, but there is a fine field for trade with the farming community, and it should not be neglected.

FARMERS HAVE THE MONEY

If there has been any justification for failure to paint in past years by reason of lack of means there assuredly cannot be any such excuse this year. There is no class in the community that is better off financially, because the farmer has been able to get excellent prices for his commodities. He has the means wherewith to do the painting. All that remains to be done is to give him the inclination. That is where the hardwareman should throw his powers of salesmanship in the balance.

"MURESCO"

The Best Wall Finish

Leads All Other Finishes

The Best Wall-Finish

Its ease of application

Next to beauty and sanitation, ease of application is the strong factor in sales of "Muresco." It is well to lay stress on this feature. The tint card with samples of the sixteen delicate tints is evidence of beauty, and anyone can readily understand that clean, tinted plaster is more sanitary than wall paper. So once you have convinced your customer that "Muresco" is easy to apply and easy to renew, a sale invariably results.

Always draw attention to the "Directions for Use" on the "Muresco" carton which show how easy it is to mix and apply.

Benjamin Moore & Co., Limited

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Fairbanks Scales

For over 85 years Fairbanks Scales have been the World's Standard for accurate weighing.

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"Canada's Departmental House for Mechanical Goods"

Offices and Warehouses in Canada's Principal Cities.

METALS · CHEMICALS · GLASS

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WE CAN OFFER LIMITED QUANTITIES OF LUBRICATING QUALITY ONLY.

Enquire for Prices.

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Branches: TORONTO WINNIPEG NEW GLASGOW, N.S.

Canadian Sales Agents: United States Steel Products Company
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WEEKLY PAINT MARKETS

MONTREAL

MONTREAL, April 11. — The feature of the paint markets this week is the very strong undertone in mixed paint. This is reflected from all quarters and upward tendencies are suggested. Turpentine, in accordance with the very definite tendencies pointed out in last week's HARDWARE AND METAL has declined and the reduction totals eight cents per gallon. Some enquiry is made on repeat business for shelf goods and putty; white lead in oil and specialties are beginning to show evidences of an active movement in the immediate future. Linseed oil is unchanged but with a strong undertone still maintained.

No Cheap Linseed Oil For Some Time To Come

Montreal.

LINSEED OIL.—All indications point to a continued high oil market. The situation holds much as it was a week ago. Delivery of seed has not improved but the crushers are able to maintain operations fairly well. While there has been some fluctuation in the seed market the prices of oil have held unchanged, and all sources are agreed that any considerable change downward is decidedly improbable. Stocks still are light, the accumulated orders making it improbable that these will much improve just now. Opening of navigation would facilitate the movement of seed.

Linseed Oil—	Raw, Imp. gal.	Boiled, Imp. gal.
1 to 4 barrels	$1.86	$1.88½

Turpentine Tumbles Eight Cents Gallon

Montreal.

TURPENTINE.—As was very definitely forecast in last week's issue of HARDWARE AND METAL the price of turpentine has sharply declined. The new prices show a reduction of 8 cents per gallon. Thus, single barrel lots are quoted at 57c-60c, while for 5-barrel lots a price of 55c-56c in quoted. Thus the tendencies for the past week or two have developed into definite form and trading will probably improve as a result.

Turpentine—	Per Imp. gallon	
1 to 4 barrels	$0 57	$0 60
5 bbls. and over	0 55	0 56
Small quantities		

Putty Trading On Fairly Good Basis

Montreal.

PUTTY.—There is a firm undertone to the putty market, but the same is held without change. There is quite a decided improvement in the condition of business for this line and every likelihood of a continued strong market, with oil and whiting ruling so firmly. There seems to be no difficulty in meeting the demands from both city and country account, and sorting business is beginning to manifest itself as a factor in sales.

Standard Putty—	Per 100 lbs. 5 ton	1 ton	Less
Bulk, in barrels	$4.00	$4.15	$4.35
Do., ½ barrels	4.15	4.30	4.50
Do., 100 lb.	4.85	5.00	5.20
Do., 25 lb.	4.85	5.00	5.20
Do., 12½ lb.	5.10	5.25	5.45
3 and 5 lb. tins	6.85	7.00	7.20
1 and 2 lb. tins	7.35	7.50	7.70

Pure linseed oil putty, $2.00 per 100 lb. advance on above prices.

Glaziers' putty—$1.60 per 100 lb. advance on above prices.

Terms: 2%, 15 days, net 60.

NEW PAINT PRICES POSSIBLE

It is very probable that higher prices will prevail for paint and some kindred lines. These may become effective within a few days. HARDWARE AND METAL was definitely informed that the increased cost of oil and the strong position it is likely to occupy for some time, higher costs for containers, packing, labor, etc., made this a very probable forecast. It will be remembered that the special announcement appearing exclusively in HARDWARE AND METAL on February 2 stated that orders would be taken on the old basis up to April 1, and the general tendencies indicated that even higher prices might be later considered. It is probable now that on mixed paint an advance of 15c to 25c per gallon may be made.

Normal Sales Made Of White Lead In Oil

Montreal.

WHITE LEAD IN OIL.—There is nothing of a changed nature to report in this market. Prices rule with a strong undertone, a fair amount of business obtains and deliveries are going forward in normal bulk. Some repeat business will be expected as soon as the weather permits activity in outdoor painting operations. Five ton lots are selling at $15.50 per 100 lbs.; ton lots $16 and smaller quantities $16.35.

Mixed Paint Sales Good; Higher Prices Possible

Montreal.

MIXED PAINT, ETC.—The feature of the week is the strong position which mixed paint holds. There is a very strong undertone, and while prices hold unchanged there is no guarantee that these will continue unchanged long. The oil situation gives promise of holding its high position and in view of the actual market to-day, paint men say that existing prices are in no wise inflated. Orders are still moving out in completion of spring bookings and some repeat business is reported to have come forward.

TORONTO

TORONTO, April 11.—No change in prices has marked the linseed oil and turpentine market during the week and conditions remain practically unchanged. A scarcity of oil exists and there is very little offering. The primary market on turpentine shows some strength during the week and a factor in holding prices firm locally has been the heavy rate of exchange on payments of United States bills. Spring orders for mixed paints have been practically completed but repeat orders are reported as coming along in splendid volume in some quarters. White lead in oil is moving out fairly well and some sources indicate a shortage of supplies. Business generally may be termed good.

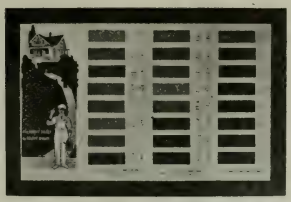
Scarcity Linseed Oil Holds; Market Firm

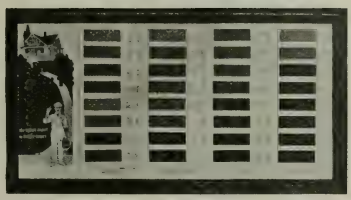
Toronto.

LINSEED OIL.—Linseed oil is very scarce and there are few offering stocks on the spot. Some shipments have reached the city during the week but it will take considerably more to take care of orders already booked and orders are not being accepted by many on any basis of delivery. The movement of seed is very light, and whereas the opening of navigation is looked upon as a possible means of relief this is some time away and in the meantime conditions are very bad. A drop of from 10c to 15c in grain at Winnipeg would not, it is thought, have any effect on oil prices as the shortage is too pronounced. For the week from Wednesday to Wednesday a drop of ¼c per bushel is the only change in the price of seed. Prices remain unchanged at following range:

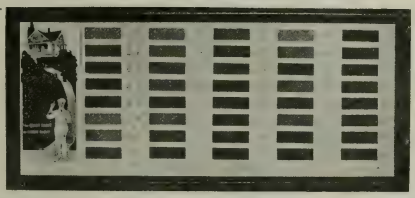
	Raw, Imp. Gal.	Boiled, Imp. Gal.
1 to 2 bbls.	$1.88-$2.00	$1.90½-$2.03
3 to 5 bbls.	.....	.....
6 to 9 bbls.	.....	.....

Less than barrel lots 10c per gallon higher than single barrel price.

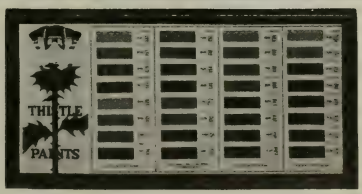




These framed Color Cards demonstrate how we are equipped to stock your shelves with Ramsay's Pure Ready Mixed Paints with just the right selection of colors to meet the demands in your vicinity.



With this selection to buy from, it is not necessary for you to show or carry 48 shades in stock if a 24, 32, or 40-tint card meets the requirements of the vicinity in which you are located. Consider this, because you will have more capital to invest in our other profit-producing lines.



Our aim is to equip you with a paint stock that will meet your demands whether located in large cities or small towns. Proof of this is shown above.

Hitch your business with ours, NOW

A. Ramsay & Son Company

Toronto MONTREAL Vancouver

If interested, tear out this page and keep with letters to be answered.

Turpentine Reveals Firming Tendency

Toronto.

TURPENTINE.—The primary market shows an advance over low points reached last week and at present basis is developing firmness. Another factor which has entered into the position locally is the matter of exchange on payments made in United States currency. The heavy rate of exchange between Canada and the United States adds ½c gallon to the cost and this has to be considered in the situation here. Supplies are in fair condition and some improvement in the demand, which has been considerably restricted, is expected to develop during the next week or two. The range of prices is unchanged as follows:

	Imp. Gal.
1 barrel	$0.62 -$0.67
2 to 4 barrels	0.60½- 0.66
5 gallon lots	0.67 - 0.77..

Demand For White Lead In Oil Improving

Toronto.

WHITE LEAD IN OIL.—Interest is apparent in an increased demand for white lead in oil and a very good movement is reported. Stocks generally are reported in very good shape though from one source it was intimated that a real shortage existed and orders were piling up pending arrival of supplies. Considering conditions in respect to oil and the labor shortage throughout the country, the demand on white lead in oil is felt to be heavy. Pure, in ton lots is selling at $16.20 per 100 pounds; smaller quantities $16.55 per 100 pounds.

Good Volume Orders For Mixed Paints

Toronto.

MIXED PAINTS.—Paint manufacturers generally are enjoying a good volume of business and the outlook is very encouraging. It would appear from the orders for big quantities being received that the retailer is getting out after business and instead of letting it go away from him is holding this trade for himself. Repeat orders from the travellers and a heavy mail order business are featuring what usually is a quiet period following the completion of spring orders. On all sides optimism prevails and that this is felt by retailers as well can be determined from the fact that orders for fall shipment are already being placed. No change in prices has been made during the week.

Putty Dull; Glass In Similar Position

Toronto.

GLASS, PUTTY.—Nothing of great interest marks the position of putty during the week and orders are very light. Prices have been firmly maintained during the week as follows: Standard bulk in casks is quoted at $4.55; 100 lb. drums at $5.30-$5.40; and bladders in bbls. $5.45-$5.65 per 100 pounds. Prices on pure putty range $2.00 per 100 pounds higher than above. Little movement of glass is reported and discounts of 25 per cent. in full boxes on single and double are firmly held. Plate glass is in small demand and prices though firm remain unchanged.

Shingle Stain, Floor Wax, Wall Paper Cleaner Up

Toronto.

SHINGLE STAIN, FLOOR WAX, PAPER CLEANER.—Revisions have been found necessary in some lines of sundries, new prices established providing for an advance in each instance. Shingle stain in 1 gallon cans is selling at $1.25 and in 5 gallon cans at $1.20 per gallon. Linola floor wax is being sold in three sizes at $1, $2.70 and $5.40 per dozen tins. Cleveland wall paper cleaner registered at 20 per cent. advance and the new price is $6 case.

Brushes Going Forward Freely; Unchanged

Toronto.

BRUSHES.—The good demand continues for brushes and orders are going forward very freely. Prices remain unchanged and on a fairly steady basis. The outlook for brooms is very serious as outlined in these columns last week and the future really holds out little promise of anything good in this business.

GELATINE, GLUE AND SIZE WORKS FOR AUSTRALIA

Having recently acquired 17 acres of land at Botany, a company is completing arrangements for the immediate erection there of large works for the manufacture of gelatine, glue, and size. The estimated expenditure includes £15,000 (roughly $75,000) for the factory buildings and approximately £20,000 ($100,000) for plant and machinery. It is anticipated that the factory will be in working order by April and its products upon the local market by the following month.

The average quantity of gelatines and glues of all kinds imported into Australia, says the Board of Trade Journal, is about 1,400,000 pounds, and the capacity of the new works at Botany will be adequate to supply the whole of this business. At the present time the company has two factories for the production of gelatines and glue in New Zealand, whence it is exporting a portion of its output to Canada.

PITTSBURG MARKET LETTER

(Continued from page 57.)

completed on schedule time, six months ago.

Dull Market

The markets are extremely dull, in pig iron and practically all finished products. This is a reflection of the fact that there are no new projects coming up except in connection with the war, and the trade does not consider allotments for the war as part of the market. The requirements of jobbers and manufacturing consumers, in connection with commercial or peace work, are fully covered, in many cases more than covered, by engagements already on books. The steel mills have more than 12,000,000 tons of obligations on books, entirely apart from the war. How much of this is to be real business remains to be seen. At the rate at which shipments have been made in the past two or three weeks it will not be long until customers assure mills they are well supplied, ending the steel scarcity that has now prevailed for two years and a half.

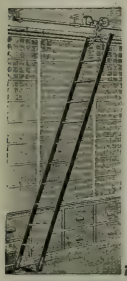
Ship and Car Requirements

Actual facts as to shipbuilding, not shipbuilding plans or prospects, are now beginning to come out. It appears that a monthly statement of ship deliveries and launchings has been inaugurated. Such a statement for March was given out early in the week, showing 27 steel vessels launched, with 201,286 tons deadweight capacity, but next day a conflicting statement was made, referring to 30 vessels of 219,586 tons deadweight. About one-half gross ton, or a trifle more, of finished rolled steel is required per deadweight ton of vessel. Thus the steel involved in the March launchings was not over 125,000 gross tons, not much against a total productive capacity of 3,000,000 gross tons a month of all forms of finished rolled steel, but the steel now being shipped, representing launchings in future months, is presumably at a considerably heavier monthly rate.

Orders for the 100,000 freight cars involved in the Railroad Administration's program have not been allotted, but probably will be soon, covering about 50,000 box cars, wooden superstructure, 25,000 gondolas and 25,000 hoppers, the gondolas and hoppers being all-steel construction. The 100,000 cars represent about 1,000,000 gross tons of finished rolled steel, and this may involve deliveries at the rate of 175,000 or 200,000 tons a month while the cars are being built. Ships and cars together, however, do not promise to take nearly as much steel as many observers have seemed to expect.

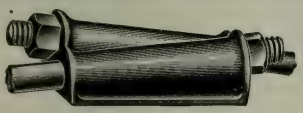
SOME AUTOMOBILES DUTY FREE

The question has been raised by a concern in the United States as to the kinds of automobiles that may enter Canada duty free. There was a rumor current in some of the large cities in the United States to the effect that the duty had been removed on pleasure cars coming into Canada. This, however, is erroneous. The only automobiles which are admitted free into Canada are those brought in for the Munitions Board, and the certificate for which is signed by either one of the three following men: W. A. Russell, H. C. McDonald, W. C. Payne. Some time in February a regulation was made by the Customs Department to the effect that automobiles which were being brought into Canada by settlers and which had been in their possession at least six months prior to their removal to Canada would also be allowed in duty free. These are the only classes of automobiles which are allowed in duty free.

MILBRADT LADDERS

will pay for themselves in a short time by enabling you to wait on more trade, save the wear and tear on your fixtures and goods, as well as bring the appearance of your store up to date.

Write to J. H. Ashdown Hdwe. Co., Ltd., Winnipeg; Marshall-Wells Co., Ltd., Winnipeg, or direct for catalog giving prices of a large number of styles we manufacture, suitable for all kinds of shelving.

John Calander Mfg. Co.
155 E. 13th Street,
St. Paul, Minn., U.S.A.



Malleable Iron Lugs

SILOS TANKS
WOOD PIPE LINES

Variety of patterns, using round and flat bands.

Otterville Manufacturing Co.
LIMITED
OTTERVILLE, ONT.

MONEY AS A MUNITION OF WAR

Charles H. Sabin, Head of the largest Trust Company in the World, Advocates Credit Expansion.

"Business men and wage-earners cannot lend money to the Government unless they can make money. And business must earn more money this year than last year.

"Increase in prices resulting from expansion of credit gives industry a stimulus. Extra demands of government finance and increased industrial needs absolutely require expansion of credit."

Thrift — Production — Expansion

The two quotations, and the three words above are points from "the most forceful and constructive article on business in war time that has been written since the beginning of the conflict." The article is by Charles H. Sabin, president of the Guaranty Trust Co. of New York, and you can read it in THE FINANCIAL POST this week. It is very much worth your attention. Not only is Mr. Sabin head of the greatest Trust Company in the world, but his understanding and knowledge of the fundamentals of business in relation to finance mark him out as an authority on whose words you can rely. Read this article. Act on its advice. Improve your business by the knowledge you gain.

Send 10 cents to The MacLean Publishing Co., Dept. C, 153 University Ave., Toronto, for a copy of

THE FINANCIAL POST This Week

A Live Line It Pays to Push

Every owner of one of the four million motor cars now in use is a possible buyer of

Berry Brothers'
AutoColor Varnishes

They are made especially for the unskilled varnisher, and are so easily applied that any man can refinish his car in his own garage just the way he wants it and save finishing shop charges and delay.

It is a live line to push, becanse by adopting the *"Berry way"* any owner can restore the spick and span appearance of his car at a merely nominal expense.

We furnish an attractive cutout counter sign in colors, and a descriptive folder telling the amateur everything he needs to know about finishing his car, just how much varnish it will take, and giving colored illustrations showing how cars look when refinished. A real selling help.

Ready to Ship Assortments

We have already put up, well selected assortments of colors that we can ship promptly. Order one to-day and get in the field early. You will sell it quickly and want more. Write for further particulars anyway.

BERRY BROTHERS
(INCORPORATED)
World's Largest Varnish Makers
Established 1858
Walkerville, Ont. (659)

15 cents VOLPEEK

MENDS POTS & PANS

Tell your customers how easily they can repair leaky kitchen utensils with VOL-PEEK. They require no tools. VOL-PEEK can be applied with the fingers and the mended article will be ready for use as good as new—in two minutes or less.
VOL-PEEK is wanted in every home. Show it in your store and get a share of the demand. Put up in attractive display stands. Order from us direct or ask your wholesaler.

H. NAGLE & CO., Box 2024, Montrea

CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION

Dominion Metallics — B.B. Caps, 25% B.B. Caps, 20%; 22 short, black, 22 long black, 22 long, smokeless, 20%; 22 short lesmok or 22 long lesmok, 20%; 22 short, smokeless, 30%; 22 long rifle, black, 22 long rifle, smokeless, 7½%; other rim fire, 10%; center fire pistol, add 35% list; center fire sporting, add 60%; shot cartridges, same as ball; brass shot shell, 20%; primers, add 35% list; empty shot shells, 5%; blanks, add 25%; bullets, add 40%.

Terms: Net 90 days, or 2% discount for cash in 30 days.

"Dominion" Loaded Paper Shells "Crown" Black Powder, 10% on list; "Sovereign" Bulk Smokeless Powder, net list; "Regal" Dense Smokeless Powder, net list; "Imperial" Shells, both Bulk and Dense Smokeless Powder, net list; "Canuck" Smokeless, net list; Empty Shells, 5%; 90 days net.

F.O.B. Montreal, Toronto, London, Hamilton.

AMERICAN AMMUNITION

List Prices.

Subject to 10% advance on list.

B.B. caps, $3.50 per M.; B.B. caps, concave ball, $4.40; 22 short, $5; 22 long, $6; 22 long rifle, $7; 22 short smokeless, $5.35; 22 long smokeless, $7.50; 22 long rifle, smokeless, $8.75 per M.

Sporting Cartridges—Centre Fire Smokeless 303 Winchester, $72.25 per M.; 303 Savage, $72.25; 303 British, $95; 32 Winchester special, $72.25; 38-55 Winchester, $76; 401 Winchester self-loading, $76 per M.

Primers—Nos. 1, 1½ and 2½, $2.60; Nos. 1 and 2 (100 in box), $3.80; Nos. 1-W, 1½-W, 2½-W and 3-W. and 5, and 5½, 100, in box, $3.80; Berdan Nos. 1, 1½, 2 (250 in box), $3.60; Berdan Nos. 1, 1½, 2 (100 in box), $3.80; new No. 4, $5.50; U.M.C., 33, $5.50.

Shot, standard, 100 lbs., Toronto, $17.35-$19.75; Montreal, $18; net extras, as follows, subject to cash discount only: Chilled, $1.50; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

AUGER BITS

Standard List Prices per dozen.

3/16.....	$ 6.00	18/16.....	$12.00
4/16.....	5.00	19/16.....	14.00
5/16.....	5.00	20/16.....	14.00
6/16.....	5.00	21/16.....	16.00
7/16.....	5.00	22/16.....	16.00
8/16.....	5.00	23/16.....	18.00
9/16.....	6.00	24/16.....	18.00
10/16.....	6.00	25/16.....	21.00
11/16.....	7.00	26/16.....	21.00
12/16.....	7.00	27/16.....	24.00
13/16.....	8.25	28/16.....	24.00
14/16.....	8.25	29/16.....	27.00
15/16.....	9.50	30/16.....	27.00
16/16.....	9.50	31/16.....	30.00
17/16.....	12.00	32/16.....	30.00

Discounts from Standard List prices:

Beaver, 57½ to 60%; London, 60%.
Ford's Auger Bits, 35 to 27½%.
Gilmour Auger Bits, 47½%.
Gilmour Car Bits, 37½%.
Gilmour Eye Augers, 35%.
Gilmour Ship Augers, 12½%.
Rockford Auger Bits, 50 and 10%.
Irwin Auger Bits, 22½% off list in Catalogue No. 10, 1905.
London, 22½%.

F.O.B. Toronto, Montreal London and Hamilton.

AXES

Single Bits, doz.....	$14 00	$16 00
Double Bit	16 50	19 50
Boys' Axes	12 00	14 00
Hunters' Axes	11 00	12 00
Bench—No. 2, doz...	12 50	13 20
No. 3, doz...	13 50	14 20
No. 4, doz...	14 50	15 25

	Single Bit	Double Bit
Sager	$15 00	$20 00
Dominion Pride.....	14 50	19 50
St. Clair handled...	15 50	....
Sager Boys	12 50	....
Kitchener Boys	12 00	....
Sager Hunters	11 50	....
Kitchener Hunters'...	11 00	....

F.O.B. Montreal, Toronto, Hamilton, London.

BABBITT

Prices on babbitt fluctuate with the metal markets and prices are quoted on application. Prices range from 14c to 95c a lb.

BELTING (Leather)

Discounts apply to Revised List of Feb. 14, 1907.
Extra Quality, 30, 5%.
Standard Quality, 40%.
Side Lace Leather, lb..$1.40-$1.75
Cut Lace Leather, lb... 1.60- 1.95

F.O.B. Montreal, Toronto.

BELLS (Farm)

No. 1 x 40, lb..............	$4 00
No. 2 x 50 lb..............	5 00
No. 3 x 60 lb..............	7 50
No. 4 x 100 lb.............	10 00

F.O.B. Montreal, Toronto.

BOLTS AND NUTS

Discounts apply to list of Feb. 1, 1913.

Carriage Bolts ($1 list), ⅜ in. dia. and smaller, 10%.
Carriage Bolts ($1 list), 7-16 dia. and larger, net list.
Machine Bolts, ⅜ in. dia. and smaller, 10%.
Machine Bolts, 7-16 in. dia. and larger, net list.
Sleigh Shoe Bolts, all sizes, net list.
Coach and Lag Screws, 25%.
Skein Bolts, 20%.
Square Head Blank Bolts, net list.
Bolt Ends, net list.
Plow Bolts, net list.
Elevator Bolts, net list.
Fancy Head Bolts, net list.
Shaft Bolts ($3 list), net list.
Step Bolts, large head ($3 list), net list.
Whiffletree Bolts, net list.
Nuts, square, blank, add to list $1.50.
Nuts, square, tapped, add to list $1.75.
Nuts, hexagon, blank, add to list $1.75.
Nuts, hexagon, tapped, add to list $2.
Stove bolts, 55%.
Tire bolts, 35%.
Terms: 2% off 30 days from date of shipment.

F.O.B. Montreal, Toronto, Hamilton, London, Ont.

BORAX

Lump Crystal Borax, lb....14-14½
F.O.B. Montreal, London, Toronto.

BRASS Per lb.

Spring sheets, 24 gauge and heavier, base $0 43
Rods, base ½ to 1 in. round..38-40
Tubing, seamless base......45½-50
Tubing, iron pipe size, base ¾ in. and up to 3 in.....45½-50
Copper tubing, iron pipe size, base ¾ in. up to 3 in.....47½-53

F.O.B. Montreal and Toronto.

BOILERS (Range)

30-gal. extra heavy ......$14.50-$17
30-gal. Standard 14 00

F.O.B. Montreal and Toronto.

BOARDS (Wash)	Tin Plate	Zinc
Pony ....Dozen	....	$2 00
Crown	....	4 05
Dandy	....	4 25
Improved Globe	3 15	4 35
Standard Globe	3 25	4.45
Original Globe	3 50	4 75
Newmarket King	....	4 75
Diamond King (glass)	....	5 50
Western King (enamel)....		6 25
Wood, double faced.....		2 20

Subject to small discounts for quantities

F.O.B. Newmarket.

BUTTS Wrought Steel:—

No. 840	5%
No. 800	2½%
No. 838	5%
No. 808	5%
No. 804	15%
Nos. 802, 842, 844..........	5%
Nos. 810 and 814..........	net list
No. 830	2½%

F.O.B. Toronto, Montreal, London, Hamilton.

Spring Butts

Chicago Spring Hinges, List.
Triplex Spring Hinges, 20-10-5%.
Chicago Mortise Floor (5000), 33 1-3%.
Chicago Relax Floor (6000), 25-10-10-7½%.
Chicago Premier (4000), 16 2-3%.
Chicago Ajax (3000), 16 2-3%.
Chicago Fire Station, add 10% to list.
Lavatory Door Hinges, 20-5%.
Chicago Screen Door (2000), 40-7½%.
Chicago Screen Door (3000), 16 2-3 and 5%.
Non-Hold Back Screen Door, on application.

F.O.B. Chicago.

CANS

For discount on milk and cream cans, etc., see list under head of wares, etc.

CHAIN	B.B. Fire Welded Proof Coil Mont'l	Tor'to	B.B.B. Fire Welded Mont'l	Tor'to
3-16 in...	$21.50	$19.85	$.....	$.....
¼ in....	15.25	15.25	19.50	20.25
5-16 in...	13.25	13.65	.....	17.00
⅜ in....	12.10	12.75	14.75	16.50
7-16 in...	11.90	12.45	13.95	16.00
½ in....	11.65	12.15	13.75	15.75
9-16 in...	11.65	12.15	.....	15.75
⅝ in....	11.50	12.00	13.60	15.50
¾ in....	11.40	11.85	13.45	15.25
⅞ in....	11.25	11.65	13.35	15.25
1 in.....	11.10	11.50	13.20	15.25

Electric Welded

	B.B.		B.B.B.	
3-16 in...	$15.90	$17.40	$.....	$.....
¼ in....	12.30	13.30	13.75	15.55
5-16 in...	11.05	11.75	12.00	14.00
⅜ in....	9.90	10.50	11.75	12.75
7-16 in...	9.70	10.50	11.75	12.75
½ in....	9.45	10.50	11.75	12.75
⅝ in....	9.35	10.50	11.75	12.75
¾ in....	9.20	10.50	11.75	12.75

Montreal and Toronto.

American Proof Coil Chain

	B.B.	B.B.B.
3-16 in.	$16.75	....
5-16 in.	12.00	$12.75
⅜ in.	11.00	11.90
7-16 in.	10.75	11.70
½ in.	10.50	11.60
⅝ in.	10.35	....

Electric Welded B.B.B.—Chain, ¼ in., $13.75; 5-16 in., $12 F.o.b. Toronto.

Cow ties, 12½-15%; trace chains, net list; dog chains, 25 to 32½%; halter chains, 25 to 32½%; tie-out chains, 50%; stall fixtures, net list; breast chains, 2½%. F.O.B. Montreal, Toronto, Hamilton, London.

CEMENT

Cement, per bbl., $2.70 in carlots; $3.25 bbl. in small lots.

Paris plaster, five-barrel lots, $3.25; single barrel, $3.25.

F.O.B. Toronto.

CHURNS

List price hand churns:—No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.

List prices power churns:—No. 0, $11; No. 1, $11; No. 2, $12; No. 3, $13; No. 4, $17; No. 5, $20.

Discount of 20% f.o.b. Toronto, Hamilton, Fergus, London, St. Marys.

Discount of 17½% f.o.b. Montreal, Ottawa, Kingston.

St. John, N.B., 20%.

CHOPPERS, FOOD

Universal (doz.)—	Montreal	Toronto
No. 0	$15 20	$15 20
1	18 80	18 80
2	23 95	24 00
3	30 35	30 35

Russwin—

No. 0....................	$17 70
No. 1....................	21 70
No. 2....................	24 95
No. 3....................	34 60

CLOTHES LINE (Galvanized)

No.	Per 1000 ft.
17—7-strand, 100 ft. lengths..	$6 80
17—7-strand, 50 ft. lengths...	7 00
18—6-strand, 100 ft. length...	5 40
18—6-strand, 50 ft. lengths...	5 45
19—6-strand, 100 ft. lengths..	4 75
19—6-strand, 50 ft. lengths..	5 00

F.O.B. Montreal, Toronto, London.

COPPER	Montreal	Toronto
Casting ingot, see weekly report.		
Bars, ½ to 2 in.....	$42 50	$43 00
Plain sheets, base 16 oz. and heavier....	46 00	35-44
Copper sheet, tinned, 14x60 in., 14 oz...	48 00	....
Copper sheet, planished, base 16 oz. and heavier	57 00	36-45
Braziers' in. sheets, 6x4 base	45 00	44 00

Above prices are full sheets and bars. Cut sheets and bars are 5c per lb. higher.

COMBS

Curry combs, list, plus 25%.
F.O.B. Montreal, Toronto, Hamilton, London

CORD (SASH)

No. 6, lb.	69
No. 7, lb.	68
Nos. 8, 9, 10, 12............	67

F.O.B. Montreal, Toronto, Hamilton, London

CANADA PLATES

Prices nominal.	Montreal	Toronto
Ordinary, 52 sheets.	$11 75	$ 8 50

Galvanized

	Apollo	Crown	Gorbals
18x24x52	....	....	....
60	....	....	....

CHARCOAL, TIN PLATES

M.L.S. and Famous—	Per box
IC, 20x28 base	$28 00
IX, 20x28 base (nominal)....	32 00
IXX, 20x28 base (nominal)..	36 00
IXXX, 20x28 base (nominal)	40 00

F.O.B. Toronto

Raven and Murex Grades—

IC, 20x28 base, 112 sheets..	$40 00
IX, 20x28 base, 112 sheets..	39 00
IXX, 20x28 base, 56 sheets..	20 00
IXXX, 20x28 base, 56 sheets	21 00

(Nominal) f.o.b. Montreal.

TERNE PLATES

I C, 20x28, 112 sheets.... 25 00

F.O.B. Montreal.

COKES, AMERICAN

Bessemer Steel—
20x28 IC, 112 sheet 30 00

F.O.B. Montreal.

"DOMINION CROWN BEST"—DOUBLE COATED TISSUE

	Nominal
IC, 14x20 base	$20 00
IX, 14x20 base.............	18 75
IXX, 14x20 base	19 50

F.O.B. Montreal.

CLOCKS

Big Ben	$2 92
Good Morning, each	1 15
Lookout	1 45-1 50

F.O.B. Montreal, Toronto, London, Hamilton.

CROWBARS, $9.50 per 100 lbs.

DRILLS

Bit Stock Drills, 30 to 37½%
Rd. Shk., 30 to 37½%.
Wood Drills, 37½%.

DOORS, SCREEN

Kasement, No. 1, $24.84 to $27.24 doz.; No. 2 and 3, $28.20 to $30.00 doz.

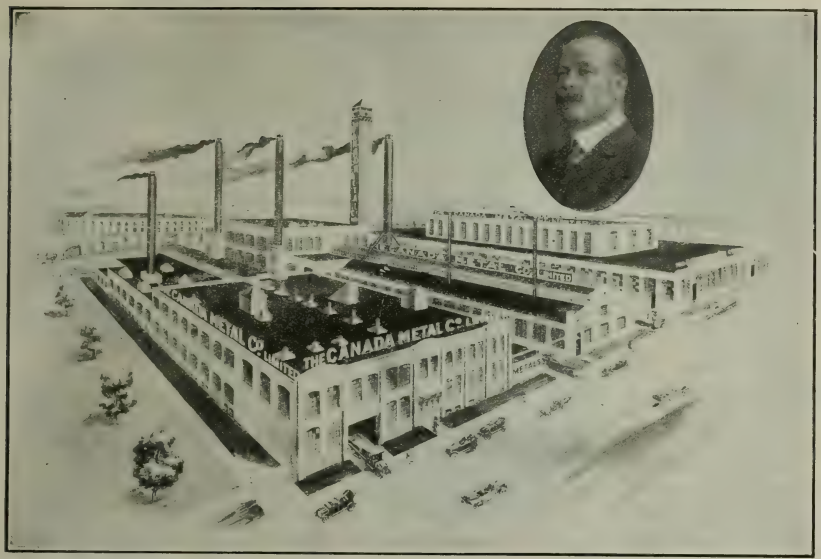
F.O.B. Toronto.

EMERY CLOTH

See under Sandpaper.

ENAMELWARE

See prices under heading Wares, etc.



The Canada Metal Company, Limited

Toronto Hamilton Montreal Winnipeg Vancouver

Dependability is Our Motto

Babbitt Metals,
Solder,
Lead Pipe,
Sheet Lead,
Lead Wool,
Battery Zincs,
Fuse Wire,
All Ingot Metals

For the Plumber

Baths,
Lavatories,
Sinks,
Aristocrat Laundry Tubs,
Iron Pipe Fittings,
All Brass Goods

Pronounced "RU" as in RUBY

RU-BER-OID ROOFING

COSTS MORE - WEARS LONGER.

Trade-Mark Registered

SOLE CANADIAN MAKERS:

THE STANDARD PAINT CO. OF CANADA, LIMITED

MONTREAL TORONTO WINNIPEG VANCOUVER

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THE THOS. PINK COMPANY, LIMITED

Manufacturers of Lumber Tools

PEMBROKE - - ONTARIO

It's a Pink anyway you take it, and it's the best Peavey made.

FILES AND RASPS

Discounts below apply to list of Nov. 1, 1899.

	%
Great Western, Amer.	50
Kearney & Foot, Arcade	50
J. Barton Smith, Eagle	50
P.H. and Imperial	50
Disston Brand	40
Globe	50
Nicholson	30
Black Diamond	37½
Delta Files	37½

F.O.B. Toronto, Montreal, London, and Hamilton.

FITTINGS

Malleable fittings, class A, 20% on list; class B and C, net list. Cast iron fittings, 25% off list. Malleable bushings, 25 and 7½%; cast bushings, 25%; unions, 40%; plugs, 20% off list. Net prices malleable fittings: Class B black, 24½c lb.; Class C black, 15¾c lb.; galvanized, Class B, 34c lb.; Class C, 24½c lb. F.o.b. Toronto.

GRILLS, ELECTRIC

Single heat, round	$6 00
Three heat, round	7 15

F.o.b. Toronto.

GRINDSTONES

	Per 100 lbs.
Over 40 lbs. and 2 in. thick	1.80-2.25
Under 40 lbs.	1.90-2.35
Bi-Treadle, each	6.25

F.o.b. Toronto.

HALTERS (SNAP AND RING)

	Doz.
Russet rope shank, 1".	$11.25-$12.75
Russet rope shank, 1¼ in.	13 85
Black rope shank, 1 in.	13 75
Black rope shank, 1¼ in.	12.50- 13.85
Hand sewn, no shank, 1 in.	17.40
Hand sewn, no shank, 1¼ in.	20.20

Halters (Sisal).

7-16 in. gross, $24; 9-16 in., $36. F.o.b. Toronto. London—7-16 in., $2.10 doz.; ½ in., $2.65 doz.

HAMMERS, SLEDGE

Can., 5 lbs. and over, cwt.	$17 50
Masons, 5 lbs. and over, per cwt.	20 00
Masons, 5 lbs. and under	22 50
Napping, up to 2 lbs.	25 00

F.o.b. Montreal, Toronto, Hamilton, London.

HANDLES (WOOD)

All hickory handles, 10%. All neckyokes, whiffletrees and doubletrees, 10%. All ash and maple handles, wood hay rakes, horse pokes, 20%.

F.o.b. St. Thomas, London, Strathroy, Toronto.

HANGERS, BARN AND PARLOR

	List
Atlas, No. 0	8 15-8 45
Atlas, No. 1	8 95-9 25
Atlas, No. 2	10 40-10 75
Stearns, 4 in.	7 40-7 65
Stearns, 5 in.	10 25-10 65
Perfect, No. 1	10 45
Perfect, No. 1½	13 20-13 80
Storm King and safety hangers, doz.	10 25-10 65
Steel track, 1¼ in.	9.00-12.00

F.o.b. Montreal, Toronto.

HEATERS, ELECTRIC

Majestic, 1 Burner	7 50
Majestic, 2 Burner	11 25

F.o.b. Toronto.

HINGES, TEE AND STRAP

Heavy, Net Prices.

	Strap	Tee
4-inch, dozen pairs	$2 34	$1 99
5-inch	2 59	2 50
6-inch	3 12	2 81
8-inch	4 22	3 21
10-inch	7 49	5 70
12-inch	9 28	9 05
14-inch	10 61	9 20

Light, List Prices.

	Strap	Tee
3-in., doz. pairs	$1 00	$1 00
4-in., doz. pairs	1 20	1 10
5-in., doz. pairs	1 40	1 30
6-in., doz. pairs	1 70	1 50
8-in., doz. pairs	2 50	1 80
10-in., doz. pairs	3 50	2 40

Discount 20 and 2½% off list.

Screw Hook and Strap Hinge—

Under 12 in., per 100 lbs.	8 00
Over 14 in., per 100 lbs.	7 50
Extra hooks for above ⅝ in., per lb.	8
Extra hooks for above, ¾ in., per lb.	7¾

F.o.b. Toronto, London, Hamilton and Montreal.

HAY KNIVES

Spear Point	$14 00
Lightning	12 50
Heath's	12 50

HOOKS, GRASS.

	Canadian	English Fox
No. 2, per doz.	$3 40	$5 50
No. 3, per doz.	3 50	6 40
No. 4, per doz.	3 60	7 40
Little Giant	5 25	....
Berden	5 25	....

F.o.b. Montreal, Toronto.

HORSESHOES

Price per keg

Patterns	Sizes made	No. 2 and larger	No. 1 and smaller Less 20c
Light iron	0-7	$6 25	$6 50
Long heel light iron	3-7	6 25	....
Medium iron	1-8	6 25	6 50
Heavy iron	6-8	6 25	....
Snow	1-6	6 50	6 75
New light "XL" steel	1-6	6 70	6 95
Featherweight "XL" steel	0-4	8 10	....
Special countersunk	0-4	8 60	....
Toe weight (front only)	1-4	9 10	....

*All sizes.

Packing—Up to 3 sizes in one keg, 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra. F.o.b. Montreal and Belleville.

Terms—Cash in thirty days, less 2% discount.

TOE CAULKS

Nos. 0, 1, 2 and larger, sharp and blunt, $2.25 to $2.90 box.

HOSE, LAWN

	Toronto
Corrugated, ½ in., 100 ft.	$15 75
Corrugated, ⅝ in., 100 ft.	18 75
Corrugated, ¾ in., 100 ft.	21 50
Corrugated, 1 in., 100 ft.	31 50

Less 5% for full reels, 500 ft.

F.o.b. Toronto and London.

HAT AND COAT HOOKS

Coppered wire, 3 in., 95c gross. F.o.b. Montreal, Toronto. Hamilton. London.

IRON AND STEEL.

See weekly report.

IRON, TINNED

Prices nominal. Subject to premium where stocks are obtainable.

72x30 up to 24 gauge, case lots	....
72x30, 26 gauge, case lots	....

Less than case, 50c per 100 lbs. extra. F.o.b. Montreal.

IRONS (SAD)

Mrs. Potts, No. 55, polished, per set	1.75-1.90
Mrs. Potts, No. 50, nickel-plated, set	1.85-2.00
Mrs. Potts, handles, japanned, doz.	1.30- 1.50
Sad irons, common, plain, 3, 4 and 5 lbs.	9 20
Sad irons, plain, 6 lbs. up	7 00
Sad irons, common, plated	5 50
Princess Electric, each	3 35
Canadian Beauty Electric Irons—Style A	$3 75
Style B	4 12
Hotpoint Domestic Electric Iron, each	4 75
Gasoline Sad Irons, each	4 25

F.o.b. Montreal, Toronto, London, Hamilton.

LADDERS, ETC.

Step Ladders	Per ft.
Crescent	19c ft.
Household	15c ft.
Standard, 4-12 ft.	21c ft.
Electrician	30c ft.
Heavy duty	47c ft.
Extension	35c ft.

Common and Roped Extension.

	Per ft.
Up to 32 ft.	21c ft.
34 to 44 ft.	24c ft.

London—32 ft., 18c; 34-44 ft., 20c.

Fire Ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

Single and Fruit Picking.

10 ft. to 16 ft.	17c ft.
18 ft. to 22 ft.	18c ft.
Chair ladders, each	2 00

F.o.b. Toronto, Hamilton, London, Montreal.

LANTERNS

	Per doz.
Short Globe, doz.	$12 50
Jap'd Dash, doz.	15 00
Search Dash, doz. X-ray	15.75-16.10
Little Bobs	$2.10-$4.20
Copper, well japd., doz.	18.25

F.o.b. Toronto, Hamilton, London, Montreal.

LANTERN GLOBES

	Dozen
Cold blast, short	95c-$1.10
Cold blast	95c-$1.10

3 doz. cases, 85-90c doz.; 6 doz. cases, 85c dozen.

Cold blast, short ruby	4.00-4.20
Cold blast, common ruby	4.00-4.20

Less 5c a doz. in 6 doz. lots.

F.o.b. Toronto, London, Hamilton and Montreal.

LATCHES

Steel Thumb, No. 2, per doz.	1 90
Steel Thumb, No. 3, per doz.	2 50
Steel Thumb, No. 4, per doz.	4 70
Barn Door, No. 5, per doz.	2 55
Barn Door, No. 9, doz.	4 70

F.o.b. Montreal, Toronto, London.

LEAD

For pig lead and lead and zinc products see weekly report.

MACHINES (WASHING)

	List Each
Canadian	9 00
Dowswell	9 00
Noiseless	15 50
Hamilton	11 00
Snowball	15 00
Momentum	16 50
New Century, style A	16 50
New Century, style B	18 00
Playtime, engine drive	19 50
Ideal Power	28 00
Seafoam, electric	102 00
Seafoam, engine drive	44 00
New Idea, electric	134 00
Sunshine	8 50
Popular, No. 1	9 50
Economic	11 50
Champion	17 00
New Excell-All	18 00
Blue Bell, without stand	16 50
Puritan Water Motor Washer, complete	28 00
Hydro, One Tub, engine drive	45 50
Low pressure water motor washer, each	30 00
Connor ball-bearing, with rack	18 50
I X L	18 50

Gem	16 50
Winner, plain	13 50
Connor Improved	9 00
Jubilee	15 00
Canada First	19 00

Discount, 40%. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

MALLETS

	Per doz
Tinsmiths, 2½ x 5½ in.	$1.00-$1.75
Carpenters', No. 3	5.80

F.o.b. Montreal, Toronto, Hamilton.

MATTOCKS

Cutter, doz.	$12 00	$12 50
Pick doz.	12 00	12 50

F.o.b. Montreal, Toronto, London, Hamilton.

MOPS

Mops, O-Cedar, doz. net		$12 00
Sprustex, No. 2, doz.	$8 00	8 40
S. W. Mops, complete, doz.		4 85
Mop Sticks, doz., No. 8		1 55-1 85
Cast Head Mops, doz.		2 00
Crescent, doz.		3 10
Crank wringing, doz.		6 25

F.o.b. Montreal, Toronto, Hamilton. London.

MOWERS, LAWN

Adanac	50%
Woodyatt	40%
Empress	40%
Mayflower	40%
Star, Ontario, Daisy	40%

F.o.b. Toronto, Guelph, London. Hamilton.

NAILS

List adopted July 10, 1912.

Advances over base on common wire nails in kegs.

		2¾ inch	15c
1 inch	$1	3 inch	10c
1⅛ inch	1	3¼ inch	10c
1¼ inch	65c	3½ inch	10c
1½ inch	40c	4 inch	5c
1¾ inch	40c	4½ inch	5c
2 inch	30c	5 inch base.	
2¼ inch	30c	5½ inch base.	
2½ inch	15c	6 inch base.	

6½ to 12 inch-2 Ga. and heavier, 25c over base.

Standard Steel Wire Nails, f.o.b Toronto, London, Hamilton, Milton. $5.20 base.

Freight equalized on above points.

F.o.b. Montreal, Gananoque, Collingwood and Owen Sound, $5.25 base.

Freight equalized on above points.

Windsor, Walkerville, Sandwich. fo.b. factory points, carload freight allowed, $5.32½.

Sault Ste. Marie, Port Arthur. Fort William, $4.95-$5.25 base. f.o.b. factory; no freight allowance.

Moulding, Flooring, Slating, Box, Fence, Barrel Nails, 25c per 100 lbs. over common nail price. Finishing Nails, 50c per 100 lbs. advance over common nail price. Clinch Nails and Sash Pins, 75c per 100 lbs. over common nail price.

Miscellaneous wire nails, 60% off miscellaneous list, f.o.b. Toronto. Montreal, Hamilton, London.

Cut Nails—Montreal, $5.70 base; Toronto, $5.65 base; London, $5.60; Hamilton, $5.65. No equalization of freights.

Roofing Nails — American, large head, keg, $8.50. London, $8.25.

F.o b. Montreal, Toronto, Hamilton. London.

NAILS (HORSE)

Size	C Brand Per box of 25 lbs.
No. 3	$10 50
No. 4	9 50
No. 4½	8 25
No. 5	4 50
No. 6	4 25
No. 7	4 00
No. 8	4 00

JAMIESON'S

"TRUE IN QUALITY"
"TRIED AND DURABLE SINCE 1858."
ASK YOUR PAINTER

It Moves from DEALER to PURCHASER then PAINTER in Endless Sales

Sold by all leading stores everywhere

SUCCESSFULLY

BECAUSE

The Makers back the dealers' word;
The Dealers do a big paint business;
The Consumer wants the best and gets it;
The "Jamieson" line "talks" after it has been used; and has done so since 1858.
Mr. Dealer: Your request for details—send it to-day.

Jamieson Varnishes Contain the Same Good Qualities as Jamieson Paints

R. C. JAMIESON & CO., Limited, Montreal, Canada
ESTABLISHED 1858
Owning and Operating P. D. DODS & CO., LIMITED

If interested, tear out this page and keep with letters to be answered.

No. 9	3 75
No. 11	3 75
No. 10	3 75
No. 12	3 75

Discount from above is 10% in small quantities and 10 and 5% in larger quantities.

F.o.b. Montreal, Toronto, Hamilton. London

"M.R.M." BRAND
Net Price List

No.	Lengths	of 25 lbs.
3	1⅝"	$19 00
4	1¾"	9 00
5	1 15-16"	4 00
6	2⅛"	3 75
7	2 5-16"	3 50
8	2½"	3 50
9	2 11-16"	3 25
10	2⅞"	3 25
11	3 1-16"	3 25
12	3¼"	3 25

F.o.b. London, Hamilton, Montreal, Toronto

NETTING, POULTRY

List prices per roll of 50 lineal yards. Adopted March, 1909.

2-inch mesh and 19 ga. wire.

12 inch	$1 80	48 inch	$ 6 20
18 inch	2 65	60 inch	7 70
24 inch	3 40	72 inch	9 20
30 inch	4 00	84 inch	10 50
36 inch	4 75	96 inch	12 00
42 inch	5 50		

1½ inch mesh and 19 ga. wire.

12 inch	$3 50	42 inch	$10 50
18 inch	5 00	48 inch	12 00
24 inch	6 30	60 inch	15 00
30 inch	7 75	72 inch	18 00
36 inch	9 90		

1 inch mesh and 20 ga. wire.

12 inch	$4 00	42 inch	$12 00
18 inch	5 50	48 inch	14 00
24 inch	7 00	60 inch	17 00
30 inch	8 50	72 inch	20 00

¾ inch mesh and 20 ga. wire.

24 inch	10 50	36 inch	$15 00
30 inch	12 75		

½ inch mesh and 22 ga. wire.

24 inch	$16 50	36 inch	$24 00
30 inch	20 10		

Discounts at present quoted apply only to 1 and 2 inch mesh netting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Canadian netting 15% off list.
Montreal, 15% off list.
American netting, 10% off list.

	Per rod
Invincible—1640	$ 0 75
1848	0 85
2060	0 95

Put up in 10, 20 and 30-rod rolls.
F.o.b. Montreal.

OAKUM

Best (American)	$21 50
U.S Navy (unspun)	20 75
Clipper (unspun)	21 50
U.S. Navy, Eng., unspun	20 00
U.S. Navy, Eng. (spun)	21 00
Plumbers (spun)	$8 50 $10 50

F.o.b. Montreal, Toronto

OIL	Montreal	Toronto
Royalite	0 19	0 18
Palacine	0 22	0 21
Gasoline, gal.	0 34	0 33
Black oil (Summer)	0 16	0 15
Black oil (Winter)	0 18	0 15½
Cylinder Green, med.	0 55	0 56
Capital cylinder	0 50½	0 49½
Machine oil, regular grades	25½-42	29½-30
Standard gas engine oil	38½	38½-37½
Paraffine	0 21	0 21
XXX machine	0 24½	0 28
Fuel oil, bbls.	0 14½	0 13½
Fuel oil, tank cars	0 13	0 12

OLD MATERIALS
See weekly report.

PACKING	Per lb.
Fine jute	$0 12
Coarse jute	0 11
Square braided hemp	0 34
No. 1 Italian	0 40
No. 2 Italian	0 32

F.o.b. Montreal and Toronto.

PAPER	Per 400-ft. roll
Dry Fibre, No. 1 roll	1 10
Dry Fibre, No. 2 roll	0 59
Anchor Brand	1 10
Glazed sheeting	0 59
Tarred Fibre, No. 1 roll	1 25
Tarred Fibre, No. 2, roll	0 72
Surprise Fibre	0 66
Tarred felt, per cwt.	3.30-3.45

Asbestos sheeting (per 100 lbs.) ....$12-$15
Carpet Felt, 16 oz., per 10 lbs. $4 50 $5 50
F.o.b. Toronto, Hamilton, London, Montreal, freight equalized thereon.

PICKS—

Clay—

5 to 6 lbs., doz.	$10 75
6 to 7 lbs., doz.	11 50
7 to 8 lbs., doz.	12 25

Rock—

7 to 8 lbs., doz.	12 25

F.o.b. Montreal and Toronto.

PINS, CLOTHES

	Per case
5 gross, 4-in. (loose)	80c-97c
4 gross (cartons), 4½ in.	85c-$1.00

F.o.b. Montreal and Toronto.

PIPE, STANDARD WROUGHT

Effective Feb. 26, 1918.

Per 100 feet

Standard Buttweld

	Black	Galvanized
⅛ in.	$ 6 00	$ 8 00
¼ in.	5 16	7 29
⅜ in.	5 16	7 29
½ in.	6 55	8 12
¾ in.	8 28	10 41
1 in.	12 24	15 39
1¼ in.	16 56	20 82
1½ in.	19 80	24 89
2 in.	26 64	33 49
2½ in.	42 72	53 53
3 in.	55 85	70 00
3½ in.	70 84	87 86
4 in.	83 93	104 10

Standard Lapweld.

	Black	Galvanized
2 in.	29 60	36 08
2½ in.	44 46	54 70
3 in.	58 14	71 53
3½ in.	72 68	90 62
4 in.	86 11	107 37
4½ in.	97 79	122 56
5 in.	114 00	142 82
6 in.	147 80	185 28
7 in.	192 80	241 57
8 L in.	202 50	253 75
8 in.	233 30	292 32
9 in.	279 50	350 18
10 L in.	259 20	324 80
10 in.	333 70	418 18

Terms 2% 30 days, approved credit.

Prices—Ontario, Quebec and Maritime Provinces. .. ....

While the foregoing prices on iron pipe are the nominal prices, it has been found in practice that prospective buyers should ask for quotations on sizes 2½ inches and larger on account of the shortage of these sizes and the extra difficulty of procuring supplies.

WROUGHT NIPPLES

4" and under, 40-45%.
4½" and larger, 40%.
4" and under, running thread 25%.
Standard couplings, 4" and under, 35%.
4½" and larger, 15%.
Terms 2% 30 days. Approved credit, Ontario, Quebec and Maritime Provinces.

PIPE (Conductor)

Plain	List
2 in., in 10-ft. lengths, list	$8 00
3 in., in 10-ft. lengths, list	9 70
4 in., in 10-ft. lengths, list	12 80
5 in., in 10-ft. lengths, list	17 50
6 in., in 10-ft. lengths, list	21 30

Discount 10%.
F.o.b. Toronto, Ottawa, Oshawa

PIPE, LEAD
See weekly report

PIPE (SOIL)

	Montreal %	Toronto %
Medium and extra heavy, 6" and under	35, 2½	35, 2½
8" soil pipe	30	30
Medium and extra heavy fittings, 6" and under	40, 2½	40, 2½

PIPE (STOVE)
See prices under Wares, etc.

PITCH

Pine, black, per bbl.	4 75
Navy pitch, per bbl.	6 50

F.o.b. Montreal, Toronto.

POLISH (O-Cedar)

4-oz. bottles, doz.	**$ 3 00**
12-oz. bottles, doz.	**6 00**
1-qt. can, doz.	15 00
½-gal. cans, doz.	24 00
1-gal. cans, doz.	36 00

Discount, 33 1-3 per cent.

Liquid Veneer—

4 oz., doz.	$2 00
12 oz., doz.	4 00
32 oz., doz.	8 40
64 oz., each	1 20
128 oz., each	2 10

F.o.b. Toronto, London.

PUMPS

Pumps, Well	....
Cistern Pumps	....
Set Lengths	....
Brass Lined Cylinders	....
Brass Body Cylinders	....

F.o.b. Montreal, Toronto, Hamilton, London.

RIVETS AND BURRS

Iron rivets, blacked and tinned, 25%; Iron Burrs, 25%.

Copper rivets, usual proportion of burrs, add 30%; burrs, add 50%.

Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¾-lb. pkgs., 2c lb. Coppered Rivets, net extras, 3c per lb.

F.o.b. Montreal, Toronto, London.

ROOFING	Per square
Samson, 1-ply, roll	1 90
Samson, 2-ply, roll	2 50
Samson, 3-ply, roll	3 10
R. S. Special, 1-ply	1 25
R. S. Special, 2-ply	1 50
R. S. Special, 3-ply	1 75
Amazon, 1-ply	2 00
Amazon, 2-ply	2 50
Amazon, 3-ply	3 00
Everlastic, 1-ply	1 50
Everlastic, 2-ply	1 80
Everlastic, 3-ply	2 10
Good Luck, 1-ply	1 60
Good Luck, 2-ply	1 80
Good Luck, 3-ply	2 10
McCombe Sp., 1-ply	1 35
McCombe Sp., 2-ply	1 55
McCombe Sp., 3-ply	1 75
Black Cat, 1-ply	1 85
Black Cat, 2-ply	2 15
Black Cat, 3-ply	2 45
Liquid roofing cement, per gal. in barrels	0 27
5 and 10 gal. lots, per gal.	0 38
Coal Tar, bbl.	$5.75-$6.00

Roofing Pitch, $1.05 to $1.10 cwt.
F.o.b. Toronto, London, Montreal.

ROPE	Lb.
Pure Manila basis	39
British Manila basis	33
New Zealand hemp basis	33
Sisal basis	27½

Above quotations are basis prices ⅝ and larger diameter. The following advances over basis are made for smaller sizes:—Smaller than ⅝ and down to 7/16 dia.—½c above basis; ⅜ dia., 1c above basis; ¼ and 5/16 dia. 1½c above basis: 3/16 dia., 2c above basis.

Single lath yarn basis	27½	
Double lath yarn	28	
Yacht marline, tarred	57	
Halyards	50	
Hemp, deep sea line basis	50	
Hemp, tarred ratline basis	43	
Hemp, tarred bolt rope basis	45	
Marline and Houseline	45	
Jute rope basis	16-17½	
Italian rope basis	50	
Cotton, ⅛ in.	0 70½	0 73
5-32 in.	0 69½	0 72
3-16 in.	0 63	0 69
¼ in. and up	0 62	0 68

F.o.b. Toronto, Montreal, Brantford, London, Hamilton.

SANDPAPER

B. & A. sandpaper, 15% to 20% on list

B. & A. emery cloth, 5% to 20% on list.

B. & A. sandpaper in rolls, 33 1-3 per cent. on list. F.o.b. Toronto, Montreal.

SCALES Champion—	Scale List	Stamping extra
4 lb.	$ 4 60	$0 20
10 lb.	6 00	0 30
240 lb.	10 00	0 50
600 lb.	25 00	1 00
1200 lb.	30 00	1 00
2000 lb.	39 00	1 00
2000 lb. Drop lever	46 00	1 00
10-lb. Household	5 00	0 10
25-lb. Household	6 00	0 30

Champion list prices subject to a discount of 10%; Household scales subject to 25% discount. No discount allowed on stamping charge. F.o.b. Toronto, Montreal, Hamilton

SCYTHES	Doz.
Cast Steel	$12 50
Golden Clipper	13 50
Little Giant	14 50
Little Giant, Genuine	15 00

F.o.b. Toronto, London.

SNATHS
Net list.

SCREWS
Discounts off Standard List adopted Aug. 1, 1903.

Wood, F. H., bright	72½
Wood, R. H., bright	67½
Wood, O. H., bright	67½
Wood, F. H., brass	37½
Wood, R. H., brass	32½
Wood, O. H., brass	32½
Wood, F. H., bronze	27½
Wood, R. H., bronze	25
Wood, O. H., bronze	25
Square cap	20
Hexagon cap	20

F.o.b. Toronto, Hamilton, London and Montreal.

Wooden Bench Screws

Dozen	$7 00

SHEETS, BLACK
See Montreal and Toronto report

SHEETS, CORRUGATED
See weekly report.

SHEETS, GALVANIZED

Premier Galvanized

	Per 100 lbs.
10¾ oz.	$9 25
U.S. 28	8 95
U.S. 26	8 65
22 and 24	8 50
18 and 20	8 35
16	8 20
14	8 10

F.o.b. Hamilton and Toronto.

Colborne Crown — 16-20 gauge, $12.55; 22-24 gauge, $12.75, 26-gauge, $13; 28 gauge, $13.25. Less 25c in cash lots. F.o.b. Montreal.

Apollo Brand	Montreal	Toronto
14 gauge	$12 05	$ 8 10
16 gauge	12 05	8 20
18-20 gauge	10 30	8 35
22-24 gauge	10 45	8 50
26 gauge	.....	8 65
28 gauge	.....	8 95
10¾ ozs.	11 05	9 25

Add 20c for less than ton lots.

B.W. gauge	Queen's Head	Fleur-de-Lis	Gorbals "best-best"
16	$12 55	$12 55	$ 8 70
18-20	12 55	12 55	8 85
22-24	12 25	12 25	9 05
26	12 25	12 25	9 25
28	13 00	13 00	9 65
10¾ oz.	.....	.....	10 00

Less 25c in case lots.
F.o.b. Montreal.

SHINGLES	Per sq
Standard galvanized	$10 25

Shipping weight, 90 lbs.

Standard painted	8 00

Shipping weight, 80 lbs.
Discount 7½%.
F.o.b. Toronto, Ottawa, Oshawa

SIDING METAL

Standard galvanized	$8 75
Standard painted	7 00

Discount 7½%.

F.o.b. Montreal, Toronto, Ottawa. Oshawa.

SOLDERING COPPERS
Base, 3-8 lbs., 64c lb. F.o.b. Toronto and Hamilton.

SOLDER, BAR
See Weekly Report.

STAPLES
See Wire Products.

STOVES

Oil Burning Cooking	Each
Perfection 2-burner	$12 75
Perfection 3-burner	$16 50
Perfection 4-burner	21 00
No. 22G oven for above stoves	5 00
McClary Glass Front Oven No. 70	4 25
Detroit Oven No. 85	4 50

F.o.b. Sarnia, London, Toronto. Ottawa

Oil Burning Heaters.	List
No. 525 (125), each	6 50
No. 530 (130), each	7 25
No. 630 (230), each	9 25

F.o.b. Toronto, Sarnia, London, Hamilton, Ottawa.
Discount 25% off list.

Success and Your Associates

ALWAYS associate with men who are earning more money than you are. Such is the advice given by a man whose name is known the world over for his own success and the business which he created. It is good advice of a certainty, but we are not urging that it is the best advice. At the same time it is wise to associate with better or bigger men than you are yourself, because you are likely to be lifted up to their levels.

Most of us would probably like to be the intimates of J. P. Morgan, or of John D, or of Charlie Schwab, or Canny Andrew. If we had a speaking acquaintance with John Wanamaker, or Lord Beaverbrook, or Lord Shaughnessy, and with other distinguished and successful men, we would take comfort from the fact.

And most of us would feel rather small and uncomfortable if we were placed beside President Woodrow Wilson at a dinner table, or beside Sir Robert Borden, Sir Herbert Holt or Sir Wm. Mackenzie. And the reason would probably be that we know so little of the knowledge that really counts. If these successful business men engaged us in conversation we would probably find ourselves knowing very little about the things that matter.

This will illustrate the point:

Here's a true story. A Toronto manufacturer found himself on a train going to Albany in company with a number of distinguished Americans about to attend the inaugural ceremonies of a State Governor. A washout led to a delay, and the Canadian was thrown into close association with senators and congressmen and prominent lawyers. They bantered the little Canadian about Canada. He had the pluck of a bigger man. He had been a constant reader of THE FINANCIAL POST, and had absorbed many facts about Canada. He surprised his American traveling companions with his positive, well-informed and wide knowledge of Canada. When the company reached Albany, the Canadian was persuaded to attend the ceremonies, and was introduced as the man who knew all about Canada. The Governor was interested in Canada, and said so, and the little Canadian found himself telling the story of Canada very ardently to a very attentive listener, much to the amusement of his friends who introduced him.

This man made a hit on that journey, and many friends. One of the company gave him a stock market tip worth a fortune.

The point of this story is: You, as a Canadian, can make yourself informed very fully and intelligently if you become a regular reader of THE FINANCIAL POST. You can make yourself a worthy companion and intimate of presidents and magnates. The world likes to listen to men who know something well, and who can talk interestingly and informingly on the subject of their study.

You can become worth listening to if you know your Canada well. And you can get the kind and amount of knowledge concerning Canada which will make you interesting to others if you will read THE FINANCIAL POST regularly each week.

IF you read THE FINANCIAL POST REGULARLY you will find yourself keeping company with the highest paid staff of editors engaged on any publication in Canada—trained men who know how to make others know what they know and learn.

You will find yourself living in a most interesting world—the great, throbbing world of business. You will have your thoughts tremendously stimulated and helpfully directed. You will find yourself becoming a fit table companion for big men — this because you will have knowledge of a quality that will keep you from shame.

What is it that keeps you and THE POST separated? It cannot be its subscription price of $3. Probably it is because you are not very well acquainted with this paper.

We are going to put it to you this way: If you have the desire to be worthy of association with big men, then prepare yourself for such association by reading THE POST, and to make acquaintance easy, we provide the coupon below. It offers you THE POST for four months for a dollar bill.

The MacLean Publishing Company, Limited,
143-153 University Avenue, Toronto.

Send $\frac{\text{me}}{\text{us}}$ THE FINANCIAL POST for four months for One Dollar. Money $\frac{\text{enclosed}}{\text{to be remitted}}$

(Signed) .....

H. M. .....

SPADES, SHOVELS AND SCOOPS

	1st Grade	2nd Grade	4th Grade
Plain Back Shovels and Spades....	50%	50%	50%
Draining Tools	50%	50%	....
Hollow Back Scoops	50%	....	50%
Sand Shovels	50%	....	50%
Hollow Back Shovels	50%	....	50%
Hollow Back Coal Shovels	50%	....	50%
Riveted Back Scoops	50%	50%	50%
Miners' Spring Point Shovels	50%	....	....

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List; Black List prices being as follows:

BLACK LIST PRICES

Plain Back Shovels and Spades..	$29.00	$28.00	$25.00
Draining Tools, No. 2, black	29.00	27.50	....
Hollow Back Scoops, No. 2, black.	34.50	....	32.00
Coal Shovels, Hollow Back, No. 2, black	32.00	....	30.00
Sand Shovels, No. 2, black	27.50	....	24.00
Hollow Back Shovels, No. 2, black	27.50	....	24.00
Riveted Back Scoops, No. 2 black	37.50	35.50	34.00
Miners' Spring Point Shovel, No. 2, black	36.50	....	....

NET EXTRAS—

For each size larger than No. 2, add 25c dozen net.
Full polished ....$1.00 per dozen net
Half polished .... 50c per dozen net

F.o.b. London, Hamilton, Toronto, Gananoque, Ottawa, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon.

Following are net prices on some of the standard lines: Shovels and spades, Black Cat, polished, $13.00; black, $12.00; Bull Dog, polished, $15.50; black, $14.50; No. 3 D.H.R.P., black, $14.75 per dozen.

Black Cat Scoops—Black are quoted as follows: No. 4, $17.75; No. 6, $18.25; No. 8, $18.75; No. 10, $19.25 per dozen.

SWEEPERS, CARPET .. Bissell's
American Queen, nic'd trim, ball bearing ....Doz. $39 00
Club, nic'd trim., "Cyco" bearing 82 00
Champion, nic'd trim 30 00
Champion, Jap'd trim 27 00
Elite, nic'd trim., B.B....... 41 00
Grand Rapids, nic'd trim., B. B. 36 00
Grand Rapids, Jap'd trim., B. B. 32 00
Parlor Queen, nic'd trim., B. B. 42 00
Princess. nic'd trim., B.B.... 37 00
Standard, nic'd trim 32 00
Standard, Jap'd trim 29 00
Universal, nic'd trim, "Cyco" bear 34 00
Universal, Jap'd trim., "Cyco" bear 30 00
F.o.b. Toronto, Hamilton, London,

SWEEPERS (VACUUM)
Grand Rapids, nic'd trim.... 81 00
Household, Jap'd trim...... 67 00
Superba, nic'd trim......... 96 00

SWEEPERS (ELECTRIC)
Steel frame 33 75
Aluminum frame 41 25
Attachments, set 7 50
F.o.b Toronto, Hamilton, London.

TACKS Discount
Wire Tacks ....60 and 10%
Revised Hardware Tack List adopted Jan. 1, 1916 ....60 and 15%
Double pointed tacks....60 10%
Shoe findings list adopted July 5, 1917—Net list.
List of Capped Goods adopted Jan. 1, 1916..60 and 15%
F.o.b. Toronto, Hamilton, Montreal, London.

TINNERS' TRIMMINGS
See prices under head of Wires.

TOASTERS, ELECTRIC
Upright, with rack $4 00

TOOLS, HARVEST
Waverly, Wellandvale, Rixford, Maple Leaf, Bedford, 25% discount.
Samson, 20% discount.
F.o.b. Montreal, Toronto, Hamilton, London.

TROUGH (EAVE)
O. G. Square bead and half round.

Size in girth		Per 100 ft.	
8 in.....	$ 6 90	15 in.....	$12 50
10 in.....	7 70	18 in.....	16 00
12 in.....	9 10		

Discount 10%.
F.o.b. Toronto, Oshawa. Ottawa

TRAPS (GAME) Doz. with chain
Victor, No. 1 .... 2 20
Jump, No. 1 .... 2 95
Hawley & Norton, No. 1.... 3 45
Newhouse, No. 1........... 4 70
F.o.b. Toronto, London, Hamilton, Montreal.

TWINE (BINDER) Per lb.
500 ft. $0 23½
550 ft. 0 25¼
600 ft. 0 26½
650 ft. 0 28
In 5-ton lots ¼c discount from above; 10 tons and upwards, ¼c discount. Freight paid on 300 lbs. and over to nearest station.
F.o.b. Montreal, Toronto, Brantford, Hamilton, London

TWINE (COTTON)
3-ply wrapping, lb...........69-72
4-ply, wrapping, lb...........73-76
F.o.b. Toronto, Hamilton, London.

WOOD TUBS
No. 0, per dozen $18 15
No. 1, per dozen 15 70
No. 2, per dozen 13 20
No. 3, per dozen 11 55
F.o.b. Newmarket

VALVES %
Ground work 50
Compression work, standard.. 52
High grade 45
Cushion work 46
Fuller work, standard 50
High grade 43
Basin cocks, No. 0 standard.. 46
High grade 46
Bath cocks 53
Flatway stop and waste cocks, standard 53
High grade 50
Roundway Stop and Waste Cocks, standard 53
High grade 50
Brass Steam Cocks, standard.. net
Radiator valves, standard.... 15
High grade 7½
Globe, angle and check valves, standard 10
Do., high grade 7½
Patent quick opening valves.. 35
F.o.b. Toronto

WARES, ETC.
Scotch Grey Ware, 50, 5%.
Colonial, 33 1-3%.
Imperial Ware, 33 1-3%.
Pearl, 33 1-3%.
Premier, 10%.
Canada Ware, 10%.
Diamond, 10%.
White Ware, 50%.
Japanned Ware, list plus 20%.
Japanned Ware, White, list, plus 30%.
Plain and Jap Sprinklers, list plus 20%.
Stamped Ware, plain, 50%.
Stamped Ware, retinned, 45%.
Copper Bottoms, list, plus 10%.
Tinners' Trimmings, plain, 50%.
Tinners' Trimmings, retinned, 45%.
Tinners' Trimmings, general, list plus 10%.
Factory Milk Cans, list plus 30%.
Milk Can Trimmings, list, plus 60%.
Cream Cans, list ,plus 25%.
Railroad Cans, list, plus 20%.
Pieced Tinware, C.B., list, plus 50%.
Sheet Iron Ware, list, plus 10%.
Pieced Ware, ordinary, list, plus 30%.
Fry Pans, 40 and 10%.
Spiders, steel, 25%; cast iron, 17½%.
Fire Shovels, list, plus 10%.
Steel Sinks, painted, list, plus 10%.
Steel Sinks, galvanized, list, plus 15%.
Light Galv. Pails and Tubs, list plus 20%.
Heavy Galv. Pails and Tubs, list, plus 10%.
Garbage Pails, list, plus 10%.
Jap. Coal Hods, list, plus 25%.
Galv. Coal Hods, list, plus 40%.
Paper Lined Boards, 40 and 5%.
Wood Lined Boards, 30 and 10%.
Stove and other Pipes, list, plus 60%.
Stove Pipe Thimbles, 50, 10%.
Copper Boilers, list, plus 10%.
Copper Tea Kettles, list, plus 10%.
Copper Tea Kettles, 3 doz. lots, list, plus 10%, less 10%.
Copper Tea and Coffee Pots, list, plus 10%.
Copper Tea and Coffee Pots, in 3 doz. lots, list, plus 10%, less 10%.
F.o.b. Montreal, Toronto, London, Hamilton.

WASHERS, IRON
Full box, 10% on list. Net prices per 100 lbs.: ¼ in., $21.80; 5-16 in., $18.50; ⅜ in., $16.30; 7-16 in., $13.55; ½ in., $13; 9-16 in., $12.15; ⅝ in., $11.70; 11-16 in., $11; 13-16 in., $11.70; 15-16, $11.70; 17-16 in., $11.70; 50 lbs. of one size, $2 per 100 lbs. less.
F.o.b. Montreal, Toronto, London

WEIGHTS, SASH

	Tor'to	Lond'n	Mont'l
Sectional, 1 lb. per 100 lbs...	$4 50	$4 25	$4 75
Section, ½ in. per 100 lbs...	4 50	4 50	4 75
Solid, 3 to 30 lbs. per cwt.	3 00	3 50	3 10

WHEELBARROWS
Navvy, steel wheel, doz..37.50-51.50
Garden steel wheel, doz.51.00-75.00
Light garden, doz. 37.00-54.00
F.o.b. Montreal. Toronto, London.

WIRE PRODUCTS
F.o.b. Toronto, London, Hamilton. Montreal

Cut Hay Baling Wire
Per 100 lbs.
No. 9 .... $6 60
No. 10 .... 6 65
No. 11 .... 6 70
No. 12 .... 6 85
No. 13 .... 6 95
No. 13½ 6 95
No. 14 .... 7 10
No. 15 .... 7 35

Stovepipe Wire
No. 18 .... 8 25
No. 19 .... 8 75

Hay Wire in Coils
No. 13 .... 6 80
No. 14 .... 6 90
No. 15 .... 7 05
No. 16 .... 7 20

Smooth Steel Wire.
Nos. 0-9 gauge, base 6 25
Extras over base sizes on smaller gauges are as follows:
No. 10, 6c extra; No. 11, 12c: No. 12, 30c; No. 13, 30c; No. 14, 40c: No. 15, 55c; No. 16, 70c extra.
Extra net per 100 lbs.—Oiled wire, 10c; spring wire, $2.50; bright, soft drawn, 15c; charcoal (extra quality), $1.25; packed in casks or cases, 15c; bagging and paperings, 10c; 50 and 100-lb. coils, in 25-lb. coils, 15c; in 5 and 10-lb. coils, 25c; in 1-lb. coils, 50c; in ½-lb. coils, 75c; in ¼-lb. coils, $1.

Fine Steel Wire
List Price on Fine Steel Wire

No. 17......	$5 00	No. 26....	$ 9 50
No. 18......	5 50	No. 27....	10 00
No. 19......	6 00	No. 28....	11 00
No. 20......	6 65	No. 29....	12 00
No. 21......	7 00	No. 30....	13 00
No. 22......	7 30	No. 31....	14 00
No. 23......	7 65	No. 32....	15 00
No. 24......	8 00	No. 33....	16 00
No. 25......	9 00	No. 34....	17 00

For prices of fine steel wire add 45% to above list.

Extra net
List of extras in 100-lb. lots, net.
Tinned wire, Nos. 17-25 .... $3 00
Nos. 26-31 .... 5 00
Nos. 32-34 .... 7 00
Coppered 0 75
Oiling 0 10
In 25-lb. bundles 0 15
In 5 and 10-lb. bundles.... 0 25
In 1-lb. hanks 0 25
In ½-lb. hanks 0 28
In ¼-lb. hanks 0 50
Packed in casks or cases.... 0 15
Bagging or papering......... 0 16

Oiled and Annealed Wire
No. 10 .... $6 45
No. 11 .... 6 47
No. 12 .... 6 55

Wire Bale Ties
No. 12 .... $ 75
No. 13 .... 6 85
No. 13½ 6 90
No. 14 .... 7 00
No. 15 .... 7 20
No. 16 .... 7 45

Fence Wire. Toronto
Barb $6.25
No. 9 pl. galv........... 5.35- 5.90
No. 12 pl. galv.......... 5.50- 6.00
No. 13 pl. galv.......... 6.00- 6.15
No. 9 coil sp............ 5.50- 5.90
No. 12 coil sp........... 5.80- 6.20
Quotations are at times made on wire at lower figures than the general market by jobbers having large stocks to dispose of.

Fence Staples
Fence staples, bright $5 50
Fence staples, galvanized.$6.25-6.50
In 25-lb. boxes add 25c extra

Poultry Netting Staples
Poultry netting staples, galvanized, list $12 00
Less discount of 12½%.
Bright poultry netting staples $1.10 less than galvanized after discount has been made.

Copper and Brass Wire
Copper wire list, plus.........10%
Brass wire, 3 to 24 gauge, add 40%
25 to 36 gauge, add 25%

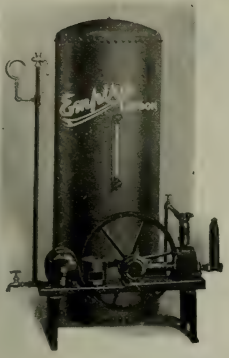
Wire Cloth
Black Fly Screen Cloth, per 100 sq. ft. in 100-ft. rolls...$3 50
In 50-ft. rolls 3 55
Galvanized, per 100 sq. ft. in 100 ft. rolls 5 50
Bronze, sq. ft. 0 14
F.o.b. Toronto, Hamilton, London.

Wire Goods
Discounts apply to list adopted Nov. 20, 1916.
Bright Screw Eyes Suits, A.B.C.M. 82½%
Bright Iron Gate Hooks and eyes 82½%
Bright square cornered screw hooks, and stove pipe eyes 82½%
Brass, screw eyes suits, A.B.C. 70%
Brass Screw Hooks 70%
Brass Gate Hooks and eyes 70%
F.o.b. Toronto, Montreal, London, Hamilton.

WRINGERS
Royal Can., 11 in., doz. list $84 72
Eze, 11 in., per doz. 91 80
Trojan, 12 inch 185 00
Favorite 511E 105 80
Unexcelled, 1041E 129 60
Easy Work 90 50
Challenge, 3111E 94 30
Gem, 141E 91 80
Sunlight, 111E 82 80
Ottawa, 341E 103 30
Empire, 11 in. 98 80
Superior, 11 in. 84 80
Majestic, 11 in. 88 00
Perfect, 11 in. 97 50
Bicycle, 11 in. 103 30
Daisy, No. 2 .... 114 72
Daisy, No. 1 .... 105 84
Maple Leaf No. 2 .... 103 20
Maple Leaf No. 1 .... 94 32
Sun 78 90
Rapid 82 80
Universal 63 00
Eureka, 10 in. 65 00
Eureka, 11 in. 71 00
Eclipse 97 70
Discount off above list, 40%.

Freight equalized on shipments of ¼ doz. and upwards on Montreal, Toronto, Kingston, Hamilton, London, St. Mary's.

For zinc products and zinc sheets See weekly report.



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There is big profit as well as opportunity for making new friends in furnishing Empire Water Supply Systems to homes not served by a municipal system. At very moderate cost water can be kept under pressure in kitchen, bathroom, barn or wherever desired. An Empire System can be readily installed by any plumber, is very simple in operation and seldom gets out of order. All parts are of high grade material and all workmanship of the best.

The modern rural home must have running water under pressure, and you're the man who should sell the system.

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Empire Manufacturing Company, Limited

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Our coppers are made from the finest grade of Lake Superior copper.

Insist on the "B-B" on every copper. Your jobber handles them in all sizes.

Brown-Boggs Co.

LIMITED

HAMILTON, CANADA

If interested, tear out this page and keep with letters to be answered.

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE
Colors and white—2½-lb. packages, $8 for 100 lbs.; 5-lb. packages, $7.80 for 100 lbs. F.o.b. Montreal, Toronto, London.

BEESWAX Per lb.
Small quantities $0 45
Larger quantities 0 40
F.o.b. Toronto.

BLUE STONE Montreal Toronto
Per lb. 13-14 14-16

BRONZING LIQUID
Bronzing liquid, No. 1.$1.50-$2.00
Banana oil, gal. 3.50- 7.00
F.o.b. Montreal, Toronto.

BRUSHES
Weighted, 15 lbs., each..$1.35 $2.00
Weighted, 20 lbs., each.. 1.60- 2.25
Acme, 15 lbs., each...... 1.75
Acme, 20 lbs., each...... 2.00
Acme, 25 lbs., each...... 2.35
F.o.b. Toronto.

COATING
Cement Coating $3 00 $3 75
F.o.b. Montreal, Toronto.

COLORS (DRY) Per lb.
Raw Umber, No. 1, 100-lb. kegs 0 07
Do., pure, 100-lb. kegs.... 0 15
Burnt Umber, No. 1, 100-lb. kegs 0 07
Do., pure, 100-lb. kegs.... 0 15
Raw Sienna, No. 1, 100-lb. kegs 0 07
Do., pure, 100-lb. kegs.... 0 15
Burnt Sienna, No. 1, 100-lb. kegs 0 07
Do., pure, 100-lb. kegs.... 0 15
Imp. green, 100 lb. kegs.... 0 23
Chrome green, pure 0 35
Chrome yellow 17-31
Brunswick green, 100 lb. k.. 0 12
Indian red, 100-lb. kegs.... 0 15
Indian red, No. 1, 100 lb. k.. 0 06
Venetian red, best bright... 0 04
Venetian red, No. 1 .... 0 02½
Drop black, pure dry....... 0 15
Golden ochre, 100 lb. kegs.. 0 06½
White ochre, 100 lb. kegs.. 0 04
White ochre, barrels 0 03
Yellow ochre, barrels 2½-3¼
Spruce ochre, 100-lb. kegs.. 4c-6c
Canadian red oxide, bbls....2 -2¼
Super magnetic red...... 2¼-2½c
Vermilion 0 40
English vermilion 2 50
F.o.b. Montreal, Toronto.

COLORS IN OIL, PURE
1 lb. tins—
Venetian red 0 15
Indian red 20-26
Chrome yellow, pure 45
Golden ochre, pure 22
French spruce ochre, pure.... 16-18
Chrome green, pure 18-26
French permanent green, pure 28
Signwriters' black, pure 25
Lampblack 0 24
Marine black, 5 lb. irons.... 0 17
F.o.b. Montreal, Toronto.

ENAMELS (White) Gal.
Duralite 6 15
Albagloss 6 05

GLUE Per lb.
Brantford All Round Glue—
Case No. 7—50-lb. pkgs......$28 00
Case No. 8—100 ½-lb. pkgs.. 31 00
Case No. 9—200 ¼-lb. pkgs.. 38 00
Discount.
French medal (prices withdrawn)
English common sheet....... 32-34
English prima 35-38
White pigsfoot 0 50
Cake bone, 112-lb. bags...... 0 35
Hide, 112-lb. bags 0 45
Gelatine, 112-lb. bags........ 45-60
Ground glues, 112-lb. bags, No. 1 28-30
Ground glue, No. 2, 112-lb. bags 22-24
Do., No. 2, less than bags.. 24

GLASS

Per 100 ft.	Single Thick	Double Thick
Under 25	$16 80	$22 90
26 to 34	17 60	24 85
35 to 40	18 35	26 40
41 to 50	23 50	30 00
51 to 60	24 60	30 80
61 to 70	26 50	32 70
71 to 80	29 70	35 40
81 to 85	....	45 45
86 to 90	....	48 85
91 to 94	....	49 80
95 to 100	....	58 55
101 to 105	....	65 35
106 to 110	....	73 10

F.o.b. Montreal. Discount 25% on box glass.
Discount from pane list 10%.

Ontario Prices.	B.S.	B.D
Up to 25	$16 80	$22 90
26 to 34	17 60	24 85
35 to 40	18 35	26 40
41 to 50	23 50	30 00
51 to 60	24 60	30 80
61 to 70	26 50	32 70
71 to 80	29 70	35 40
81 to 84	....	45 45
85 to 90	....	48 85
91 to 94	....	49 80
95 to 100	....	58 55
101 to 105	....	65 35
106 to 110	....	73 10

Discount box glass, 25%.
Cut lights, 10%. Cash 2%.
F.o.b. Toronto, London, Hamilton.

GLASS, PLATE
Discounts below apply to plate glass list.
Montreal city price, 10% off list; country, 5%.
Toronto, Hamilton, London, 20%.
For shipments of glass outside of Toronto, Hamilton or London, 10% discount from the list. Freight charges paid to destination, provided the gross list value of the glass is $75 or over. Under $75 in value, 10% discount from the list, f.o.b. Toronto. These prices apply to glass under 90 inches in height. Over 90 inches, then special flat car rates apply.

GLAZIERS' POINTS
Zinc coated, $1.56-$1.62 per doz. packages 6 lbs. gross.
Zinc, pure, prices withdrawn.
F.o.b. Montreal, Toronto.

LEAD, WHITE (Ground in oil.)
Prices are per 100 lbs. in ton lots. Less than ton lots are 35c per 100 lbs. higher than quoted below.

	Montreal	Toronto
Anchor, Pure	$16 00	$16 20
Crown Diamond	16 00	16 20
Crown Pure	16 00	16 20
Green Seal	16 00	16 20
Tiger Pure	16 00	16 20
Ramsay's Pure	16 00	16 20
Moore's Pure	16 00	16 20
O.P.W. Dec. Pure	16 00	16 20
Red Seal	16 00	16 20
Decorators' Pure	16 00	16 20
O.P.W. English	16 20	16 40
Elephant Genuine	16 60	16 70

B.B. Genuine Lead, less than tons, $17.95 Toronto; $17.20 Montreal. Ton lots 5% off; five-ton lots 10% off.

LEAD (RED DRY)

Genuine, 560-pound casks, per cwt.	$14 00	$14 50
Genuine, 100-pound kegs, per cwt.	14 75	15 50
Less quantity	16 00	17 00

F.o.b. Montreal, Toronto.

LEAD, ARSENATE OF

	Dry. Pound	Paste. Pound
Barrels, 600 lbs.	....	0 24½
Half bbls., 300 lbs.	....	0 24¾
100s	0 45	0 25
50s	0 45½	0 25½
25s	0 46	0 26
10s	0 47½	....
5s	0 49½	0 29½
2s	....	0 31
1s	0 52	0 32½

F.o.b. Toronto, Montreal and Hamilton

MURESCO
Tints, 5-lb. packages, per 100 lbs., $7.80; white, 5-lb. packages, $7.20.
F.o.b. Toronto.

LINSEED OIL
For prices see weekly report.

PAINTS, PREPARED
Price per gallon
Elephant, white 3 70
Elephant, colors 3 30
B.H. English, white 3 80
B.H. English, colors 3 55
Minerva, white 3 60
Minerva, colors 3 40
Crown Diamond, white 3 55
Crown Diamond, colors 3 30
B.H. Frescouette, white 3 30
B.H. Frescouette, colors 3 10
Moore's House Colors, white.. 3 50
Moore's House Colors, colors. 3 40
Moore's Egyptian Paint, all colors 2 75
Moore's Floor Paint 2 90
Moore's Sani-Flat 3 00
Jamieson's Crown Anchor.... 3 30
C.P.C. Pure, white 3 80
C.P.C. Pure, colors 3 55
O.P.W. Canada Brand, white 3 55
O.P.W. Canada Brand, colors 3 25
O.P.W. Canada Brand, floor. 2 80
O.P.W. Flat Wall, white 3 05
O.P.W. Flat Wall, colors.... 2 85
Ramsay's Pure, white 3 65
Ramsay's Pure, coors 3 35
Martin-Senour, 100%, white.. 3 80
Martin-Senour, 100%, colors. 3 55
Martin-Senour, Porch Paint.. 3 55
Martin-Senour, Neutone, white 3 35
Martin-Senour, neutone, col.. 3 10
Senour's Floor Paint 3 00
Sherwin-Williams, white 3 80
Sherwin-Williams, colors 3 55
Flat Tone, white 3 30
Flat Tone, colors 3 10
Lowe Bros. H.S., white...... 3 80
Lowe Bros. H.S., colors 3 55
Mellotone, white 3 35
Mellotone, colors 3 20
Sanitone, white 3 30
Maple Leaf, white 3 80
Maple Leaf, colors 3 55
Maple Leaf, floor 3 00
Maple Leaf, flat wall........ 3 10
Pearcy's Prepared, colors..... 2 75
Pearcy's Prepared, white..... 3 15
F.o.b. Montreal, Toronto.

PARIS GREEN

	C.P.	Berger's Per lb.
In barrels, about 600 lbs.	0 60¼	0 61
In arsenic wegs, 250		
In 50 lb. and 100 lb. drums	0 61¼	0 62
In 25 lb. drums	0 62¼	0 63
In 1 lb. packets, 100 lbs. in case	0 64¼	0 65
In ½ lb. packets, 100 lbs. in case	0 66¼	0 67
In 1 lb. tins, 100 lbs. in case	0 66¼	0 67

Above prices f.o.b. Montreal, Quebec, Moncton, St. John and Halifax. Toronto, Hamilton, London, Yarmouth and P.E.I. are ¼c per lb. higher. Terms one month net or 1% in 15 days.

PASTE WOOD FILLER
Pound
1 lb. cans 16-19
2 lb. cans 16-19
5 lb. cans 15-19
12½ lb. cans 14-15
25 lb. cans 14-15
F.o.b. Montreal, Toronto.

PUTTY

	Standard Less than tons Montreal	Toronto
Bulk, in casks	$4 35	$4 55
Bulk, 100-lb. drums	5 20	5.30-5.40
Bulk, 25-lb. drums	5 20	5 40
Bulk, 12½-lb. irons	5 20	5.45-5.65
Bladder, in bbls.	5 20	5.45-5.65

Ton lots standard are 20c per hundred pounds less.
Pure Putty, $2 cwt. advance.
London and Hamilton prices same as Toronto.

SHELLAC
Pure White, gal., $4.40-$4.50.
Pure Orange, gal., $4.15-$4.25.
Gum Shellac, TN, 70-74c lb.; finest orange, 83-86c; bone dry white, 80-83c.
F.o.b. Toronto, London.

PAINT AND VARNISH REMOVER
Taxite, 1 gal. cans........... 3 00
B.H. Vanisher $2 75
Cumoff 3 00
Takof 3 25
O.P.W. Presto 3 00
Lingerwett 2 80-3 25
Solvo 3 00
F.o.b. Montreal, Toronto.

TURPENTINE
See weekly report elsewhere in this issue for prices.

SLATING Gal.
Liquid Slating, B.B..........$2 20

VARNISHES Per gal. cans
No. 1 Furniture, extra, barrels, $1.10-$1.21 gal.; gal. tins ....$1.32-$1.45
B.H. Stovepipe Varnish, ½ pints, per dozen 1 54
Depend-on, list 3 25
B.H. Maritime Spar, list.... 7 90
Everlastic, Depend-on and Maritime Spar subject to discount of 40%.
Elastilite 2 90
Granitine 2 90
Hydrox Spar 3 65
Sun Varnish 2 64
Sun Spar 4 59
Sun Waterproof Floor 3 02
Jasperite Interior and Exterior 2 65
Jasperite Pale Hard Oil ... 1 90
Jasperite Indestructo Floor Finish 2 65
Jamieson's Copaline 3 02
M-S Marble-Ite Floor 3 29
M-S Wood-Var 3 29
M-S Double Spar 4 57
M-S Finest Interior 3 86
Elastic Interior 2 64
Mar-not 3 52
Quick Action House 2 47
Rexspar 4 62
Sear-Not 3 34
Kyanize Spar 4 95
Kyanize Cabinet Rubbing .. 3 85
Kyanize Interior 3 85
Luxeberry light 3 80
Luxeberry granite 3 52
Luxeberry spar 4 95
Ramsay's Universal 2 64
F.o.b. Montreal, Toronto.

WATER PAINTS
Opalite, 300 lb. bbls....... 0 13½
Opalite, 100 lb. kegs....... 0 14
1 gal. packages, per pkg... 0 75
½ gal. package, per pkg... 0 40
Coralite, 5-lb. pkgs., white 0 05½
Coralite, 5-lb. pkgs., colors 0 06
B.H. Frescota, 5 lbs. white, $6.50; colors 7 00
F.o.b. Montreal, Toronto.

WASTE
Extra Quality XXX........$0 20
XX Quality 0 18
X quality 0 17
F.o.b. Toronto

WHITE WIPING
XXX Extra 0 21
X Grand 0 19½
XLCR 0 18½
X Empire 0 17½
X Press 0 16

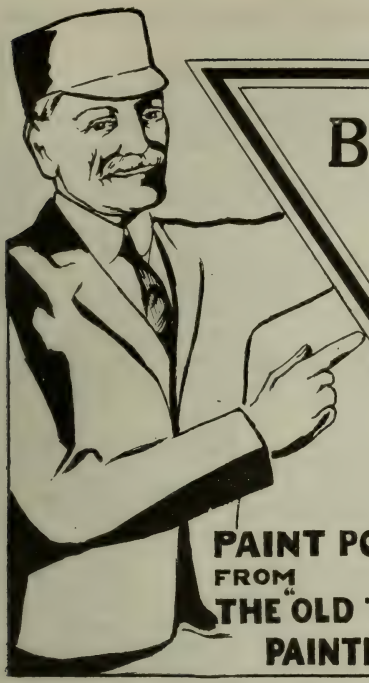
WASTE, COLORED WIPING
Quality I 0 15
Quality IA 0 13
Quality IB 0 11
No. 5 .... 0 16
No. 7 .... 0 14
Japanese 0 15

WIPING WASTE, COLORED
Fancy 16½
Lion 15
Standard 13½
Popular 12
Keen 10½
This line subject to trade discount for quantity.

WAX Per lb.
C. & B. Floor Wax $0 35
B.H. Wax 0 35
Ronuk Floor Wax, lb. 0 38
Berry Bros. 0 34
Imperial Floor Wax 0 30
Anchor 0 33
O.P.W. Lion Brand 0 35
Old English 0 45-0 55
Johnsons 0 45-0 55
Jamieson's liquid wax, gal... 2 75
Gold Medal 0 42
Ramsay's 0 30
S. & W. 0 40
F.o.b. Montreal and Toronto.

WHITING
Plain, in bbls. $2 50
Gilders, bolted, in bbls....... 3 00
F.o.b. Montreal, Toronto, London.

WOOD ALCOHOL per gal.
In five gallons..........$1.80-$1.90
In barrels ....- 1.70
$4 extra for barrels
F.o.b Montreal, Toronto, London.



Better Business

requires

Best Paint

means

More Value More Economy

which brings to mind

Maple Leaf Paint

"Service not price determines its value"

MAPLE LEAF
FINISHES THAT ENDURE
M L
QUALITY

PAINT POINTERS FROM "THE OLD TIME PAINTER"

RED **S** BRAND WINDOW GLASS

GLASS BENDERS TO THE TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

DON ROADWAY TORONTO

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863
Twelve Medals of Award at INTERNATIONAL Expositions.

INCORPORATED 1895
Special Grand Prize
GOLD MEDAL
Atlanta, 1895.

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY - - - - PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, $11.00.

Shot, soft, per cwt., $17.20; chilled, $18.70; buckshot, $18.00; ball, $18.40.

Dominion Metallics—B.B. Caps, $2.80; C.B. Caps, $3.50; 22 Short Black or Lesmok, $4; 22 Long Black or Lesmok, $4.80; 22 Short Smokeless, $4.30; 22 Long Smokeless, $6; 22 Long Rifle Black, $5.60; 22 Long Rifle Smokeless, $7 per M. net. Center Fire Pistol, 22%; Center Fire Sporting, 25% off American list.

American Metallics—B.B. Caps, $3.06; C.B. Caps, $3.85; 22 Short Black, $4.35; 22 Long Black, $5.25; 22 Long Rifle Black, $7.70; 22 Short Smokeless, $4.69; 22 Long Smokeless, $6.55; 22 Long Rifle Smoke, $7.65 per M. net. Center Fire Pistol, 10% on list; Center Fire Sporting, 10% on list.

Loaded Shells—Crown Black Powder, 12 ga., $31; Sovereign Smokeless, 12 ga., $38; Regal Smokeless, 12 ga., $38; Nitro Club Smokeless, 12 ga., $41; Canuck Smokeless, 12 ga., $41 per M. net. Empty Paper Shot Shells, $14 per M.; Empty Brass Shot Shells, $6.65 per 100.

ANVILS

Peter Wright, 80 lbs. and up, 24c per lb.; clip horn, 25c lb.

Norris, 80 lbs. and over, 16c.

AXES

Singl Bit	$14 50	$18 00
Double Bit	16 50	19 50
Broad axes	32 00	35 00

AUGER BITS

Standard List Prices per Dozen

3/16	$6 00	18/16	$12 00
4	5 00	19	14 00
5	5 00	20	14 00
6	5 00	21	16 00
7	5 00	22	16 00
8	5 00	23	18 00
9	6 00	24	18 00
10	6 00	25	21 00
11	7 00	26	21 00
12	7 00	27	24 00
13	8 25	28	24 00
14	8 25	29	27 00
15	9 50	30	27 00
16	9 50	31	30 00
17	12 00	32	30 00

Discounts from standard list prices

Irwin	20%
Gilmour	50%

BARS, CROW. $9.25 per 100 lbs.

BAR IRON

Bar iron, 3-16, ¼, 5-16 in., $8.05 base; other sizes, $5.60 base; Swedish iron, $5.25; sleigh shoe steel, $5.80; spring steel, $6.50; machinery steel, $7.50; tool steel, octagon, 100 lbs., $18.

BELTING

Rubber, 6 in. and under, 25-2½%; over 6 in., 20%.

Agricultural or No. 1 leather belting, 47½% off list.

Standard, 30, 10 and 5% off list.

The "double" list is just twice the price of "single."

BELT LACING

In sides, tanned, $1.55 per lb.; cut, $1.75 per lb.; rawhide, sides, $1.50; cut, $1.70.

Blue Stone (Vitrol), 12c lb.

BOARDS—Wash

	Doz.
Improved Globe	$4 00
Diamond King, Glass	4 75
Western King, Enamel	4 75

BOLTS

Carriage, ⅜ and smaller, 5%; 7-16 and larger, 5% on list; machine, ⅜ and under, 5%; 7-16 and over, 5% on list; machine set screws, 25%; plough bolts, 5% on list; stove bolts, 50%; shaft bolts, 5% on list; tire bolts, 25%; sleigh shoe bolts to ⅜ and smaller, 5% on list; 7-16 and up, 5% on list.

BORAX. Borax, per lb., 14c.

BUILDING PAPER

Tarred, $1.10 to $1.60 per roll, according to quality; plain, 80c to $1.45.

BUTTS

Plated—No. 241 Antique Copper and Dull Brass Finish

	Per pr.
2½ x 2½ in.	35
3 x 3 in.	37
3½ x 3½ in.	35
4 x 4 in.	47
4½ x 4½ in.	68
5 x 5 in.	80

Wrought Steel—

No. 840	Net list
No. 800	5% on list
No. 838	Net list
No. 804	5% off list

CHAIN

Coil, 3-16 in., $18.50; ¼, $13.65; 5-16 in., $12.20; ⅜, $11; 7-16, $10.70; ½, $10.40; 9-16, $10.40; ⅝, $10.25; ¾, $10.15; 1 in., $9.90. Logging, 5-16 in., 14c; ⅜, $12.80; ½, $12.20; tie-out, 47½%.

CHURNS

Barrel, No. 0, $7.20; No. 1, $7.20; No. 2, $8; No. 3, $8.80; No. 4, $10.40 each.

CLEVISES, MALL. 15c per lb.

CLOCKS—Alarm

	Each
Big Ben	$2 90
Baby Ben	2 90
America	1 25
Lookout	1 50
Sleepmeter	1 65

COPPER

Sheet and planished copper, 75c per lb. Tinned, 60c.

CORD SASH

	Coils or Hanks
8, 9, 10	66c lb.

DRILLS

Bit stock, 35%; Blacksmith, ½ in. round shank, 20%.

EAVETROUGH

Eavetrough, per 100 ft., 8 in., $6.50; 10 in., $7.20; 12 in., $8.45.
Conductor pipe, 2 in., per 100 ft., $7.55; 3 in., $9.15; 4 in., $12.05.

ENAMELWARE
See Wares.

FILES

Globe	Discount 45%
Nicholson Gen.	Discount 35%

FITTINGS

Malleable	Black	Galv.
Class B	$ 26	$ 36½
Class C	17	26
Bushings	25%	..
Unions	35%	..
Nipples 4" and under	45%	..

FORMALDEHYDE
400-lb. bbls., 29c lb.; 200-lb. barrels, 30c lb.; 100-lb. barrels, 31c lb.; 10-lb. jugs, $3.40 each; 5-lb. jugs, $1.90 each; 2-lb. jugs, 90c each.

GALVANIZED WARE
See Wares.

GLASS, WINDOW

	Single	Double
Up to 25 in.	$12 00	$17 50
26 to 40	13 25	20 00
41 to 50	16 75	23 00
51 to 60	17 50	23 50
61 to 70	18 75	25 00

GLASS (Plate)

Net list.

GLOBES—LANTERN

	Doz.
Short Pattern	$1 10
Cold Blast, regular	1 00

GRINDSTONES

Per 100 lbs., $2.50.
Mounted on steel frames, $5 to $6.75.

HARVEST TOOLS. 25%.

HINGES

Light T and strap, 10%.

Corrugated Strap Hinges — 4, $1.70; 5, $$2.10; 6, $2.85; 8, $4.60; 10, $7; 12, $10.75.

Corrugated Tee Hinges—4, $1.90; 5, $2.55; 6, $3.25; 8, $5.65; 10, $8.75; 12, $12.40.

HORSESHOES

Iron, No. 0 to 1, $7.25; No. 2 and larger, $7; snowshoes, No. 0 to No. 1, $7.50; No. 2 and larger, $7.25; steel, No. 0 to 1, $7.70; No. 2 and larger, $7.45; featherweight, $8.85.

IRON BAND

1½ in., $6.30; 1¼ in., $6.30; in., $6.40.

IRON, GALVANIZED

	Premier	Apollo and "Fleur de Lis"
10¾ oz. or 28 Eng.	$11 20	$11 20
28 Am. or 26 Eng.	10 90	10 90
26 Am. or 26 spec.	10 60	10 60
24	10 45	10 45
22	10 45	10 45
18 and 20	10 30	10 30
16 Am.	10 20	10 20

IRONS, SAD

Common Sad Irons, 8 lbs., 11c per lb.; 4 lbs., 14c per lb.

Mrs. Pott's No. 55, set	$1 95
Mrs. Pott's No. 50, set	2 05

Mrs. Pott's common sad iron handles, $1.30 dozen. Mrs. Pott's improved, $2 a dozen.

JACKSCREWS

10% off list.

KNIVES—HAY

	Doz.
Heath's	$12 50
Lightning	12 50

LAMP CHIMNEYS

A, per case 8 doz., $7.80 per doz., $1.05; B, per case 6 doz., $6.50; per doz., $1.15.

LANTERNS

No. 2, plain	$13 00
No. 25, Dash-board	17 50
Short Globe, doz.	13 00

LEAD PIPE, $14.40.

LEAD WASTE, $15.40.

LATCHES—THUMB, STEEL

	Doz.
2	$2 00
3	2 70
4	4 75
Barn Door	
5	2 70
8	2 90
9	5 00

LINSEED OIL

See weekly report.

MACHINES—WASHING

	Each
Dowswell	$ 5 00
New Century B	10 15
New Idea	11 35
Snowball	9 00

MATTOCKS

Pick, $11; cutter, $11.

MOPS

	Doz.
O'Cedar Polish, No. 1	$12 00
O'Cedar Polish, No. 3	12 00
Self-Wringing	4 75

MOWERS—LAWN

	14 in.	16 in.
Woodyatt	$7 75	$8 25
Empress	10 00	10 60
Daisy	6 15	.....
Star	7 00	7 50

NAILS

Wire, f.o.b. Fort William, $5.60 base; Winnipeg, $6 base. Cut f.o.b. Winnipeg, $6.55.

NETTING—POULTRY

Net Prices Per Roll

1 in. mesh x	24 in.	$5 95
	30 in.	7 20
	36 in.	8 50
2 in. mesh x	24 in.	2 90
	30 in.	3 40
	36 in.	4 05
	48 in.	5 25
	60 in.	6 55
	72 in.	7 80

NETTING. Poultry, 15%.

Banner Netting, 24 in., $4.15; 36 in., $5.30; 48 in., $6.25; 60 in., $7.40; 72 in., $8.40.

NUTS

Square, small lots, blank, 4½c tapped, 4¾c advance on list; Hexagon, small lots, blank, 4¾c; Tapped, 5c advance on list; case lots all styles, 1c less than above.

OILS

"Buffolite," 22½c; Ideal Thresher, 47c; "B" Castor machine oil, 38c; Buffalo engine gasoline, 35½c; Buffalo "A" gas engine oil, 50c; Royal gasoline, 35c; Family safety coal oil, 23½c; "Engoline" engine coil oil, 19½c; Summer black oil, 22½c; Kelso engine oil, 47c; Electro oil, 45c; Royalite oil, 19c; Standard gas engine oil, 46c; Prairie Harvester oil, 46c.

PAINTS

Stephens' Out White, $3.70; Stephens' House, $3.45; Stephens' Floor, $2.90; Silkstone, $2.90; Stephens' Barn Paint, $1.70.

DRY COLORS

Yellow ochre, in bbl. lots, 3c; less than barrel lots, 4c; golden ochre, barrels, 4c less; than barrels, 5c; Venetian red, barrels, $2.50; less than barrels, $3.50; American vermillion, 20c; English vermillion, $3 per lb.; Canadian metallic oxides, barrel lots, 3½c; English purple oxide, in casks, 3½c; less quantities, 4c per lb. Red lead, kegs, $19; less quantities, 20c.

PICKS, Clay, 6-7, $10.40 per doz.

POLISH—

O-Cedar—	Doz.
4 oz.	$2 00
12 oz.	4 00
1 quart	10 00
½ gal.	16 00
1 gal.	24 00
Liquid Veneer—	
4 oz.	2 00
12 oz.	4 00
1 quart	8 40
½ gal.	14 40

(Continued on second page.)

What will Spring mean to *your* Paint Sales

?

To Stephens' Agents everywhere each succeeding Spring means a greater paint turnover than ever before.

That's the way Stephens' Paints benefit the dealer—the good effect of supplying these paints that live up to their guarantee is cumulative.

Stephens

Year after year sales increase in volume. Customers perfectly satisfied the previous season come again to ask for Stephens' Paints. They're settled on the paint question—perfectly assured by experience that Stephens' Paints are every whit as perfect as they're guaranteed to be.

If you are not satisfied with your paint prospects for this Spring, if you feel that your increase will not be as great as you deserve, get in touch with us without delay. Let us explain our proposition and tell you what it is doing for other Dealers.

G. F. STEPHENS & CO., LIMITED

PAINT AND VARNISH MAKERS

WINNIPEG AND CALGARY

If interested, tear out this page and keep with letters to be answered.

Winnipeg Hardware Quotations—Continued

PIPE, WROUGHT IRON

Per 100 Ft.	Black	Galv.
¼ inch	$ 6 08	$ 8 42
⅜ inch	6 16	8 50
½ inch	7 83	9 63
¾ inch	9 95	12 38
1 inch	14 67	18 27
1¼ inch	19 88	24 75
1½ inch	23 76	29 57
2 inch	32 04	39 78
2½ inch	51 30	63 59
3 inch	67 05	83 16
3½ inch	84 92	.....
4 inch	100 62	.....
4½ inch	116 10	.....
5 inch	135 00	.....
6 inch	174 60	.....

PLASTER. Paris, per bbl., $4.50.

PLATES, CANADA

18x21 per box, half polish, $10.25; full polished, $11.75; 18x24, half polished, $10.25; full polished, $11.75; 20x28, half polished, $10.25; full polished, $11.75.

PLOW SHARES, 21c per lb.

POINTS

Landslide plow, 1½x14 in., $3 55 per dozen.

PUTTY

100-lb. irons	$5 50
25-lb. irons, per cwt.	5 80
1½-lb. tins	0 10

RIVETS AND BURRS

Iron rivets, 10%; copper, No. 7, 65c lb.; No. 8, 66c; No. 9, 69c; No. 10, 71c; No. 12, 76c.

Five-lb. assorted boxes, No. 8, 74c; No. 10, 79c lb.

Copper Burrs, No. 7, 65c; No. 8, 66c; No. 9, 69c; No. 10, 71c; No. 12, 76c.

ROPE

Sisal, 27½c base; pure Manila, 38½c base; British Manila, 32½c base; lath yarn, 27½c base; African hemp, 32½c base; cotton rope, ¼ and over, 60c lb.

Tarred Marline Hanks, per lb., 50c.

SANDPAPER—

Star—	Quire	Ream
00, 0, ½	$0 38	$ 7 20
1	0 39	7 50
1½	0 43	8 10
2	0 46	8 70
2½	0 49	9 30
3	0 57	10 80
B. & A.—		
00, 0, ½	0 45	8 50
1	0 47	9 00
1½	0 50	9 60
2	0 55	10 50
2½	0 60	11 00
3	0 67	12 75

SASH BALANCES (Caldwell). Net list.

SAWS, BUCK

Happy Medium, $10.00; Watch Spring, $10.40; Lance Tooth or Lightning Blades, $10.90.

SCREWS

Bright iron round head, 60%; flat head, 65%; round head, brass, 25%; flat head, brass, 30%; coach, 20%.

SCYTHES—

	Doz.
Bramble	$13 25
Bush	13 25
Excelsior	14 50
Cast	12 50

SNATHS—

No. 2 loop	11 50
Bush	13 00

SWEEPERS, Carpet—

	Each
Bissell's Grand Rapids, jap'd.	$2 85
Bissell's Grand Rapids, nick.	3 20
Bissell's Vacuum "Superba"	8 25

STEEL SHEETS, BLACK

10 gauge	$8 50
12 gauge	8 50
14 gauge	8 40
16 gauge	8 50
18-20 gauge	8 80
22-24 gauge	8 85
26 gauge	8 90
28 gauge	9 00

SHOVELS AND SPADES

Shovels—Fox and Olds, D.H., Sqr. Pt., $12.40 per doz.; D.H. Rd. Pt., $12.40 per doz.; L.H. Sqr. Pt., $12.40; L.H. Rd. Pt., $12.40; Bulldog and Jones, D.H., Rd. Pt., $13.30; D.H. Sqr. Pt., $13.30; L.H., Rd. Pt., $13.30; L.H., Sqr. Pt., $13.30; L.H., Rd. Pt., $13.30. Black Cat and Crescent Scoops—No. 4, $15.80 doz.; No. 6, $16.80; No. 8, $17.80; No. 0, $18.80; Moose & Jones Scoops, No. 4, $16.90; No. 6, $17.80; No. 8, $18.70; No. 10, $19.60.

SOLDER. Per pound, 54 to 55c.

SPIKES

Pressed, ¼ in., $8.30; 5-16, $7.95; ⅜, $7.75; ½, $7.55.

STAPLES

Bright wire, per cwt., $5.85 at Fort William, $6.25 Winnipeg; galvanized staples, $6.65 Fort William, $7.05, Winnipeg.

STEEL

Sleighshoe, $5.80 base per cwt.; plow, common, $6.50; crucible plow, $7.50; angle, $5.35; harrow, $5.50 base; cast, octagon tool steel, 18c base; square tool, 18c base; spring, $7.50; machine, $8.00 base; tire, $5.60. Mild, 3-16, ¼, 5-16, $8.05 base; other sizes, $5.30 base.

STEEL HOOPS

½ in., $9.75; ⅜ in., $9.50; ¾ in., $8.75; ⅞ in., $8.50; 1 in., $8.50; 1¼ in., $8.50; 1½ in., $8.

STEEL SQUARES

5% on list.

TACKS. Carpet, 65% list

TIES. Cow, 5%.

TIN AND TERNE PLATE

20 x 28 I.C.	$30 00
20 x 28 I.X.	32 00
20 x 33 I.C.	35 40
20 x 33 I.X.	37 45
Terne plates	24 00

TRAPS, GAME— Doz.

	Victor	H.& N.	Jump
No. 0	$1 80	....	....
No. 1	2 12	$3 25	$2 75
No. 1½	3 17	4 88	4 12
No. 2	4 44	6 83	6 05
No. 3	5 90	9 10	8 05

TUBS—

	Wood	Fibre
No. 0	$18 30	$20 95
No. 1	15 65	18 00
No. 2	13 20	14 90
No. 3	11 45	12 70

TURPENTINE

See weekly report.

TWINE (WRAPPING)

	Lb.
Cotton, 4-ply	0 67
Cotton, 3-ply	$0 63

Dozen

VARNISHES

Stephens Luminette, gal.	$2 20
Stephens Exalite, gal.	3 00

WARES, ETC.

Scotch Grey, 40, 12½% discount.

Colonial, Imperial, Pearl, 20, 7½% discount.

Premier, Canada, Diamond, 2½% discount.

Whiteware, 40, 10% discount.

Japanned Ware, list, plus 30%.

Japanned Ware, white, list, plus 40%.

Japanned Sprinklers, list, plus 30%.

Stamped Ware, plain, 40, 10% discount.

Stamped Ware, ret'd, 40% discount.

Pieced Tinware, ordinary, list, plus 40%.

Pieced Tinware, copper bottoms, list, plus 60%.

Sheet Iron Ware, list, plus 20%.

Light Galv'd Pails and Tubs, list, plus 27½%.

Heavy Galv'd Pails and Tubs, 17½% discount.

Jap. Coal Hods, list, plus 35%.

Galv'd Coal Hods, list, plus 50%.

WASHERS

Iron, small lots, 15% on list + 75c; full boxes, iron, 10% on list + 75c.

WHITE LEAD

Decorators' pure, ton lots, $16.65; less than ton lots, $17.00.

WIRE, BARB

Lyman, 4-point, $4.95 f.o.b. Fort William, $5.25 Winnipeg; Glidden Cattle, 2-pt., $4.80 Fort William, $5.10 Winnipeg; Baker 2-pt., $4.75 Ft. William, $5.05 Winnipeg; plain twist, cwt., Ft. William, $4.95; Winnipeg, $5.25 spool; plain galvanized, Ft. William, No. 9, $5.65; No. 12, $5.85; Winnipeg, No. 9, $6.05; No. 12, $6.25; coil spring, Ft. William, No. 9, $5.70; No. 12, $5.95; Winnipeg, No. 9, $6.10; No. 12, $6.35.

Patented screen in 100-ft. rolls, $3 per hundred sq. ft.; in 50-ft rolls, $3.10 per 100 sq. ft.

WIRE, PLAIN

Bale ties, 14 gauge, single loop, $7.65 Winnipeg; $7.25 Ft. William.

Brass snare wire, per lb., 80c

WIRE ANNEALED

No. 9, $7.20; 10, $7.25; 12, $7.40; 14, $7.60; 15, $7.75; 16, $7.90 per 100 lbs.

WRENCHES (NUT)—

Agricultural—	Doz.
6 in.	$ 6 00
8 in.	7 20
10 in.	8 40
12 in.	10 80
15 in.	14 40
Perfect Handle—	
6 in.	13 00
8 in.	15 60
10 in.	18 20
12 in.	23 40
15 in.	31 20
18 in.	41 60

WRENCHES (PIPE)—

Stillson—	Each
6 in.	$1 00
8 in.	1 13
10 in.	1 25
14 in.	1 75
18 in.	2 50
24 in.	3 60
36 in.	6 75
Trimo—	
10 in.	$1 45
14 in.	2 00
18 in.	2 90
24 in.	4 15

Dozen

Always Ready—	Black	N.P.
No. 1	$4 20	$4 50
No. 2	5 75	6 00

WRINGERS

Royal Canadian, $51,90 per doz.; Eze, $56.10 per doz.; Bicycle, $62 per doz.; Ajax, $125.00 doz.

In our new Auto Accessory Department

we will carry in stock always, ready to ship same day order is received these and other similar lines:-

Automobile Fuses
Canoe and Bicycle Lamps
Dash and Trouble Lamps
Dome Lamps
Electrical Instruments
Head, Side and Tail Lights
Battery Gauges
Lamps, Sockets, Auto and Motor Boat
Lighting Outfits
Lighting and Dimming Switches
Searchlights, Auto and Motor Boat
Spark Coils, Auto and Marine Types
Spark Plug Wires
Transformer Coils and Switches
Wires and Cables
Reflex Spark Plugs
Bumpers
Auto Locks
Hydrometer Syringes
Jacks and Towing Tracks
Samson Horns
Warner Lens and Holophone
K.W. Coils
Lenses
Mirrors
Tool Sets
Tire Chains
Pyrene Fire Extinguishers
Tire Pumps
Ford Parts
Searchlights

Distributors of Laco, Tungsten and Nitro Lamps

Great West Electric Co. Limited Winnipeg

MADE IN CANADA

BUFFALO OILS

These are a few of our most staple lines, so well and favorably known throughout Western Canada, and are sold only through reliable merchants.

HARNESS OIL
NEATSFOOT OIL

Special Cylinder Oil (for steam engines).
A Gas Engine Oil (for gasoline engines).
Tractorlene Oil (for oil burning engines).
Ideal Thresher's Machines Oil (for general use).
Automobile Oil and Transmission Greases.

PRAIRIE CITY OIL COMPANY, LIMITED, WINNIPEG

Consult Hardware and Metal Buyers' Guide

If what you want isn't advertised in this issue, consult our Buyers' Directory. If it isn't listed in our Directory, write us and we will give you the information.

If interested, tear out this page and keep with letters to be answered.

THE BUYERS' GUIDE

If what you want is not here, write us, and we will tell you where to get it. Let us suggest that you consult also the advertisers' index facing the inside back cover, after having secured advertisers' names from this directory. The information you may desire may be found in the advertising pages. This department is maintained for the benefit and convenience of our readers. The insertion of advertisers' headings is gladly undertaken, but does not become part of any advertising contract.

Abrasives
The Carborundum Co., Niagara Falls, N.Y.
Canadian B. K. Morton Co., Montreal.

Aluminum
British Aluminum Co., Toronto.
Canada Metal Co., Toronto.
A. C. Leslie & Co., Montreal.
Louis McLain Co., Ltd., Winnipeg, Man.

Aluminum Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.
Louis McLain Co., Ltd., Winnipeg, Man.
Ware Mfg. Co., Oakville, Ont.

Ammunition
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Dominion Cartridge Co., Montreal.
Lewis Bros., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.

Auto Accessories
Adamson Mfg. Co., Hamilton, Ont.
Boston Varnish Co., Everett Station, Boston, Mass.
Canadian Carbon Co., Toronto.
Canada Cycle & Motor Co., Ltd., Weston, Ont.
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Cannon Oiler Co., Keithsburg, Ill.
The Carborundum Co., Niagara Falls, N.Y.
Canada Dry Cells, Ltd., Winnipeg.
Cummgs Bros., Flint, Mich.
Cushman Motor Works, Ltd., Winnipeg, Man.
Great West Electric Co., Ltd., Winnipeg, Man.
Geo. W. Griffiths & Son., Stratford, Ont.
Hyslop Bros., Toronto.
C. Kloepper, Limited, Toronto, Ont.
Leeks & Potts, Hamilton, Ont.
Line, Hansen & Kimball Co., Moose Jaw, Sask.
Metal Specialties Mfg. Co., Chicago, Ill.
Frank Mossberg Co., Attleboro, Mass.
McKinnon Chain Co., St. Catharines.
New Era Spring Specialty Co., Grand Rapids, Mich.
Northern Electric Co., Ltd., Montreal.
Will B. Lane, Chicago, Ill.
Reeder Weeks Mfg. Co., Hamilton, Ont.
Rock Island Mfg. Co., Chicago, Ill.
C. A. Shaler Co., Waupun, Wis.
Thermoid Rubber Co., Trenton, N.J.
Samuel Trees & Co., Toronto.
Trimont Mfg. Co., Roxbury, Mass.
Wilkinson & Kompass, Hamilton.
Kinsinger, Bruce & Co., Niagara Falls, Ont.
Uneeda Ford Demountable Wheel Co., Toronto.
Vernald Mfg. Co., North East, Pa.

Axes
Thos. Birkett & Son Co., Ltd., Ottawa.
Canada Foundries & Forgings, Brockville.
Can. Warren Axe and Tool Co., St. Catharines.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.

Babbitt Metal
Thos. Birkett & Son Co., Ltd., Ottawa.
Can. B. K. Morton Co., Montreal.
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal.
Hoyt Metal Co., Toronto.
Owl Metal Co., Ltd., Winnipeg.
Lewis Bros., Ltd., Montreal.
Tallman Brass & Metal Co., Hamilton.

Barrel Liners
J. N. Warminton & Co., Montreal, Que.

Basins, China and Enamelled Iron
Empire Mfg. Co., London, Ont.

Batteries, Dry
Canadian National Carbon Co., Toronto.
Canada Dry Cells, Ltd., Winnipeg.
Great West Electric Co., Ltd., Winnipeg, Man.
Canadian General Electric Co., Toronto.
Dominion Battery Co., Ltd., Toronto, Ont.
Northern Electric Mfg. Co., Montreal.

Baths, Enamelled and Copper
Canada Metal Co., Toronto.
Empire Mfg. Co., London, Ont.

Bath Room Fixtures
Empire Mfg. Co., London, Ont.
Kinsinger, Bruce & Co., Ltd., Niagara Falls, Ont.
Newell Mfg. Co., Prescott, Ont.

Bends, Brass, Iron and Lead
Empire Mfg. Co., London, Ont.
Jas. Morrison Brass Mfg. Co., Toronto.

Bibbs, Basin and Bath Cocks, Compression
Empire Mfg. Co., London, Ont.
Jas. Morrison Brass Mfg. To., Toronto.
United Brassfounders, Ltd., Manchester, Eng.

Bibbs, Basin and Bath Cocks, Fuller
Empire Mfg. Co., London, Ont.
Jas. Morrison Brass Mfg. To., Toronto.
United Brassfounders, Ltd., Manchester, Eng.

Brass Goods
Stratford Brass Co., Ltd., Stratford, Ont.

Brass Castings and Goods
Booth-Coulter Co., Toronto.
Canada Metal Co., Toronto.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Empire Mfg. Co., London, Ont.
Jas. Morrison Mfg. Co., Toronto.
Tallman Brass & Metal Co., Hamilton.
United Brass Founders, Ltd., Manchester, Eng.
Williams Bros. & Piggott, Ltd., Birmingham, Eng.

Brass, Sheets and Rods
Booth-Coulter Co., Toronto.
Canada Metal Co., Toronto.
Empire Mfg. Co., London, Ont.
A. C. Leslie & Co., Montreal.
Tallman Brass & Metal Co., Hamilton.

Bevels
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Belting, Rubber
Can. Consolidated Rubber Co., Montreal, Que.
Dunlop Tire & Rubber Co., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Belting, Cotton
Dominion Belting Co., Hamilton, Can.

Blacksmiths' Supplies
D. Ackland & Son, Winnipeg.

Blankets, Saddle
Burlington Windsor Blanket Co., Ltd., Toronto.
Galt Robe Co., Galt, Ont.

Bolts and Nuts
Baines & Peckover, Toronto.
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
C. Kloepper, Limited, Toronto, Ont.
Lewis Bros., Ltd., Montreal.
London Bolt & Hinge Works, London, Ont.
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton.
Northern Bolt & Screw Co., Owen Sound.
Wilkinson & Kompass, Hamilton.

Boiler Tubes
Baines & Peckover, Toronto.

Boilers, Heating and Range
Empire Mfg. Co., London, Ont.

Bolts, Panic
Wm. Newman & Sons, Birmingham, Eng.

Bone Grinders
Toronto Lock Mfg. Co., Toronto.

Boxes, Wood
Canadian Wood Products Co., Toronto, Can.

Boot Calks and Tools
Steel Co. of Canada, Ltd., Hamilton.

Boring Bars
Pratt & Whitney Co., Ltd., Dundas.

Box Opening Tools
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Bale Ties
Beauchamp, J. E., Montreal.
Laidlaw Bale Tie Co., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

Bale Tie Buckles
J. N. Warminton & Co., Montreal, Que.

Barbed Wire
Banwell, Hoxie Wire Fence Co., Ltd., Hamilton.

Baskets
Walter Woods & Co., Hamilton.

Barn Door Hangers
Canada Steel Goods Co., Hamilton.
National Mfg. Co., Sterling, Ill.
Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Guelph, Ont.

Barrel Stands
Wakyte Mfg. Co., Winnipeg.

Balers, Steel
Climax Baler Co., Hamilton.
Spielmann Agencies, Montreal.

Bit, Braces
Caverhill, Learmont & Co., Montreal.
Russell, Jennings Mfg. Co., Chester, Conn.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Brackets, Shelf
Canada Steel Goods Co., Hamilton.
The Stanley Works, New Britain.

Box Strapping
J. E. Beauchamp & Co., Montreal.
The Stanley Works, New Britain, Conn.
J. N. Warminton & Co., Montreal, Que.

Blasting Supplies
Dupont Powder Co., Wilmington, Del.

Butter Molds
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Walter Woods & Co., Hamilton, Can.

Butter Workers
Beatty Bros., Ltd., Fergus, Ont.

Butts and Hinges
Canada Foundries & Forgings, Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Caverhill, Learmont & Co., Montreal.
Chicago Spring Butt Co., Chicago, Ill.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.

Burrs
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton.
Parmenter & Bullock, Gananoque.

Bread and Cake Makers
Thos. Davidson Mfg. Co., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.

Breast Drills
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.

Brushes and Brooms
Boeckh Bros. Co., Ltd., Toronto.
Meakins & Sons, Ltd., Hamilton.
Meganic Broom Co., Lake Meganic, Que.
T. S. Simms & Co., Ltd., St. John.
Walter Woods & Co., Hamilton.

Bits, Auger
Caverhill, Learmont & Co., Montreal.
Russell, Jennings Mfg. Co., Chester, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.
Wilkinson & Kompass, Hamilton.
Scythes, Ltd., Toronto.

Bits, Forstner
Progressive Mfg. Co., Torrington, Conn.

Bicycles
A. E. Bregent & Co., Montreal, Que.
Canada Cycle & Motor Co., Toronto.
Hyslop Bros., Ltd., Toronto.
Iver Johnson Arms & Cycle Works, Ltd., Fitchburg, Mass.

Canada Cycle & Motor Co., Ltd., Weston, Ont.

Builders' Hardware
J. Brais & Co., Cleveland, Ohio.
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Canada Steel Goods Co., Hamilton.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
National Hardware Co., Orillia, Ont.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.
Stratford Brass Co., Ltd., Stratford, Ont.
Toronto Lock Mfg. Co., Toronto.

Cabinet Hardware
Stratford Brass Co., Ltd., Stratford, Ont.

Calipers and Dividers
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Cans
A. R. Whittall Can Co., Montreal, Que.

Cans, Gasoline, Oil
Cannon Oiler Co., Keithsburg, Ill.

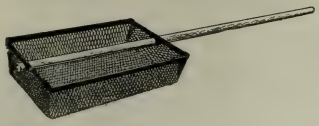
Canoes
Canadian Canoe Co., Peterboro, Ont.

Carriage Hardware
Stratford Brass Co., Ltd., Stratford, Ont.

Cartridges
Dominion Cartridge Co., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.

Cash Carriers
Gipe-Hazard Store Service Co., Toronto.

Casters
Faultless Caster Co., Evansville, Ind.
Canada Foundries & Forgings, Ltd., Brockville, Ont.

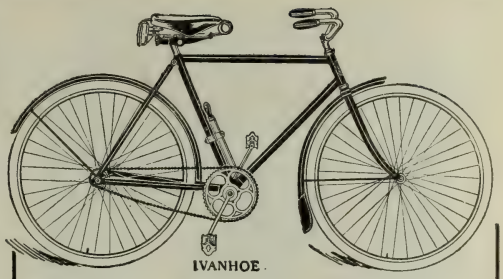


A Correction

In our advertisement on page 70, March 23 issue of HARDWARE AND METAL, a cut appeared in error over the name "Sturdy Ash Sifter." The accompanying illustration is the one that should have appeared, and shows our "Sturdy" ash sifter, on which we quote a price of $2.40 doz.

The Collins Mfg. Company

415 Symington Ave., Toronto



IVANHOE

There's Real Profit in C.C.M. Bicycles

The purchaser of a bicycle, even of a cheap one, looks to you to make good any trouble that develops.

On a poor machine this soon eats a big hole in your profits or loses a lot of good-will, or does both.

It pays in the end to sell only first-class bicycles, such as Red Bird, Massey, Perfect, Cleveland, Columbia and the other C.C.M. nameplates.

Desirable Agencies are still open in many districts. Write for particulars to

Canada Cycle & Motor Co., Ltd.

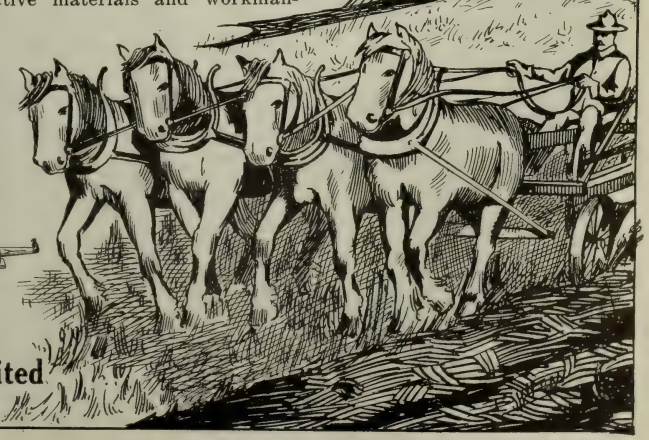
Montreal Toronto WESTON Winnipeg Vancouver

Gregg Plow Eveners Pull Big Business

Gregg Plow Eveners, like Gregg Wagon Sets, Neckyokes and Hitches, are built for service. They are guaranteed against defective materials and workmanship.

Send for copy of catalogue describing our full line.

Any jobber in the Canadian West can supply you with Gregg Goods.



Gregg Mfg. Co., Limited

WINNIPEG

THE BUYERS' GUIDE

Carpet Sweepers
Bissell Carpet Sweeper Co., Niagara Falls, Ont.
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Walter Woods & Co., Hamilton.

Chains, Coil, Boom, Hammock, Tether, Dog, Halter, Cow, Breast, Trace, Tire
McKinnon Chain Co., St. Catharines, Ont.
Reeder-Weekes Mfg. Co., Ltd., Hamilton, Ont.

Cable Carriers
Gipe-Hazard Store Service Co., Toronto.

Cement, Roofing
Geo. W. Reed & Co., Ltd., Montreal, Que.

Chisels, Cape, Cold, etc.
Brown-Boggs Co., Ltd., Hamilton.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
Buck Bros., Millbury, Mass.
Stanley Rule & Level Co., New Britain, Conn.
National Machinery & Supply Co., Hamilton.

Checking Floor Hinges
Chicago Spring Butt Co., Chicago, Ill.
Toronto Lock Mfg. Co., Toronto.

Chemical Closets
Wakyte Mfg. Co., Winnipeg, Man.

Chemical Specialties
Vol-Peek Mfg. Co., Montreal.

Chucks, Tap
Wells Bros. of Canada, Galt.

Churns, Hand and Power
Beatty Bros., Ltd., Fergus.
Thos. Birkett & Son Co., Ltd., Ottawa
Caverhill, Learmont & Co., Montreal.
Dowswell, Lees Co., Hamilton.
Faultless Caster Co., Evansville, Ind.
Landers, Frary & Clark, New Britain, Conn
Reliable Churn Co., Toronto, Can.
Walter Woods & Co., Hamilton.

Clocks
Western Clock Co., La Salle, Ill.

Clothes Racks
Walter Woods & Co., Hamilton.

Clamps
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Clippers
American Shearer Mfg. Co., Nashan, N.H.
Chicago Flexible Shaft Co., Chicago, Ill.

Closet Seats
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Clothes Dryers
Dowswell, Lees Co., Ltd., Hamilton, Can.

Canadian Woodenware Co., St. Thomas, Ont.

Coffee Percolators and Urns
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Landers, Frary & Clark, New Britain, Conn.

Corrugated Fasteners
J. E. Beauchamp, Montreal.
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

Collar Pads
American Pad & Textile Co., Chatham.

Cotton Gloves
American Pad & Textile Co., Chatham.

Coal Chutes
Toronto Lock Mfg. Co., Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg

Coal Hods
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

Cobblers' Sets
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Cookers, Steam
Louis McLain Co., Ltd., Winnipeg, Man.

Cookers, Fireless
Royal Fireless Cooker Co., Ottawa, Ont.

Concrete, Reinforcing Steel
Baines & Peckover, Toronto.

Conductor Pipe, Hooks, etc.
Metallic Roofing Co., Toronto and Winnipeg.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Winnipeg Ceiling & Roofing Co., Winnipeg.
Wheeler & Bain, Toronto.
Empire Mfg. Co., London, Ont.

Coping Saws
Thos. Birkett & Son Co., Ltd., Ottawa.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn

Cordage
Brantford Cordage Co., Brantford, Ont.
Consumers Cordage Co., Montreal.
Plymouth Cordage Co., Toronto.

Cooking Ware
Corning Glass Works, Corning, N.Y.

Crowbars
R. J. Coghlin & Co., Montreal.

Cultivators
J. E. Gibson Mfg. Co., Port Washington, Ill.
C. S. Norcross & Sons, Bushnell, Ill.

Cutlery
Bridgeport Hdwe. Mfg. Co., Bridgeport, Conn.
Geo. Butler & Co., Ltd., Sheffield, Eng.
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
James Hutton & Co., Montreal.
Canadian Wm. A. Rogers, Ltd., Toronto.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
Lewis Bros. Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Wm. Rogers Mfg. Co., Niagara Falls, Ont.
J. Wiss & Sons.

Cutters
Butterfield & Co., Inc., Rock Island, Que.
Trimont Mfg. Co., Roxbury (Boston, Mass.).

Cuspidors
Thos. Davidson Mfg. Co., Ltd., Montreal.

Dairy Pails
Thos. Davidson Mfg. Co., Ltd., Montreal.

Dampers, Stove Pipe
Canada Foundries & Forgings, Brockville.

Dampers, Fire Place
Toronto Lock Mfg. Co., Toronto.

Desks, School
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Dies, Stocks, Etc.
Butterfield & Co., Rock Island, Que.
Canadian Fairbanks-Morse Co., Montreal.
Pratt & Whitney Co., Ltd., Dundas, Ont.
Wells Bros. Co. of Canada, Galt.

Dish Washers
Home Helps Sales Co., Montreal.

Display Racks and Stands
Cameron & Cameron, Toronto.
National Mfg. Co., Sterling, Ill.

Doors, Metal
Metallic Roofing Co., Toronto and Winnipeg.

Doors, Screen
Kasement Skrene Dore Co., Toronto.

Door Bolts
Canada Steel Goods Co., Hamilton, Can.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.
Toronto Lock Mfg. Co., Toronto.

Door Checks
Canadian Yale & Towne, St. Catharines.
G. W. Mallory Co., Blenheim, Ont.
Wm. Newman & Sons, Birmingham, Eng.
Toronto Lock Mfg. Co., Toronto.

Door Hangers
Canada Steel Goods Co., Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.
National Mfg. Co., Sterling, Ill.
Toronto Lock Mfg. Co., Toronto.

Door Springs
Jas. Cartland & Son, Ltd., Birmingham, Eng.
G. W. Mallory, Blenheim, Ont.
Wm. Newman & Sons, Birmingham, Eng.

Door Pulls
Stratford Brass Co., Ltd., Stratford, Ont.

Drills, Breast
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.

Drill Chucks
Goodell-Pratt Co., Greenfield, Mass.

Drills, Blacksmiths'
Canada Foundries & Forgings, Brockville.

Drills
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Butterfield & Co., Inc., Rock Island, Que.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.
Wilkinson & Kompass, Hamilton, Ont.

Dry Colors
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
Ottawa Paint Works, Ottawa.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.
Martin-Senour Co., Ltd., Montreal.
McArthur Irwin, Montreal.

Dusters
Channell Chemical Co., Toronto.

Dynamite
Du Pont American Industries, Wilmington, Del.

Dry Cells
Canada Dry Cells, Ltd., Winnipeg.
Canadian National Carbon Co., Toronto.
Canadian H. W. Johns-Manville Co., Toronto.
Canadian General Electric Co., Ltd., Toronto.
Dominion Battery Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Spielmann Agencies, Ltd., Montreal, Que.

Eavetrough
Metallic Roofing Co., Toronto and Winnipeg.
Pedlar People, Limited, Oshawa.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Toronto Lock Mfg. Co., Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg

Egg Beaters
Louis McLain Co., Ltd., Winnipeg, Man.
Collette Mfg. Co., Collingwood.

Egg Cases
Walter Woods & Co., Hamilton.

Ejectors and Syphons
Jas. Morrison Brass Mfg. Co., Toronto.

Elbows
Thos. Davidson Mfg. Co., Ltd., Montreal.
Pedlar People, Ltd., Oshawa, Ont.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Electric Bells
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Electric Fans
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man
Northern Electric Co., Ltd., Montreal.
A. C. Gilbert Co., New Haven, Conn.

Electric Fixtures
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man
Northern Electric Co., Ltd., Montreal.
Tallman Brass & Metal Co., Hamilton.

Electric Grates
Great West Electric Co., Ltd., Winnipeg, Man
Toronto Lock Mfg. Co., Toronto.

Electric Plates
Louis McLain Co., Ltd., Winnipeg, Man.

Electric Specialties
Benjamin Electric Co., Toronto.
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
Dominion Battery Co., Ltd., Toronto, Ont.
Factory Products Co., Toronto.
A. C. Gilbert Co., New Haven, Conn.
Great West Electric Co., Ltd., Winnipeg, Man
Interstate Electric Novelty Co., Toronto.
Landers, Frary & Clark, New Britain, Conn.
National Electric Heating Co., Toronto.
Northern Electric Co., Ltd., Montreal.
Spielmann Agencies, Ltd., Montreal, Que.

Electrical Toys
A. C. Gilbert Co., New Haven, Conn.

Electro-plating
Toronto Lock Mfg. Co., Toronto.

Enamels
Boston Varnish Co., Everett Station, Boston, Mass.

Enamelled Ware
McClary Mfg. Co., London, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
E. T. Wright Co., Hamilton, Can.

Engines
Cushman Motor Works, Ltd., Winnipeg, Man

Emery Glass and Papers
John Oakey & Sons, London, Eng.

Eveners
Gregg Mfg. Co., Ltd., Winnipeg, Man.
D. Auckland & Son, Ltd., Winnipeg, Man

Expansion Tanks
Pease Foundry Co., Ltd., Toronto.

Explosives
Du Pont Powder Co., Wilmington, Del.

Escutcheon Pins
Parmenter & Bulloch Co., Ltd., Gananoque, Ont

Extinguishers, Fire
Booth-Coulter Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man
Northern Electric Co., Montreal.

Fanlight Openers
Jas. Cartland & Son, Ltd., Birmingham, Eng

Fanning Mills
Cushman Motor Works, Ltd., Winnipeg, Man

Fasteners, Storm, Sash and Screen
National Mfg. Co., Sterling, Ill.
Stratford Brass Co., Ltd., Stratford, Ont.
The Stanley Works, New Britain, Conn.

Farm Lighting Outfits
Canadian General Electric Co., Ltd., Toronto.
Northern Electric Co., Montreal.

Faucets, Petroleum
Can. Foundries & Forgings, Ltd., Brockville, Ont

Feed Boxes
Canada Foundries & Forgings, Brockville.
Toronto Lock Mfg. Co., Toronto.

Feed Cookers
Wheeler & Bain, Toronto.
James Bros. Co., Perth.

Fencing and Gates
Banwell-Hoxie Wire Fence Co., Hamilton.
McGregor-Banwell Fence Co., Ltd., Walkerville.
Standard Tube & Fence Co., Woodstock.
Steel Co. of Canada, Ltd., Hamilton.

Ferrules, Brass, Iron and Lead
Empire Mfg. Co., London, Ont.

Fibre Ware
E. B. Eddy Co., Hull, Que.

Files
E. C. Atkins Co., Hamilton, Can.
G. & H. Barnett Co., Philadelphia.
Can. B. K. Morton Co., Montreal, Toronto.
Delta File Works, Philadelphia.
Henry Disston & Sons, Ltd., Philadelphia, Pa.
Nicholson File Co., Port Hope, Ont.
Plewes, Ltd., Winnipeg.
Port Hope File Mfg. Co., Port Hope, Ont.
Simonds Canada Saw Co., Montreal.
Wilkinson & Kompass, Hamilton.

Fillers
Boston Varnish Co., Everett Station, Boston, Mass.

Fire Arms
Colts Patent Fire Arms Mfg. Co., Hartford, Conn.
Johnson Iver Arms & Cycle Works, Fitchburg, Mass.

Fire Door Fittings
Taylor-Forbes Co., Guelph, Ont.
Toronto Lock Mfg. Co., Toronto.

Fire Department Supplies
Booth-Coulter Co., Toronto.
Canadian Consolidated Rubber Co., Montreal.
Dunlop Tire & Rubber Co., Toronto, Can.
Gutta Percha & Rubber, Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
Northern Electric Co., Montreal.

BT

Ready-to-Ship
PUMPS

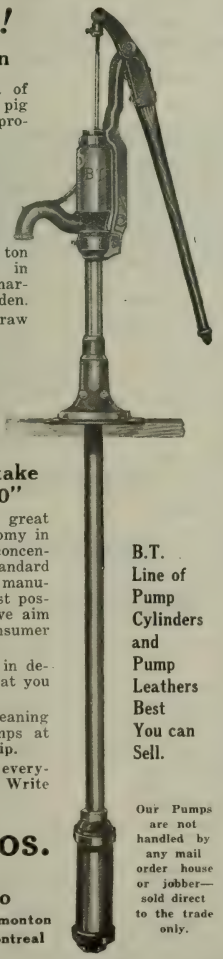
Order Now!

There's a Reason

Importation into Canada of raw materials, such as pig iron, etc., is at present prohibited.

Canada is thus thrown upon her own resources. This can't help but result in boosting the price of raw material far above normal. In fact, pig iron is now about $15 per ton more in Canada than in United States, and the margin of difference may widen.

This condition of the raw material situation of course affects the marketing of Iron Pumps, as Iron Pumps increase in price in like proportion to raw materials. Thus the reason for ordering NOW.



"7 Pumps that take the place of 700"

Standardization is a great means for effecting economy in production. We have concentrated upon seven standard designs and are able to manufacture them at the lowest possible cost—and in turn we aim to give the dealer and consumer the benefit of the saving.

B.T. Pumps are the best in design, quality and price that you can buy.

READY TO SHIP—meaning that you get better pumps at better prices Ready to Ship.

Our catalogue explains everything about our pumps. Write for it.

B.T. Line of Pump Cylinders and Pump Leathers Best You can Sell.

Our Pumps are not handled by any mail order house or jobber—sold direct to the trade only.

Beatty Bros.

Head Office:

Fergus, Ontario

Winnipeg **Edmonton**
St. John, N.B. **Montreal**

Scorching Summer Sun, sharp, destructive Winter Frosts, rain, wind, the salt of the sea — these cannot harm Dougall's Transparent Spar Varnish.

As a permanent, pleasing finish for Front Doors, Verandah Furniture and Motor Boats it is simply ideal.

Let us tell you how you can sell it in your locality.

The Dougall Varnish Co., Limited
MONTREAL

If interested, tear out this page and keep with letters to be answered.

THE BUYERS' GUIDE

Furnaces
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Flashlights, Electric
Canadian General Electric Co., Ltd., Toronto
Canadian National Carbon Co., Toronto.
Canada Dry Cells, Ltd., Winnipeg.
Dominion Battery Co., Ltd., Toronto, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.
Metal Specialties Mfg. Co., Chicago.
Northern Electric Co., Montreal.
Spielmann Agencies, Montreal.

Flatware
Canadian Wm. A. Rogers, Toronto.
Oneida Community, Ltd., Oneida, N.Y.

Food Choppers
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.

Force Cups
Canadian Consolidated Rubber Co., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Funnels
Thos. Davidson Mfg. Co., Ltd., Montreal.

Fixtures, Store
Milbradt Mfg. Co., St. Louis, Mo.

Furnaces
Canada Foundries & Forgings, Brockville.
Enterprise Mfg. Co., Sackville, N.B.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.
Hall Zryd Foundry Co., Ltd., Hespeler, Ont.

Fruit Jars
Dominion Glass Co., Ltd., Montreal.
Walter Woods & Co., Hamilton.

Furniture Polish
Canada Paint Co., Montreal.
Sherwin-Williams Co., Montreal.
Channell Chemical Co., Toronto.

Fuse Wire
Canada Metal Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Floor Stands
Jenkins Bros., Ltd., Montreal.

Floor Checks, Single or Double
Chicago Spring Butt Co., Chicago, Ill.
Toronto Lock Mfg. Co., Toronto.

Flint Cloths
John Oakey & Sons, London, Eng.

Galvanized Steel Sheets
Dominion Sheet Metal Co., Ltd., Hamilton.
A. C. Leslie & Co, Montreal
Peddar People Ltd., Oshawa, Ont.
Wheeler & Bain, Toronto
Winnipeg Ceiling & Roofing Co , Winnipeg.

Garden Cultivators and Weeders
J. E. Gilson Co., Port Washington, Wis.
C. S. Norcross & Sons, Bushnell, Ill.
Erie Iron Works, St. Thomas, Ont.
Eureka Planter Co., Woodstock.

Garage Hardware
Allith Mfg. Co., Hamilton, Can.
Canada Steel Goods Co., Hamilton, Can.
National Mfg. Co., Sterling, Ill.
Richards Wilcox Canadian Co., London, Ont.
The Stanley Works, New Britain, Conn.

Garbage Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.
J. Samuels, Toronto.
Soren Bros., Toronto.

Galvanized Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.

Galvanizing
Thos. Davidson Mfg. Co., Ltd., Montreal.
Toronto Lock Mfg. Co., Toronto.

Galvanized Iron Cornices
Metallic Roofing Co., Toronto and Winnipeg.
Peddar People Ltd., Oshawa, Ont.

Galvanized Pipe
Canada Metal Co., Ltd., Toronto.

Generators
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Glass Jars
Dominion Glass Co., Ltd., Montreal.

Gas Water Heaters
Empire Mfg. Co., London and Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.

Gasoline
Imperial Oil Co., Toronto.
Prairie City Oil Co., Winnipeg.

Gauges
L. S. Starrett Co., Athol, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Wells Bros. Co. of Canada, Galt.
Canadian Fairbanks-Morse Co., Ltd., Montreal.

Glassware
Leeks & Potts, Hamilton, Ont.

Glass, Window, Plate, Ornamental
Leeks & Potts, Hamilton, Can.
Toronto Plate Glass Importing Co., Toronto.
G. F. Stephens Co., Winnipeg.

Glue, Sheet and Ground
Canada Glue Co., Brantford, Ont.
R. C. Jamieson & Co., Montreal.
A. Ramsay & Son Co., Montreal.

Glass Cutters
Goodell-Pratt Co., Greenfield, Mass.

Glass Benders
Toronto Plate Glass Importing Co., Toronto.

Glaziers' Diamonds
Cushman Motor Works, Ltd., Winnipeg, Man.
A. Ramsay, Son & Co., Montreal, Que.
Sharrett & Newth, London, Eng.
A. Shaw & Son, London, Eng.

Gloves
Hamilton-Carhartt Co., Toronto.

Granites, Portable, Metallic
Pedlar People Ltd., Oshawa, Ont.
Metallic Roofing Co., Toronto and Winnipeg.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Greases
Prairie City Oil Co., Ltd., Winnipeg, Man.

Grinders, Hand and Power
American Grinder Mfg. Co., Milwaukee, Wis.
The Carborundum Co., Niagara Falls, N.Y.

Grindstones
The Carborundum Co., Niagara Falls, N.Y.
Cleveland Stone Co., Cleveland, Ohio.

Grindstone Fixtures
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Grinding Wheels
American Grinder Mfg. Co., Milwaukee, Wis.
The Carborundum Co., Niagara Falls, N.Y.

Guns
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.
Harrington & Richardson Arms Co., Worcester, Mass.
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.

Gunsights
Marble Arms & Mfg. Co., Gladstone, Mich.

Hack Saws
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.
National Machinery & Supply Co., Hamilton.
Victor Saw Works, Ltd., Hamilton, Ont.

Hack Saw Blades
Diamond Saw & Stamping Wks., Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Henry Disston & Sons, Ltd., Toronto.
Victor Saw Works, Ltd., Hamilton, Ont.

Hack Saw Frames
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Henry Disston & Sons, Ltd., Toronto.
Goodell-Pratt Co., Greenfield, Mass.
National Machinery & Supply Co., Hamilton.
L. S. Starrett Co., Athol, Mass.

Hack Saw Machines
Diamond Saw & Stamping Wks., Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Victor Saw Works, Hamilton.

Halters
G. L. Griffith Son, Stratford, Ont.
Johnson Halter Co., Sarnia, Ont.
R. R. Kinread, Winnipeg, Man.

Hammers
Canada Foundries & Forgings, Brockville.
Stanley Rule & Level Co., New Britain, Conn.

Hammocks
Galt Robe Co., Galt, Ont.

Hand Drills
Goodell-Pratt Co., Greenfield, Mass.

Handles
J. H. Steel Mfg. Co., St. Thomas, Ont.

Hand Pulls
North Bros. Mfg. Co., Philadelphia, Pa.

Hangers, Door
Allith Mfg. Co., Hamilton, Can.
Beatty Bros., Ltd., Fergus.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton, Can.
Cushman Motor Work, Ltd., Winnipeg, Man.
National Machinery & Supply Co., Hamilton.
National Mfg. Co., Sterling Ill.
F. E. Myers & Bro., Ashland, Ohio.
The Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Guelph, Ont.
Toronto Lock Mfg. Co., Toronto.

Hangers, Door and Track
Allith Mfg. Co., Hamilton, Can.
Beatty Bros., Fergus, Ont.
Canada Steel Goods Co., Hamilton.
Cushman Motor Work, Ltd., Winnipeg, Man.
National Mfg. Co., Sterling Ill.

Hooks, Hat and Coat
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Hangers, Storm, Sash and Screen
National Mfg. Co., Sterling Ill.
The Stanley Works, New Britain, Conn.

Hand Taps
Wells Bros. Co. of Canada, Galt.

Handscrews
National Machinery & Supply Co., Hamilton.

Harness
Samuel Trees & Co., Toronto.

Hardware Specialties
Belleville Hardware Mfg. Co., Belleville, Ont.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Lyons & Marks, Toronto.
Louis McLain Co., Ltd., Winnipeg, Man.
Metal Specialties Mfg. Co., Chicago, Ill.
National Mfg. Co., Sterling Ill.
Stratford Brass Co., Ltd., Stratford, Ont.
Taylor-Forbes Co., Guelph, Ont.
Toronto Lock Mfg. Co., Toronto.

Hardware Fixtures
Duluth Show Case Co., Duluth, Minn.

Hardware Shelving
Duluth Show Case Co., Duluth, Minn.

Hardware Store Fittings
Stratford Brass Co., Ltd., Stratford, Ont.

Hatchets
Canada Foundries & Forgings, Ltd., Brockville, Ont.
Marble Arms & Mfg. Co., Gladstone, Mich.

Hasps
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton.
National Mfg. Co., Sterling Ill.

Headlights, Auto
Canadian Lamp & Stamping Co., Ford, Ont.

Heaters
Beauchamp, J. E., Montreal.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.

Hinges, Strap and Tee
Canada Steel Goods Co., Hamilton, Can.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
National Mfg. Co., Sterling, Ill.

Hinges, Adjustable Ball
Toronto Lock Mfg. Co., Toronto.

Hockey Sticks
J. H. Still Mfg. Co., St. Thomas.
St. Mary's Wood Specialty Co., St. Mary's, Ont.

Hoes
Ward & Payne, Sheffield, Eng.

Hoists
Manitoba Bridge & Iron Works, Ltd., Winnipeg.

Hones
American Hone Co., Winnipeg, Man.

Horse Singers
Collins Mfg. Co., Toronto.

Hones, Razor
The Carborundum Co., Niagara Falls, N.Y.

Horse Covers, Rubber
Canadian Consolidated Rubber Co., Montreal.

Horse Nails
C. Kloepper, Limited, Toronto, Ont.

Horse Shoes
D. Ackland & Son, Winnipeg.
C. Kloepper, Limited, Toronto, Ont.
Steel Co. of Canada, Ltd., Hamilton.
Wilkinson & Kompass, Hamilton.

Hose, Fittings and Supplies
Canadian Consolidated Rubber Co., Montreal.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Empire Mfg. Co., London, Ont.
Lewis Bros., Ltd., Montreal.
Jas. Morrison Brass Mfg. Co., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Hollow Ware
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Ice Scrapers
James Bros. Co., Perth, Ont.

Ice Cream Freezers
Wm. Crane & Sons Co., Ltd., Newmarket, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.

Implement Repairs
D. Ackland & Son, Ltd., Winnipeg.

Incubators
Collins Mfg. Co., Toronto.
Cushman Motor Works, Ltd., Winnipeg, Man.

Indicators, Speed
H. Disston & Son, Ltd., Toronto.
L. S. Starrett Co., Athol, Mass.

Injectors, Automatic
Jas. Morrison Brass Mfg. Co., Toronto.

Instruments of Precision
L. S. Starrett Co., Athol, Mass.

Iron Enamels
Boston Varnish Co., Everett Station, Boston, Mass.

Iron Boards
J. E. Beauchamp & Co., Montreal.

Iron, Corrugated
Baines & Peckover, Toronto.
Canada Metal Co., Toronto.
Metallic Roofing Co., Toronto and Winnipeg.

Iron Handles
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Iron and Steel Bars
Baines & Peckover, Toronto.
Thos. Birkett & Son Co., Ltd., Ottawa.
Can. Rolling Mills Co., Ltd., Montreal, Que.
Caverhill, Learmont & Co., Montreal.
Dominion Iron & Steel Co., Sydney, N.S.
A. C. Leslie & Co., Ltd., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
Lewis Bros., Ltd., Montreal.
London Rolling Mills, London, Ont.
Manitoba Bridge & Iron Works, Winnipeg, Man.
Nova Scotia Steel Co., New Glasgow, N.S.
Toronto Lock Mfg. Co., Toronto.

Iron and Steel, Structural
Baines & Peckover, Toronto.

Irons
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Irons, Gas and Gasoline
National Stamping & Electric Works, Chicago.
Royal Iron Mfg. Co., Big Prairie, Ohio.

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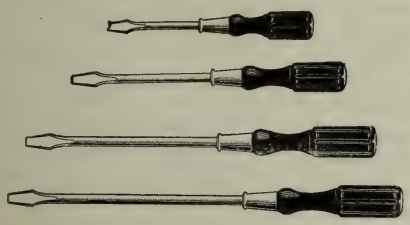
By turning to pages 101 and 102 of our catalogue you can get further information on these lines, as well as on Building Papers, Roofing Felt, Roof Coating, Stop-a-Leke Styke, Coal Tar, Roofing Pitch, Roofing Nails and Carpet Felt.

WHITES LIMITED
WHOLESALE HARDWARE & METALS
COLLINGWOOD - - ONTARIO

Stanley Tools



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Unsurpassed for **strength** and **durability.**
Blade, Shank and Head are of one piece of steel.
The Blades are finely tempered and well finished.
The Handles are polished and stained black.
Many styles and sizes from which to select your stock.
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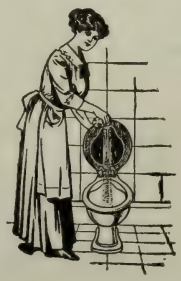
STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.

The First Trial Means a Constant User

All the unpleasant features of cleaning toilet bowls are eliminated by

Sani-Flush



A small amount of this chemical powder shaken into the bowl and left standing long enough to dissolve the incrustation, produces a clean, sanitary, odorless condition.

All you need do is to sell the first tin to a customer. After that **Sani-Flush** sells itself.

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If interested, tear out this page and keep with letters to be answered.

THE BUYERS' GUIDE

Jack Planes
National Machinery & Supply Co., Hamilton.

Jack Screws
Canada Foundries & Forgings, Brockville, Ont.

Japans
Boston Varnish Co., Everett Station, Boston, Mass.

Kettles
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Keyhole Saws
Bridgeport Hardware Co., Bridgeport, Conn.

Kitchen Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.

Kitchen Ware, Transparent
Corning Glass Works, Corning, N.Y.

Knife Sharpeners
J. E. Beauchamp & Co., Montreal.

Knives, Pocket and Table
Geo. Butler & Co., Ltd., Sheffield, Eng.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
James Hutton & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.

Knives, Sportsmen's
Marble Arms & Mfg. Co., Gladstone, Mich.

Knives, Putty
Bridgeport Hardware Co., Bridgeport, Conn.

Ladders, Step, Extention, Store, etc.
Beatty Bros., Ltd., Fergus, Ont.
John Calander Mfg. Co., St. Paul, Minn.
Milbradt Mfg. Co., St. Louis, Mo.
Evan L. Reed Mfg. Co., Sterling, Ill.

Lath, Metallic
Baines & Peckover, Toronto.
Metallic Roofing Co., Toronto and Winnipeg.

Lamps, Nitrogen and Tungsten
Basters Jackson Co., Toronto.
The Canadian Laco-Philips Co., Toronto.
Churton & Taylor, Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Lamp Black
L. Martin Co., New York, N.Y.
A. Ramsay & Son Co., Montreal.
Wilkes-Martin-Wilckes Co., New York.

Lamp Chimneys
Walter Woods & Co., Hamilton.

Lamp Coloring and Frosting
Great West Electric Co., Ltd., Winnipeg, Man.
Spielmann Agencies, Ltd., Montreal.

Lamps, Bicycle and Automhobile
Dominion Battery Co., Ltd., Toronto, Ont.

Lamps, Lanterns, Electric, Hand
Canadian General Electric Co., Toronto.
Canadian National Carbon Co., Toronto.
Dominion Battery Co., Toronto.
Interstate Electric Novelty Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Spielmann Agencies, Montreal.

Lamps, Tungsten
Canadian Laco-Philips Co., Toronto.
Canadian Tungsten Lamp Co., Hamilton, Ont.

Lamps, Nitrogen
Canadian Laco-Phillips Co., Toronto.
Canadian Tungsten Lamp Co., Ltd., Hamilton, Toronto, Montreal, Winnipeg.

Lamps and Lanterns, Gasoline and Kerosene
National Stamping & Electric Works, Chicago, Ill.
Powerlight Co., Winnipeg, Man.

Lanterns, Oil
Thos. Davidson Mfg. Co., Montreal.
Ontario Lantern & Lamp Co., Hamilton, Ont.
Schultz Mfg. Co., Hamilton, Can.
E. T. Wright Co., Hamilton, Ont.

Latches
Can. Foundries & Forgings, Ltd., Brockville, Ont.
National Mfg. Co., Sterling, Ill.

Laundry Tubs, Iron, Plate, Cement
Empire Mfg. Co., London, Ont.

Lawn Swings
J. E. Beauchamp & Co., Montreal.

Lawn Mowers
Canada Foundries & Forgings, Ltd., Brockville.
Clipper Lawn Mower Co., Dixon, Ill.
Milbradt Mfg. Co., Sterling, Ill.
Taylor-Forbes Co., Guelph, Ont.
S. P. Townsend & Co., Orange, N.J.

Lead, Black
John Oakey & Sons, London, Eng.

Leather Belting and Soles
Beardmore & Co., Toronto.

Lead, Sheets and Pipe
Canada Metal Co., Toronto.
Empire Mfg. Co., London, Ont.
Hoyt Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

Lead Traps and Bends
Canada Metal Co., Toronto.
Empire Mfg. Co., London and Toronto.
Hoyt Metal Co., Toronto.

Lace Leather
Wm. Taylor, Parry Sound, Ont.

Lead Washers
Canada Metal Co., Ltd., Toronto.

Lens
McKee Glass Co., Buffalo, N.Y.
Stopglare Co., Hamilton, Can.

Levels
H. Disston & Sons, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

Level Glasses
Stanley Rule & Level Co., New Britain, Conn.

Lines, Wire, Clothes
Walter Woods & Co., Hamilton.
Western Wire & Nail Co., London.

Linoleum Finishes
Boston Varnish Co., Everett Station, Boston, Mass.

Linseed Oil
Brandram-Henderson, Montreal.
Dominion Linseed Oil Co., Baden and Toronto.
R. C. Jamieson & Co., Ltd., Montreal.
Prairie City Oil Co., Winnipeg, Man.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Ltd., Montreal.

Lumber Tools
Canadian Warren Axe & Tool Co., St. Catharines, Ont.
Thos. Pink & Co., Pembroke, Ont.

Mantles, Gas
Hamilton Gas Mantle Co., Hamilton, Can.

Marine Brass Work
Empire Mfg. Co., London, Ont.

Matches
E. B. Eddy Co., Hull, Que.

Mauls
Can. Foundries & Forgings, Ltd., Brockville, Ont

Meat Choppers
Landers, Frary & Clark, New Britain, Conn.

Metal Boxes and Drawers
Cameron & Campbell, Toronto.

Metals, Expanded
Baines & Peckover, Toronto, Ont.

Metals, Expanded, Ingot, Sheet, Tubes, etc.
Atlas Metals & Alloys Co., Montreal.
Baines & Peckover, Toronto.
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
Tallman Brass & Metal Co., Hamilton, Can.
A. C. Leslie & Co., Montreal.
Empire Mfg. Co., London, Ont.

Metallic, Ceilings, Walls, Roofing, Skylights.

Siding, Cornices, Ventilators, Valley Windows.

Doors, etc.
Metallic Roofing Co., Toronto.
Pedlar People, Oshawa, Ont.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Menders, Utensils
Collette Mfg. Co., Collingwood.
H. Nagle Co., Montreal.

Meters
Canadian General Electric Co., Toronto.

Menders, Graniteware, Pot and Pan
Vol-Peek Mfg. Co., Montreal.

Microvmeters
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.
Canadian Fairbanks-Morse Co., Ltd., Montreal.

Milling Cutters
Pratt & Whitney Co., Ltd., Dundas.

Milk Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.

Mirrors
Leeks & Potts, Ltd., Hamilton, Ont.
Toronto Plate Glass Importing Co., Toronto.

Mitre Boxes
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn

Mitre Box Saws
H. Disston & Sons, Ltd., Toronto.

Molasses Gates
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Mops
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Motor Trucks
Ford Motor Co., Ford Ont.

Motors
Canadian General Electric Co., Ltd., Toronto.

Motor Cycles
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.

Motor Generators
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal.

Nails, Wire
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Colonial Wire Mfg. Co., Ltd., Montreal.
H. S. Howland, Sons & Co., Toronto.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Lewis Bros., Ltd., Montreal.
Steel Co. of Canada, Ltd., Hamilton, Ont.
Parmenter & Bulloch, Gananoque, Ont.
Western Wire & Nail Co., London.

Nail Pullers
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Nails, Horse Shoe
Steel Co. of Canada, Ltd., Hamilton, Ont.

Neckyokes
Gregg Mfg. Co., Ltd., Winnipeg, Man.

Oil Cans
Cannon Oiler Co., Keithsburg, Ill.

Oil Cake and Meal
Dominion Linseed Oil Co., Toronto.

Oil, Coal
Imperial Oil Co., Toronto.

Oils, Cylinder
Prairie City Oil Co., Winnipeg, Man.

Oil Hole Covers
Canadian Winkley Co., Windsor.

Oil, Motor, Road, Harness, Neatsfoot, Separator and gas Engine
Prairie City Oil Co., Ltd., Winnipeg, Man.

Oil Stoves
Thos. Davidson Mfg. Co., Ltd., Montreal.

Oil Tanks and Pumps
S. F. Bowser & Co., Inc., Toronto, Can.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Oilers
Cannon Oiler Co., Keithsburg, Ill.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Orange Deriinders
J. E. Beauchamp & Co., Montreal.

Ornamental Tile Roofings
Metallic Roofing Co., Toronto and Winnipeg.

Ornaments, Pressed Zinc
Metallic Roofing Co., Toronto and Winnipeg.

Ornamental Fence
Banwell Hoxie Wire Fence Co., Ltd., Hamilton
McGregor, Banwell Fence Co., Ltd., Walkerville.

Ornamental Gates
McGregor, Banwell Fence Co., Ltd., Walkerville.

Packings
Consumers Cordage Co., Montreal.
Jenkins Bros., Ltd., Montreal.
Scythes, Ltd., Toronto.

Paint, Ready Mixed, Barn, Roof, Flat Wall, Concrete, Floor, Cement, Aluminum, Marine
Brandram-Henderson, Ltd., Montreal.
Canada Paint Co., Montreal.
R. C. Jamieson & Co., Montreal.
Imperial Varnish & Color Co., Toronto.
Lowe Bros, Ltd., Toronto.
Martin-Senour Co., Montreal.
McArthur-Irwin, Ltd.
The Ottawa Paint Works, Ottawa.
A. Ramsay & Son Co., Montreal.
Sanderson, Pearcy Co., Ltd., Toronto.
Standard Paint & Varnish Co., Ltd., Windsor, Ont.
Sherwin-Williams Co., Montreal.
G. F. Stephens Co., Winnipeg.
Benjamin Moore & Co., Toronto.

Paint Brushes
Boecbh Bros., Toronto.
Meakins & Sons, Hamilton.
T. S. Simms & Co., St. John, N.B.

Paint and Varnish Remover
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Martin-Senour Co., Ltd. Montreal.
Sherwin-Williams Co., Montreal.
A. Ramsay & Son Co., Montreal.

Paper Balers
Climax Baler Co., Hamilton.
Spielmann Agencies, Montreal.

Parcel Carriers
Gipe-Hazard Store Service Co., Montreal.

Paris Green
Canada Paint Co., Montreal.
McArthur Irwin, Montreal.
Sherwin-Williams Co., Montreal.

Paper Bags
Walter Woods & Co., Hamilton.

Paper, Wrapping
Walter Woods & Co., Hamilton.

Packing Rubber
Canadian Consolidated Rubber Co., Montreal.
Dunlop Tire & Rubber Co., Toronto.
Gutta Percha & Rubber Co., Ltd., Toronto.

Pads
D. Ackland & Sons, Winnipeg.

Pads for Horses
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto.

Pails
Thos. Davidson Mfg. Co., Ltd., Montreal.
Soren Bros., Toronto.

Pails, Wooden
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Perforated Sheet Metals
B. Greening Wire Co., Ltd., Hamilton.

Percolators, Coffee
Canadian General Eletric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man
Landers, Frary & Clark, New Britain, Conn.
Northern Electric Co., Ltd., Montreal.

Pick Handles
J. H. Still Mfg. Co., St. Thomas, Ont.

Pickling Machines
Cushman Motor Works, Ltd., Winnipeg, Man.

Pistols
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.

Phosphor Tin and Copper
Canada Metal Co., Ltd., Toronto.

Phonographs
Canadian Phonograph & Sapphire Disc Co., Winnipeg, Man.
Dominion Sewing Machine-Phenograph Co., Winnipeg

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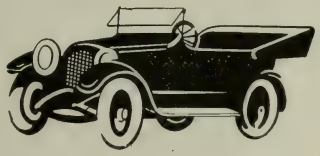
Your Customers Own Cars

Be prepared to meet their demands and help them save money by doing the varnishing and painting themselves.



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No Expert Knowledge Required

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In this year of conservation, everyone is trying to save money and consequently, a large number of car owners are anxious to do the painting and varnishing of their machines themselves.

Every dealer should handle a good supply of C.P. Automobile Finishes, and place them on a conspicuous part of his counter. Dealers will find a ready sale for this material, which will bring in nice profits, as well as producing satisfied customers, which will mean sales in the other C.P. paints and varnishes you carry.

If you have not a stock of C.P. Automobile Finishes on hand, send in your order now for what you will require.

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THE BUYERS' GUIDE

Pig Iron
A. C. Leslie & Co., Ltd., Montreal
Nova Scotia Steel Co., New Glasgow, N.S.
Steel Co. of Canada, Ltd., Hamilton

Pins, Escutcheon
Parmenter & Bulloch, Gananoque

Pipe Cutters (Stand)
Trimont Mfg. Co., Roxbury (Boston), Mass.

Pipe Stocks and Dies
Wells Bros. Co., of Canada, Ltd., Galt

Pipe, Black and Galvanized
American Rolling Mills, Middletown, Ohio.
Canada Metal Co., Toronto
Canadian Tube & Iron Co., Ltd., Montreal
Caverhill, Learmont & Co., Montreal.
Empire Mfg. Co., London, Ont.
Steel Co. of Canada, Ltd., Hamilton
Thos. Davidson Mfg. Co., Ltd., Montreal.
Lewis Bros., Ltd., Montreal
Pease Foundry Co., Ltd., Toronto

Pipe, Galvanized, Conductor
Metallic Roofing Co., Toronto and Winnipeg
Pedlar People, Ltd., Oshawa
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg
Winnipeg Steel Granary Co., Winnipeg.

Pipe, Lead
Canada Metal Co., Toronto
Hoyt Metal Co., Toronto

Pipe, Stove
Collins Mfg. Co., Toronto
Soren Bros., Toronto

Pipe, Rain Water Conductor
Canada Metal Co., Toronto
Metallic Roofing Co., Toronto.

Pliers, Cutting
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Pliers, Combination
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Goodell-Pratt Co., Greenfield, Mass.

Plowshares
D. Ackland & Son, Winnipeg

Plugs, Rubber
Canadian Consolidated Rubber Co., Montreal

Plumbers' Tools
Empire Mfg. Co., London, Ont.

Planes
Caverhill, Learmont & Co., Montreal
National Machinery & Supply Co., Hamilton.
Stanley Rule & Level Co., New Britain, Conn.

Plates, Plain and Chequererd
Baines & Peckover, Toronto.

Polishes
Buffalo Specialty Co., Buffalo, N.Y.
Channel Chemical Co., Toronto.

Polishing Heads
Goodell-Pratt Co., Greenfield, Mass.

Polishes, Knife
Jno. Oakey & Sons, London, Eng.

Poles, Electric Light
Northern Electric Co., Montreal

Pole Line Material
Canadian General Electric Co., Ltd., Toronto
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal
Pedlar People Ltd., Oshawa
Metallic Roofing Co., Toronto and Winnipeg.

Portable Coal Baskets
Toronto Lock Mfg. Co., Toronto.

Poultry Netting
Thos. Birkett & Son Co., Ltd., Ottawa.
A. C. Leslie & Co., Ltd., Montreal
R. Greening Wire Co., Ltd., Hamilton.

Poultry Leg Bands
Rideau Specialty Co., Smith's Falls, Ont.

Pulls
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Pumps
Beatty Bros., Ltd., Fergus
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Empire Mfg. Co., London, Ont.
R. McDougall Co., Ltd., Galt.
F. E. Myers & Bro., Ashland, Ohio.

Pump Oilers
Cannon Oiler Co., Keithsburg, Ill.

Punches, Centre Drive, etc.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.

Punches, Ticket
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Putty
Brandram-Henderson, Montreal.
R. C. Jamieson & Co., Ltd., Montreal
Canada Paint Co., Montreal
Benjamin Moore & Co., Ltd., Toronto
A. Ramsay & Son Co., Montreal
Steel Co. of Canada, Ltd., Hamilton
G. F. Stephens & Co., Winnipeg
Sherwin-Williams Co., Montreal

Pneumatic Tubes
Gipe Hazard Store Service Co., Toronto

Pulleys
Canada Foundries & Forgings, Brockville

Quoits
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Racks, Hay
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Radiators
Empire Mfg. Co., London, Ont.

Radiator Valves
Jenkins Bros., Ltd., Montreal

Railings, Brass
Jas. Morrison Brass Mfg. Co., Toronto

Rakes
Donat Specialty Co., Toronto.
Ward & Payne, Sheffield, Eng.

Razors
Auto-Strop Safety Razor Co., Toronto
Geo. Butler & Co., Ltd., Sheffield, Eng.
Caverhill, Learmont & Co., Montreal
James Hutton & Co., Montreal
Gillette Safety Razor Co., Ltd., Montreal
Landers, Frary & Clark, New Britain, Conn.
Wilkinson Sword Co., Sheffield, Eng.

Reamers
Pratt & Whitney Co., Ltd., Dundas
Butterfield & Co., Rock Island, Que.

Ratchet Drills
Goodell-Pratt Co., Greenfield, Mass.

Reciprocating Drills
Goodell-Pratt Co., Greenfield, Mass.

Refrigerators
Thos. Davidson Mfg. Co., Ltd., Montreal.
Renfrew Refrigerator Co., Renfrew, Ont.
Soren Bros., Toronto

Refrigerator Hardware
Toronto Lock Mfg. Co., Toronto.

Registers
Barton Netting Co., Ltd., Windsor, Ont.
Canada Foundries & Forgings, Brockville
Enfield Mfg. Co., Sackville, N.B.
Jas. Stewart Mfg. Co., Woodstock, Ont.

Rifles
Harrington & Richardson Arms Co., Worcester, Mass.

Rivets
Parmenter Bulloch Co., Gananoque, Ont.

Roadlighters
C. A. Shaler Co.

Roofing, Ready
Bird & Son, Hamilton, Can.
Bishopric Wall Board Co., Ltd., Ottawa, Ont.
Thos. Birkett & Son Co., Ltd., Ottawa.
Brantford Roofing Co., Ltd., Brantford, Ont.
Canadian Roofing Co., Ltd., Windsor, Ont.
Standard Paint Co., of Canada, Ltd., Montreal.

Rules
Jas. Chesterman & Co., Sheffield, Eng.
Lufkin Rule Co., Windsor, Ont.
L. S. Starrett Co., Athol, Mass.

Saws, Hand and Circular
E. C. Atkins Co., Hamilton, Can.
Henry Disston & Sons, Toronto.
Simonds Canada Saw Co., Montreal.

Screws
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Screw and Bolt Cases
Duluth Show Case Co., Duluth, Minn.

Screw Machines
Stratford Brass Co., Ltd., Stratford, Ont.

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Great West Electric Co., Ltd., Winnipeg, Man.

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American Rolling Mills, Middleton, Ohio.
Baines & Peckover, Toronto.
A. C. Leslie & Co., Montreal, Que.
Dominion Sheet Metal Co., Hamilton.
M. L. Samuel Benjamin Co., Toronto.
B. & S. H. Thompson, Montreal, Que.

Show Cases
Duluth Show Case Co., Duluth, Minn.

Silo Lugs
Otterville Mfg. Co., Otterville, Ont.

Sinks
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Empire Mfg. Co., London, Ont.

Silver Plated Ware
Canadian Wm. A. Rogers Co., Toronto.
Oneida Community, Ltd., Niagara Falls, Ont.

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Empire Mfg. Co., London and Toronto
Hoyt Metal Co., Toronto
Northern Electric Co., Montreal
Owl Metal Co., Ltd., Winnipeg
Geo. W. Reed, Montreal
Tallman Brass & Metal Co., Hamilton, Ont.

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Great West Electric Co., Ltd., Winnipeg, Man.

Solderall
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Kinzinger Bruce & Co., Niagara Falls, Ont.

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Canada Sales Co., Toronto, Can.
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Champion Spark Plug Co., Windsor, Ont.
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Interstate Electric Novelty Co., Montreal
Northern Electric Co., Ltd., Toronto
Sharp Spark Plug Co., Cleveland, Ohio.

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Canadian Shovel & Tool Co., Hamilton, Can.
Erie Iron Works, Ltd., St. Thomas, Ont.

Spiders
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Stanley Rule & Level Co., New Britain, Conn.

Sponge Baskets
Kinzinger, Bruce & Co., Niagara Falls, Ont.

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Eureka Planter Co., Woodstock

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Wells Bros. Co. of Canada, Galt

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Toronto Lock Mfg. Co., Toronto.

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Milbradt Mfg. Co., Sterling, Ill.
Walker Bin & Store Fixture Co., Kitchener, Ont.

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Enterprise Foundry Co., Sackville, N.B.
Findlay Bros., Carleton Place
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McClary Mfg. Co., London, Ont.
Record Foundry & Machine Co., Moncton, N.B.
Jas. Stewart Mfg. Co., Ltd., Woodstock

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Louis McLain Co., Ltd., Winnipeg, Man.

Stoves, Gasoline
National Stamping & Electric Works, Chicago

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Stove Pipe
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Banwell Hoxie Wire Fence Co., Ltd., Hamilton

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Canadian Tube & Iron Co., Ltd., Montreal
London Rolling Mill Co., London, Ont.
Manitoba Rolling Mills Co., Winnipeg

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Dominion Sheet Metal Co., Ltd., Hamilton

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Steamers and Boilers
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Steel Bending Brake Works, Chatham

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London Rolling Mill Co., London, Ont.
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Steel Co. of Canada, Hamilton

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Canada Paint Co., Ltd., Montreal
Dougall Varnish Co., Ltd., Montreal
The Lowe Bros. Co., Toronto, Ont.
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Martin-Senour Co., Ltd., Montreal
McArthur-Irwin, Ltd.
Benjamin Moore & Co., Ltd., Toronto
A. Ramsay & Sons Co., Montreal
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Sanderson Pearcy & Co., Toronto.
Sherwin-Williams Co., Montreal
Standard Paint & Varnish Co., Windsor Ont.
Spielman Agencies Ltd., Montreal
G. F. Stephens & Co., Winnipeg

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Laidlaw Bale-Tie Co., Ltd., Hamilton
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Western Wire & Nail Co., London

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American Pad & Textile Co., Chatham
Burlington Windsor Blanket Co., Toronto.

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Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal.

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Tanks, Galvanized Steel
Empire Mfg. Co., London and Toronto
Winnipeg Ceiling & Roofing Co., Winnipeg
Taps
Butterfield & Co., Rock Island, Que.
Pratt & Whitney Co., Dundas, Ont.
Wells Bros. Co. of Canada, Galt, Ont.
Tap Holders
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Tapping Attachments
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Wells Bros. of Canada, Galt
Tapes, Measuring
Caverhill, Learmont & Co., Montreal
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
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Tea Pots and Urns, Tea Ball
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Tiling, Walls and Floor
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Tiling, Rubber
Gutta Percha & Rubber Co., Ltd., Toronto.
Tinsmiths' Machinery
Brown, Boggs Co., Hamilton, Ont.
Steel Bending Brake Works, Chatham.
Tire Carriers, Automobile
Kinzinger Bruce & Co., Niagara Falls, Ont.
Tires and Tubes, Automobile
Canadian Consolidated Rubber Co., Montreal.
Dunlop Tire & Rubber Co., Toronto, Can.
Gutta Percha & Rubber Co., Toronto.
McGraw Tire & Rubber Co., East Palestine, O.
Tools
Buck Bros., Millbury, Mass.
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
B. J. Coghlin Co., Ltd., Montreal, Que.
Northern Electric Co., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.
Pratt & Whitney, Dundas, Ont.
Ward & Payne, Sheffield, Eng.
Tools, Garden
Eureka Planter Co., Woodstock
Ward & Payne, Sheffield, Eng.
Tools, Harvest
Beatty Bros., Ltd., Fergus, Ont.
F. E. Myers & Bro., Ashland, O.
Toys
American Flyer Mfg. Co., Chicago, Ill.
J. E. Beauchamp & Co., Montreal
A. C. Gilbert Co., New Haven, Conn
Tools, Blacksmiths'
D. Ackland & Son, Winnipeg.
Tools, Machinists'
L. S. Starrett Co., Athol, Mass.
Goodell-Pratt Co., Greenfield, Mass.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
Tools, Woodworkers'
National Machinery & Supply Co., Hamilton
Towel Bars
Kinzinger Bruce & Co., Niagara Falls, Ont.
Newell Mfg. Co., Prescott, Ont.
Traps, Brass, Iron, Lead
Canada Metal Co., Toronto.
Empire Mfg. Co., London, Ont.
Traps, Game
Oneida Community, Ltd., Niagara Falls, Ont.
Troughs
Beatty Bros., Fergus, Ont.
Trammel Points
Stanley Rule & Level Co., New Britain, Conn.
Trowels
H. Disston & Sons, Toronto
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Ward & Payne, Sheffield, Eng.
Trucks, Warehouse
Canada Foundries & Forgings, Brockville
John Watson Mfg. Co., Ltd., Winnipeg, Man.
Try Squares
Henry Disston & Sons Co., Toronto
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Truing Devices
Cleveland Stone Co., Cleveland, Ohio
Tungsten Lamps
Canadian Tungsten Lamp Co., Hamilton, Ont.
Canadian Laco-Phillips Co., Toronto
Great West Electric Co., Ltd., Winnipeg, Man
Turning Tools
Buck Bros., Milbury, Mass.
Ward & Payne, Sheffield, Eng.
Tubs
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Tumbler Holders
Kinsinger Bruce & Co., Niagara Falls, Ont.
Tubing, Steel
Standard Tube & Fence Co., Woodstock
Twines
Consumers Cordage Co., Montreal
Scythes & Co., Ltd., Toronto.
Walter Woods & Co., Hamilton
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Canadian Fairbanks-Morse Co., Montreal, Que.
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Empire Mfg. Co., London, Ont.
Jenkins Bros., Montreal, Que.
Jas. Morrison Brass Mfg. Co., Toronto.
T. McAvity & Sons, Ltd., St. John, N.B.
Penberthy Injector Co., Limited, Windsor, Ont.
United Brass Founders, Ltd., Manchester, Eng.
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Canadian Fairbanks-Morse Co., Montreal, Que.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Empire Mfg. Co., London, Ont.
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Jas. Morrison Brass Mfg. Co., Toronto.
T. McAvity & Sons, Ltd., St. John, N.B.
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United Brass Founders, Ltd., Manchester, Eng.
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Boston Varnish Co., Everett Station, Boston.
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Canada Paint Co., Montreal
Dougall Varnish Co., Ltd., Montreal
McArthur Irwin, Montreal
Martin-Senour Co., Ltd., Montreal
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Wilkinson & Kompass, Hamilton
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Metallic Roofing Co., Toronto and Winnipeg
Winnipeg Ceiling & Roofing Co., Winnipeg
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Thos. Birkett & Son Co., Ltd., Ottawa.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal
Goodell-Pratt Co., Greenfield, Mass.
Lewis Bros., Ltd., Montreal
National Machinery & Supply Co., Hamilton
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn
Vulcanizers
Adamson Mfg. Co., Hamilton
Northern Electric Co., Montreal
C. A. Shaler Co., Waupun, Wis.
Wagon Hardware
Gregg Mfg. Co., Ltd., Winnipeg, Man
Wagons
Woodstock Wagon Mfg. Co., Woodstock, Ont
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Bishopric Wall Board Co., Ltd., Ottawa, Ont.
Warmers, Foot
Chicago Flexible Shaft Co., Chicago, Ill
Washers
C. Kloepfer, Ltd., Toronto
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton
Wilkinson & Kompass, Hamilton
Washing Machines, Electric, Hand and Power
Beatty Bros., Fergus, Ont.
Canadian Woodenware Co., St. Thomas, Ont.
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Cushman Motor Works, Ltd., Winnipeg, Man
Dowswell, Lees & Co., Hamilton.
Great West Electric Co., Ltd., Winnipeg, Man.
Maytag Co., Winnipeg, Man.
Northern Electric Co., Montreal
Waste, Cotton
Acme Waste Mfg. Co., Toronto.
Scythes & Co., Ltd., Toronto
Wilkinson & Kompass, Hamilton
Wash Boards
Canadian Woodenware Co., St. Thomas, Ont.
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Water Supply Systems
Empire Mfg. Co., London, Ont.
Weather Stripping
Swan Mfg. Co., Winnipeg
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Canadian Warren Axe & Tool Co., St. Catharines, Ont.
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Collins Mfg. Co., Toronto
Spramotor Co., London, Ont.
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J. E. Gilson Mfg. Co., Port Washington, Wis.
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Carter White Lead Co., Montreal
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McArthur Irwin, Montreal
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Metallic Roofing Co., Toronto and Winnipeg
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British Aluminum Co., Ltd., Toronto
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B. Greening Wire Cloth Co., Ltd., Hamilton
Laidlaw Bale-Tie Co., Ltd., Hamilton
Lewis Bros., Ltd., Montreal
Northern Electric Co., Montreal
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Steel Co. of Canada, Hamilton
Western Wire & Nail Co., London
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B. Greening Wire Cloth Co., Ltd., Hamilton
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Keystone Mfg. Co., Buffalo, N.Y.
L. S. Starrett Co., Athol, Mass.
Trimont Mfg. Co., Roxbury, Mass.
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Bridgeport Hardware Co., Bridgeport, Conn
Wrenches, Ratchet
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Spielman Agencies, Montreal
Wrought Nipples
Canadian Tube & Iron Co., Ltd., Montreal
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Canadian Tube & Iron Co., Ltd., Montreal
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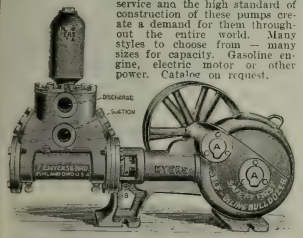

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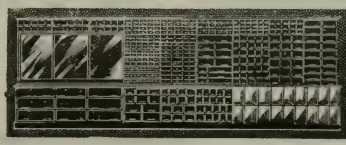

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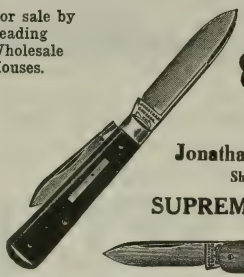

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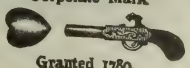


Granted 1780.

Jonathan Crookes & Son

Sheffield, England

SUPREME CUTLERY

GLUE IN PACKAGES

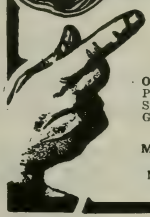
Put up in the way that best appeals to the people—that's "Brantford" GLUE

It's an all 'round glue and makes good profits for dealers.
In ¼, ½ and 1 lb. packages at your jobbers.

CANADA GLUE CO., Limited, Brantford, Ont.

L M & C

GERMANTOWN LAMPBLACK



THE L. MARTIN CO.
HEADQUARTERS FOR
LAMPBLACK
IN ENGLAND AND AMERICA

Originators of Eagle, Old Standard, Globe and Pyramid Germantown Brands.
Suppliers of Bulk Blacks to the highest class Grinding Trade.

THE L. MARTIN CO.
Montreal, Toronto, Winnipeg, New York, Philadelphia, London, Eng.
Messrs P. A. C. McIntyre & Co., Winnipeg, Agents for Western Canada

JOSEPH RODGERS & SONS
SHEFFIELD, ENG. LIMITED

Avoid imitations of our **CUTLERY**

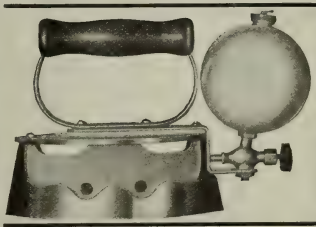
By seeing that this exact mark is on each blade

REGISTERED TRADE MARK
GRANTED 1682.

SOLE AGENTS FOR CANADA

James Hutton & Company
MONTREAL

Big Spring and Summer Seller



Every housekeeper—city or country—a likely purchaser of the

"Comfort" Iron

Makes its own gas, two-pointed, self-heating, self-cleaning. Operates easily at low cost. Looks good and makes good, guaranteed. Sells fast.

Ask your jobber for particulars or write direct.

Dept. 16.

National Stamping and Electric Works
410-424 S. Clinton St. - - Chicago, Ill.

C. KLOPFER, LIMITED

Edward Halloran, Manager
44-50 Wellington Street East, TORONTO
And at Guelph

IRON and STEEL
HEAVY HARDWARE
AUTOMOBILE ACCESSORIES

Agencies WANTED FOR ENGLAND

THE BRITISH ISLES OR THE WHOLE OF EUROPE

Manufacturers and Exporters desirous of selling goods in England, etc., please send catalogues and suggestions.

We sell goods on commission.

CRAVENS' PATENT LIMITED
CORPORATION STREET, MANCHESTER
ENGLAND

If interested, tear out this page and keep with letters to be answered.

CROWBARS

No. 102-A—CHISEL POINT

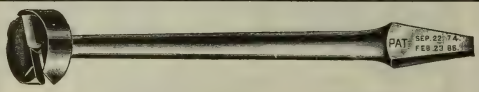
We offer you bars made of High Carbon Steel at the same price as you are buying the Mild Steel Bar elsewhere. Send us a trial order.

B. J. COGHLIN CO., LIMITED, Office and Factory: Ontario St. East, MONTREAL

TARRED FELT

SPECIFY DOMINION BRAND

J. H. McCOMB, LIMITED Manufacturers of all kinds of Building Paper, Pitch and Coal Tar **MONTREAL**



THE PROGRESSIVE MANUFACTURING CO.
Torrington, Conn., U.S.A.

FORSTNER BITS

bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTER. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability. Made for Brace—made for machine. Packed singly; packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Only through your jobber to-day.

CANADIAN TUBE & IRON CO., LIMITED

MANUFACTURERS OF

BOLTS and NUTS

Carriage Bolts, Coach and Lag Screws, Tire Bolts, Machine Bolts, Sleigh Shoe Bolts, Plow Bolts, Track Bolts, Square Nuts, Hexagon Nuts Boiler Rivets, Tinners' Rivets, Etc.

TRADE MARK

WROUGHT PIPE

Black and Galvanized, sizes ⅛ in. to 4 in., is thoroughly inspected and tested to 600 lbs. pressure, and every length is branded with our trade-mark.

We also manufacture NIPPLES in all sizes—black or galvanized.

WORKS: LACHINE CANAL, - - - - - MONTREAL

The Peterboro Lock Mfg. Company, Limited

Peterboro, Canada

Established 1885

MANUFACTURERS OF

BUILDERS' HARDWARE

Ship Hardware, Saddlery Hardware, Padlocks, Door Checks, Brass and Iron Castings, Stampings and other Hardware Specialties.

Mention This Paper When Writing Advertisers

TRADE MARKS

Any trade-mark shown on this page, when stamped on an article of hardware, is the manufacturer's personal "O.K.," guaranteeing the quality of the product.

OWL BABBITT METALS

A composition of pure virgin Metals with unusual wearing qualities. Always specify Owl Brand. Made in the West by

THE OWL METAL CO., LTD.
WINNIPEG, MAN.

NORCROSS
Garden Cultivator-hoes

"Used the World Over"
Send for Catalog
C.S. Norcross & Sons, Bushnell, Ill.

SEALS
Drop us a card for prices and particulars
HAMILTON STAMP & STENCIL WORKS, Ltd.
HAMILTON, ONT.

"Climax" Paper Balers
Turn Waste Paper Into Money
FREE—10 DAYS' TRIAL.

12 sizes.
Made of Steel.
Reduces your fire risk.
Salesmen and Dealers Wanted.
CLIMAX BALER CO.
HAMILTON, ONT.

STERLING
Hack Saw Blades and Machines
Manufactured by
Diamond Saw & Stamping Works
BUFFALO, N.Y.

BLUE LABEL LAMPS
ALWAYS SATISFY
Made by
The Canadian Tungsten Lamp Co., Limited
Hamilton, Canada

BATH ROOM FITTINGS

KINZINGER, BRUCE & CO., LIMITED
NIAGARA FALLS, CANADA
WHAT WE MAKE WE GUARANTEE

AUTO ACCESSORIES

FOOD CHOPPERS

Knives and plates made from wrought Swedish steel of finest quality. These choppers may be had tinned all over or enamelled white inside and japanned red outside. Stock carried.

F. W. LAMPLOUGH & CO.
Unity Bldg., Montreal

THE CLIPPER

There are three things that destroy your lawn. Dandelions, Buck Plantain and Crab Grass. In one season the Clipper will drive them all out. All dealers should investigate selling possibilities. Drop us a line and we will send circular and prices.

CLIPPER LAWN MOWER CO. Dixon, Ill.

Strong, Serviceable Trucks of all Kinds

Stocked for immediate delivery. Rubber-tired if desired. Also platform trucks. Repairs supplied.

John Watson Mfg. Co., Ltd.
Winnipeg

TRADE **SAWYER** MARK
Registered
STITCHED CANVAS BELTS
"THE QUALITY BELT"
PLEWES LIMITED, Distributors, WINNIPEG

BEAR BRAND LAMP BLACKS
A Germantown of quality that gets big business
WILCKES, MARTIN, WILCKES CO.
135 WILLIAM ST. NEW YORK

The PARMENTER BULLOCH CO., Ltd
GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

CANADIAN CANOES
All Wood and Canvas Covered
Catalogue "H" on request
THE CANADIAN CANOE COMPANY LIMITED
210 RINK STREET PETERBOROUGH ONT.

ALLEN NON ACID SODERING FLUX
Stick, paste, liquid or salts —makes a sodered joint three times as strong as muriatic and flux. Samples free.
L. B. Allen Co., Inc.
4525 North Lincoln St.
CHICAGO, ILL.

Kindly mention this paper when writing advertisers

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Made in Canada

Conservation of Food

DOMESTIC ECONOMY is impossible without FRUIT JARS.

This is fully recognised by all Authorities interested in FOOD CONSERVATION and their PUBLICITY CAMPAIGN will undoubtedly stimulate the use of JARS this year and create a demand far above normal. RETAILERS should be ready to do their part by having JARS on hand when required.

REQUIREMENTS should be carefully considered and orders placed with WHOLESALERS as early as possible.

LATE ORDERS may not ensure delivery in time to meet the requirements of the PUBLIC.

NO FRUIT or vegetables should be wasted this year for want of JARS.

Ask your Wholesaler for JARS "MADE IN CANADA" and guaranteed by a reliable manufacturer.

Adv. of Dominion Glass Company, Limited

Made in Canada

Wanted

SITUATIONS VACANT

WANTED—FOR WHOLESALE HARDWARE—one experienced cost clerk, one experienced stock keeper, one experienced travelling salesman. State age, experience, salary expected and give refrences. Apply sales manager, Western Canada Agency, Limited, Lethbridge, Alberta.

HARDWARE CLERK WITH 2 OR 3 YEARS' experience for Toronto store. Box 402 Hardware and Metal.

SITUATIONS WANTED

HARDWARE MAN WANTS POSITION WITH good possibilities on selling end, with live manufacturer. Successful manager and buyer for seven years in progressive town and four years large city store. Best references. Box 404 Hardware and Metal.

WANTED—POSITION AS HARDWARE MANager or head salesman by discharged soldier. Was in business in town in Western Ontario before enlisting. Excellent references. Box 395 Hardware and Metal.

MISCELLANEOUS

WANTED — BY RELIABLE MANUFACturer's Agent, one good line selling to wholesale hardware trade. Address "Hardware," Box 1934, Montreal.

ADDING TYPEWRITER WRITE, ADD OR subtract in one operation. Elliott Fisher, Limited, Room 314 Stair Building, Toronto.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Ltd. Supplied by the trade throughout Canada (tf)

DOUBLE YOUR FLOOR SPACE—BY INstalling an Otis-Fensom hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only $70. Write for catalogue "B," Otis-Fensom Elevator Co., Toronto.

GOOD STENOGRAPHERS ARE WHAT EVERY employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

THE SUREST WAY FOR THE MANUFACturers' agent to connect with good live firms is to tell the manufacturers who read Hardware and Metal, all about his ability to sell their goods. Try an advertisement on the Condensed Ad. Page of Hardware and Metal, under this heading.

IF YOUR HARDWARE BUSINESS IS FOR sale, who is more likely to buy it than a hardware man, be he merchant, clerk, or traveller? It is only hardware men who read Hardware and Metal, and a condensed advertisement in this paper offering your business for sale, will put you in touch only with the people who will be most interested.

FIFTY DOLLARS TIED UP IN OLD FIXtures that you are no longer using would make a lot of money for you if invested in stock and turned over three or four times a year. Get your money out, by selling the fixtures to one of Hardware and Metal's readers who may be looking for exactly what you have to offer.

This page is the logical place for anyone in the Canadian hardware trade to place his "condensed" advertisements if he wants anything that can be supplied by any other Canadian hardwareman.

Do you want a clerk or store manager?

Do you want a position as clerk or travelling salesman?

Do you want a traveller?

Do you want to sell or exchange your business?

Do you want to buy a hardware business?

Do you want to buy or sell any store equipment?

If so, sit down now, and draft an advertisement for Hardware and Metal's "Wanted" page, setting forth just what you want, and stating your needs or qualifications.

Such an advertisement will automatically seek out for you, the only people you want to reach—those who are actively engaged in selling hardware, in Canada.

The cost?

Trifling! Two cents per word for first insertion and one cent per word for each subsequent insertion of the same advertisement. Each figure is counted as a word, and a charge of 5 cents extra per insertion is made when Box Number is required. In this way the advertiser's name is kept confidential.

Copy for Condensed Advertisements should reach the Toronto office of Hardware and Metal not later than Thursday morning to catch the current week's issue. In order to save unnecessary correspondence and bookkeeping, please remit with copy, preferably by money order.

FOR SALE

FOR SALE—FIRST CLASS STOCK OF HARDware, south-west Saskatchewan; A1 farming district; reasons for selling ill-health. Box No. 403 Hardware and Metal.

HARDWARE STOCK AND BUSINESS FOR sale in live town of 800. First-class farmers' trade. Hydro just coming in. Apply Box 360, Hardware and Metal.

FOR SALE — HARDWARE BUSINESS IN large Eastern Ontario city; stock about $8,000.00. Price right for quick sale. Box 361, Hardware and Metal.

FOR SALE—BUILDING AND HARDWARE stock in good live Saskatchewan village. Stock on hand about $6,000. Living rooms above. Good opportunity and terms for right man. Box 726, Hardware and Metal.

HARDWARE BUSINESS FOR SALE. STOCK about $25,000; right on the main street; buildings 25 x 120, two-story; owner retiring. Apply P.O. Box 275, Sudbury, Ont.

ANY ONE WISHING TO SECURE A GOOD tinsmith, stove and furnace business in best town in New Brunswick; a small outlay for spot cash. For particulars apply Box 399, Hardware and Metal.

For Quick Sales

Recently a hardware dealer in Western Canada became overstocked with shotguns. He placed a want ad. in Hardware & Metal. We learned eventually that he not only disposed of his stock, but received several orders that he could not fill. If this man had kept this stock away, it would not only have deteriorated in value, but he would have had to pay taxes, insurance, etc. on it. If you have anything on hand which you wish to dispose of quickly advertise it in our want column. The quick results will make the first cost negligible.

Business Houses by the Hundred Buy "Confidential Circulars" for Dollars When Cents Would Buy Far More Facts

Waldon Fawcett, Washington Correspondent, writes as follows in *The Fourth Estate:*

> "Hundreds and thousands of business houses in all lines of trade are to-day paying fees of $25.00 and $50.00 and upwards to 'business correspondents,' 'information bureaus,' etc., located in Washington, which do not supply in their weekly printed or mimeographed 'confidential' letters a tithe of the information obtainable through TRADE PAPERS at a fraction of the price."

THE MACLEAN PUBLISHING COMPANY own and publish the most comprehensive group of Trade and Business Newspapers in Canada. The paper you are reading now is one of the group. The complete list with their subscription cost per year is as follows:

THE FINANCIAL POST (Weekly)	$ 3.00 Per Year
HARDWARE AND METAL (Weekly)	3.00 " "
CANADIAN GROCER (Weekly)	3.00 " "
DRY GOODS REVIEW (Monthly)	2.00 " "
MEN'S WEAR REVIEW (Monthly)	2.00 " "
BOOKSELLER & STATIONER (Monthly)	1.00 " "
PRINTER AND PUBLISHER (Monthly)	2.00 " "
SANITARY ENGINEER (Semi-Monthly)	1.00 " "
CANADIAN MACHINERY (Weekly)	3.00 " "
POWER HOUSE (Monthly)	1.00 " "
CANADIAN FOUNDRYMAN (Monthly)	1.00 " "
MARINE ENGINEERING (Monthly)	1.00 " "
FARMERS' MAGAZINE (Semi-Monthly)	1.00 " "
MACLEAN'S MAGAZINE (Monthly)	2.00 " "
	$26.00

Any single issue of any one of the above newspapers most certainly contains far more information for the business man concerned than could possibly be put into the most voluminous circular ever mimeographed or printed. To subscribe to the whole list would cost you only $26.00 a year. And yet, as Waldon Fawcett intimates, thousands of business houses are still paying $50.00 and upwards for weekly mimeographed circulars containing not a tithe of the business news given in any single issue of any one of THE MACLEAN BUSINESS NEWSPAPERS.

THE MACLEAN PUBLISHING COMPANY, LIMITED

153 UNIVERSITY AVENUE, TORONTO

If interested, tear out this page and keep with letters to be answered.

"HENDRYX"

STANDARD STEEL AND BRASS CHAINS

MR. CHAIN USER: August, 1917.

For many years we have made a specialty of chain for manufacturer's use, and are well equipped for this business.

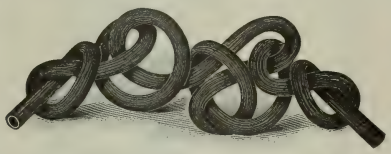
Our chain is made of special wire found by us to be best suited for the purpose. The links are well shaped, small and compact, making a heavy, strong chain.

A sample mailed to us of what you may need will be given immediate attention, and interesting prices quoted on any quantity.

Yours very truly,

The Andrew B. Hendryx Company, New Haven, Conn.

"Multiped"

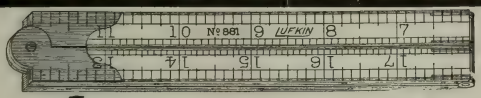


The Garden Hose That Doesn't Kink

A MOULDED, CORRUGATED HOSE OF EXTRAORDINARY STRENGTH, MADE IN LENGTHS OF ABOUT 500 FEET.

MANUFACTURED SOLELY BY **GUTTA PERCHA & RUBBER, LIMITED**

Toronto, Halifax, Montreal, Ottawa, Fort William, Winnipeg, Regina, Saskatoon, Lethbridge, Calgary, Edmonton, Vancouver, Victoria



LUFKIN

Boxwood and Spring Joint

RULES

MEASURING TAPES

ALL SOLD UNDER THAT BROAD, DEFINITE GUARANTEE, ABSOLUTE SATISFACTION TO DEALER AND USER.

Complete Lines.

THE LUFKIN RULE CO. OF CANADA, LTD. WINDSOR, ONT.

Prompt shipments from stock.

TINKER TOM'S TALKS.

Talk Number One Hundred and Forty-Three

From Hamilton to Vancouver it's the same story—everybody busy, everybody prosperous. Trade prospects best ever. We will all serve His Majesty the Farmer for years to come.

TINKER TOM.

Look out for Talk No. 144 next week.

DOMINION SHEET METAL CO., Ltd.
HAMILTON, CANADA

O. P. W.
PAINTS and VARNISHES
FOR EVERY PURPOSE

REGISTERED and PROTECTED
O. P. W. LINES

CANADA BRAND PURE PAINTS
CANADA BRAND FLOOR PAINTS
CANADA BRAND FLAT-WALL PAINTS
JAS-PER-ITE EXTERIOR VARNISH
JAS-PER-ITE HARD OIL FINISH
JAS-PER-ITE FLOOR FINISH
JAS-PER-LAC LAC SHADES
JAS-PER-LAC ENAMELS
O.P.W. DECORATORS' ENGLISH LEAD
O.P.W. DECORATORS' PURE LEAD
O.P.W. CREOLIN SHINGLE STAINS
O.P.W. OIL AND JAPAN COLORS
PRESTO PAINT AND VARNISH REMOVER

Manufactured only by

OTTAWA PAINT WORKS, LTD.
OTTAWA, CANADA

TORONTO **VANCOUVER**

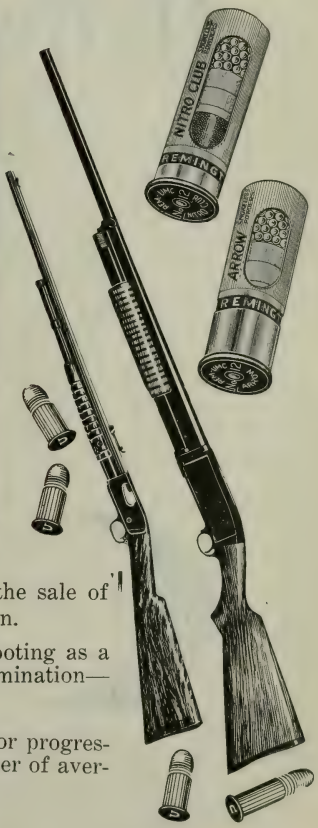
Toronto Branch: 153 Duchess Street

HARDWARE AND METAL

Vol. XXX PUBLISHED EVERY SATURDAY SINCE 1888 April 20

No. 16 THE MACLEAN PUBLISHING COMPANY, LIMITED 1918

PUBLICATION OFFICE: TORONTO, CANADA



THIS is going to be a decidedly Remington U.M.C. year in the sale of Sporting Rifles of all calibres, Pump Guns and Ammunition.

More and more men are turning to gallery, trap and field shooting as a sound, healthy diversion—the "better class" of men—of discrimination—with money to spend.

To such men, the 100-year-old Remington U.M.C. reputation for progressiveness, quality and fine performance in the hands of the shooter of average ability, makes an irresistible appeal.

Remington U. M. C.—"the line complete"—all jobbers.

Remington U.M.C. of Canada, Limited
WINDSOR, ONT.

SPORTSMEN'S HEADQUARTERS
REMINGTON UMC
FIREARMS & AMMUNITION

A Reminder on Boiled Linseed Oils

YOU CAN DISTINGUISH

Livingston Brand

"FIRE BOILED" AND "STEAM BOILED"

IN TWO WAYS

The STENCIL and the PREMIUM

Our "FIRE BOILED" Oil is known from Coast to Coast as "BADEN OIL" and for over fifty years has been the standard by test.

THE OUTWARD MARK OR STENCIL OF FIRE BOILED

THE OUTWARD MARK OR STENCIL OF STEAM BOILED

"STEAM BOILED" is the modern method designed to effect speed in manufacture.

The premium on Baden Boiled Oil over Raw is three cents.
The premium on Steam Boiled Oil over Raw is one cent.

REMEMBER THE DIFFERENCE.

The Dominion Linseed Oil Company Limited

BADEN TORONTO MONTREAL

CANADA
FOUNDRIES & FORGINGS
LIMITED

ORIGINAL PRODUCERS AND DISTRIBUTORS

CISTERN PUMPS

FIG. 90—LIFT

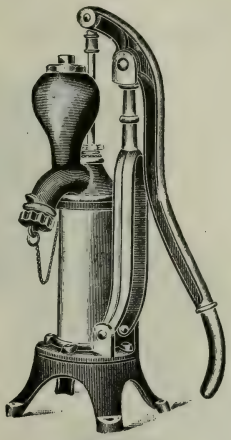


FIG. 70—FORCE

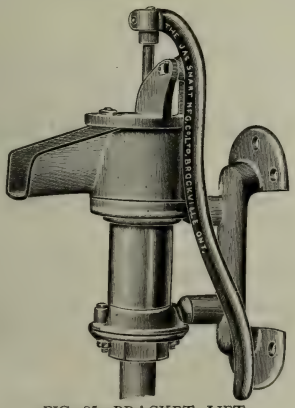


FIG. 85—BRACKET, LIFT

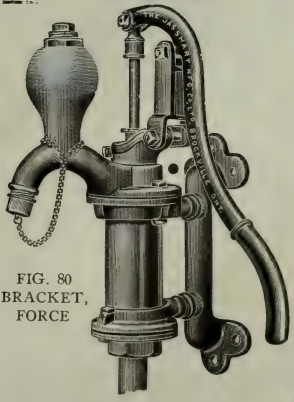


FIG. 80
BRACKET,
FORCE

WE CARRY A FULL LINE OF EASY-WORKING CISTERN AND WELL PUMPS.

JAS. SMART PLANT BROCKVILLE, ONT.
WINNIPEG - MAN.

If interested, tear out this page and keep with letters to be answered.

UNIVERSAL

STAR PERFORMERS

Make More Money

Sell more UNIVERSAL Bread Makers, Food Choppers, Percolators, and Butter Mergers.

Our advertising is working day and night to help you do this.

Every thrifty woman is a prospect. Put the BIG FOUR out in the open and send for our special window trim and sales helps.

Landers, Frary & Clark

NEW BRITAIN, CONN.

Canadian Representatives:

A. MACFARLANE & CO.
MONTREAL

If interested, tear out this page and keep with letters to be answered.

Disston Plastering Trowels

are

UNEQUALLED

in

Quality-Efficiency-Durability

Made to meet the requirements of practical users and have earned the approval of Skilled Plasterers throughout Canada and the United States.

They maintain the **High Standard of Quality, Workmanship and Efficiency** which has won **World-wide Renown** for **Disston Brand Goods** for the past 76 years.

We are headquarters for Disston Goods.

LEWIS BROS., LIMITED, MONTREAL

EVERYTHING IN HARDWARE
RAILWAY CONTRACTORS' and PLUMBERS' SUPPLIES
SPORTING GOODS, CUTLERY, PREPARED ROOFING, PAINTS and GLASS

If interested, tear out this page and keep with letters to be answered.

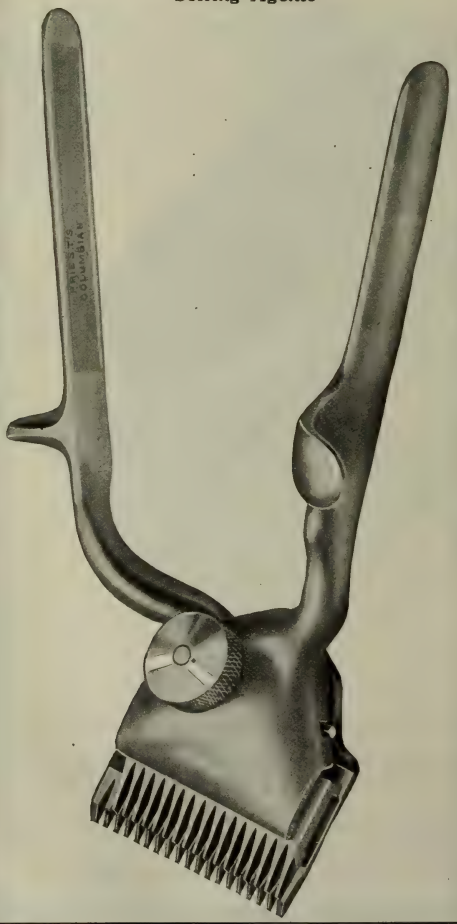
Priest's Toilet Clippers

You will make no mistake in getting acquainted with Priest's Toilet Clippers because you can depend upon them to satisfy your customers.

A. MacFarlane & Co.
Montreal, Canada

Wiebusch & Hilger, Ltd.
New York City

Selling Agents



METALS · CHEMICALS · GLASS
B&SH
Established 1790

We solicit your enquiries for

Whiting

(English)

Shipment on opening of navigation.

B.&S.H.THOMPSON & COMPANY LIMITED MONTREAL

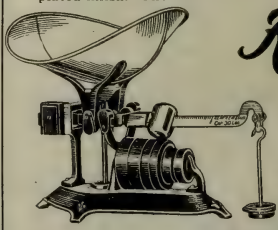
Branches: TORONTO WINNIPEG NEW GLASGOW, N.S.
Canadian Sales Agents: United States Steel Products Company
Exporters for American Sheet & Tin Plate Company

Show Her the Way

FOR goodness' sake, cries the average housewife, show us how to save money out of the deluge of sky-high prices for meats, sugar, flour—everything. And seldom a thought has she of what a tidy sum can be saved every little while by checking up the honest mistakes of grocer, butcher, etc. Show her.

Just a bit of enterprise, pushing the Renfrew Scale to the front—displaying it—and showing her how it soon pays for itself will stir up a tidy lot of sales worth while. Right now is the "psychological moment."

Clinch your sales by showing the Government Inspector's Certificate of correct weights accompanying every Renfrew. Scales supplied in black or all nickel-plated finish. The



Renfrew

HOUSEHOLD SCALE

Capacity ½ oz. to 30 lbs.
Government Inspector's Certificate accompanies every scale.

Write to-day for literature and attractive selling proposition to

The Renfrew Machinery Co., Limited

Head Office and Works, Renfrew, Ont.

Eastern Branch, Sussex, N.B.

Western Representatives: P. A. C. McIntyre & Co., 206 Scott Block, Winnipeg, Man.; Crandall Co., Ltd., Vancouver, B.C. **Our Other Lines:** "Renfrew" Cream Separators; 2,000-lb. Farmers' Truck Scales, Tractors, Wood-Saws, Grain Grinders, etc.

If interested, tear out this page and keep with letters to be answered.

Method of Packing Strap and "T" Hinges and Hinge Hasps with screws.

Individually packed, each pair with its own screws

All the smaller sizes of National Strap and "T" Hinges are packed one pair in a box with screws. Larger sizes are packed one pair in a box with screws. All cartons containing one-half and one dozen pairs are sealed with gummed tape, and those containing one pair are tied six in a bundle. When a shipment reaches you you can tell at a glance whether it is complete or not.

But it's in re-selling that the big advantage of National packing shows best. No screws to count, no loss from careless or hurried counting, no waste of time. You just hand your customer his pair or pairs of hinges in a sealed package and collect your profit.

National packing simplifies selling and ensures satisfaction.

National Manufacturing Company

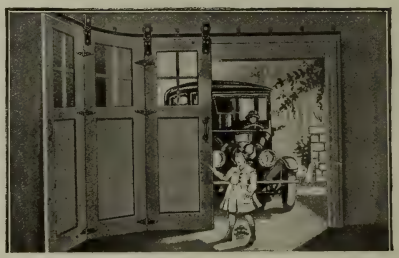
STERLING, ILLINOIS.

If interested, tear out this page and keep with letters to be answered.

Show the Owner and the Contractor

the advantages of hanging Garage Doors on rollers and your efforts will be repaid by increased sales and profits.

Efficiency, ease of operation and no waste space are three outstanding features.



Let us supply everything you need to display and sell this profitable outfit.

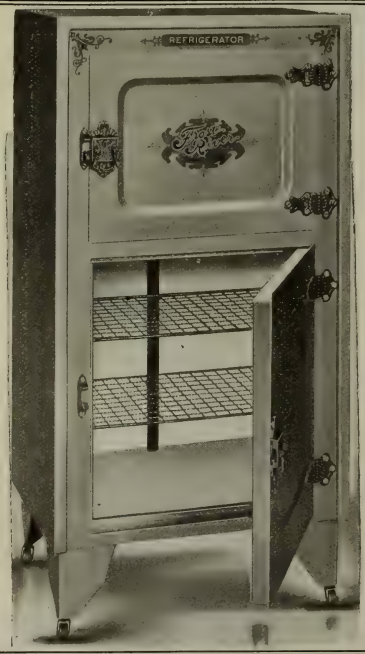
The Hatch Garage Door Outfit

rolls the doors around the corner to the side wall taking up very little space in the Garage, and makes sagging, warping or slamming of doors impossible.

Write our "Hanger Dept." for detailed information and prices

Canada Steel Goods Company Limited

HAMILTON, CANADA



Davidson's Well Known FROST RIVER

Refrigerator shown herewith

Made entirely of Sheet Steel Galvanized

The exterior is Japanned French Grey, beautifully finished with neatly decorated panels and corner scrolls.

The Food Chamber is coated with white enamel, thoroughly hardened and baked on in an oven of high temperature.

All inside parts are removable for cleaning purposes.

The drip pipe for the waste water has been carried outside the body, and does not run through the Food Chamber—as usual in other refrigerators.

Made in three sizes, the largest with double doors.

NOW is the time to get your Orders in for these goods and ensure prompt shipment.

The Thos. Davidson Mfg. Co.

LIMITED

Toronto Montreal Winnipeg

If interested, tear out this page and keep with letters to be answered.

SAMSON
FARM and GARDEN TOOLS

are just the same as they have always been—an unvarying standard of highest quality maintained to meet the confidence reposed in them.

H. S. HOWLAND SONS & CO., LIMITED

WHOLESALE HARDWARE

TORONTO

If interested, tear out this page and keep with letters to be answered.

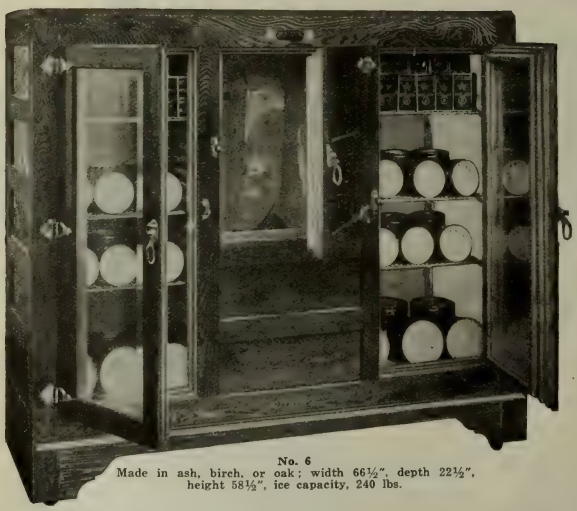
A Winner All Along the Line

Put the Barnet in your show rooms and watch sales grow. In the Barnet you can show your customer every modern feature worth having. The Barnet's patented syphon and air circulating systems insure perfect refrigeration.

Write to-day for full particulars and attractive selling proposition.

THE BARNET

Made in Canada



No. 6
Made in ash, birch, or oak; width 66½", depth 22½", height 58½", ice capacity, 240 lbs.

Insulation

No less than eleven protecting walls—flax fibre—correct dead air space—chemically prepared papers.

Circulation

Improved syphon principle; foods preserved sweet, fresh and cool, in unbroken current of pure, dry air.

No Moisture

As an experiment, matches can be lighted on the walls of the ice chamber after being enclosed in the refrigerator many days.

Drainage

No drainage pipe—simply an opening in refrigerator floor. This avoids accumulation of slimy matter and odors.

Ventilation

The Barnet system is exclusive and is protected by our patents. Prevents contamination and commingling of odors.

Vitreous Porcelain Linings

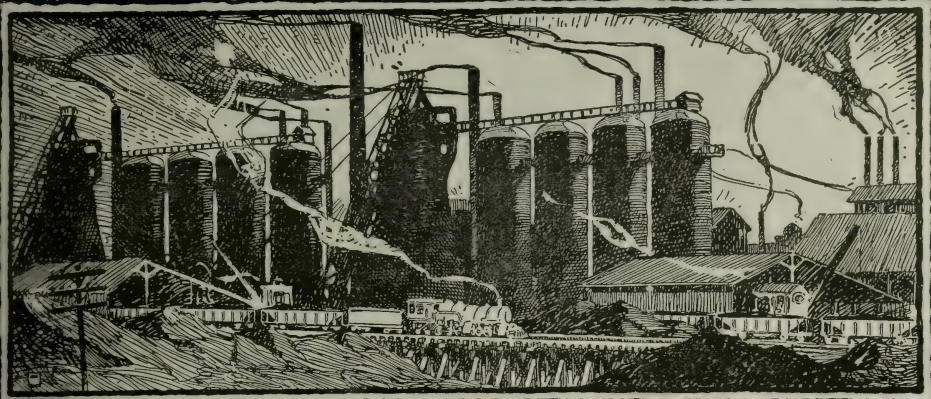
A great attraction to women—easy-to-keep-clean; will not check or peel. The Barnet carries a hard and fast guarantee.

The Barnet syphon system is the highest achievement in effective refrigeration. It appeals to the best trade. To provide a complete line, we also manufacture a low-priced refrigerator that is good value for the money.

The Renfrew Refrigerator Co., Ltd.

Head Office and Works: Renfrew, Ont.

If interested, tear out this page and keep with letters to be answered.



LITTLE WORDS WITH BIG MEANING

Quality

According to "Webster," Quality is "an excellence of character; natural superiority."

Service

Webster's definition of "Service" is; "The performance of labor for the benefit of another."

We use these words advisedly—fully understanding their definitions—and realizing the obligation we place upon ourselves by their continued use in connection with our products of Iron and Steel, and our attitude to the people we serve.

THE

STEEL COMPANY

OF

CANADA

MONTREAL LIMITED HAMILTON

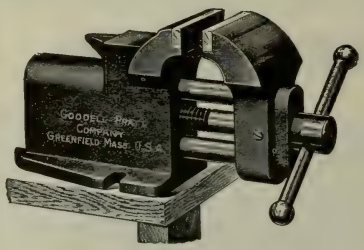
Pig Iron,
Steel & Iron Bars,
Horse Shoes,
Steel and Iron Products.

Steel Billets,
Track Spikes &
Bolts, Forgings, Wire
of every description.

If interested, tear out this page and keep with letters to be answered.

GOODELL-PRATT

1500 GOOD TOOLS



BENCH VISES

STRONG, RIGID, DEPENDABLE.

For the Factory, Home Workshop or Garage, a good, strong, rigid, dependable vise is a necessity. Goodell-Pratt Vises are built to endure, and they do. That they are good is not an accident. When we found, from experience, that we could not buy a vise that would measure up to our standard, we made it.

The peculiar shape of the Jaws, the Steel Guide Rods and the large steel Feed Screws with a special squared thread, give the vital parts of the vise great strength and rigidity; after the work is clamped in, it stays.

There are five sizes in our line of vises, and from the smallest to the largest, they are of the same high quality and finish.

Partial List of Tools

Hand and Breast Drills,
Bench Grinders,
Screw Drivers, Hack Saws,
Bench Drills,
Bit Braces, Tool Sets.
Automobile Tools.

Those Dealers who are fortunate enough to be handling the Goodell-Pratt Advertised line of 1,500 Good Tools are enjoying quick turnovers and good profits. Are you one of them?

Goodell-Pratt Company

Toolsmiths

Greenfield, Mass., U. S. A.

If interested, tear out this page and keep with letters to be answered.

Why One Customer Prefers Plymouth

The Woodstock Lumber Company of Beebe River, N.H., are large users of Plymouth products in their lumber operations. They say:

"While (Plymouth) costs more than other brands, we find it goes farther, so that it is the most economical one for us to buy."

Right here is a proof of our contention that there is more profit in selling Plymouth Rope on the foot basis than in selling other ropes in the old way. Plymouth invariably contains more feet to the pound than other brands, and after all it is rope yardage that is purchased, not rope weight. This increased yardage more than offsets any difference in the pound prices.

Some dealers have increased their profit 15% to 20% by selling Plymouth on this basis.

PLYMOUTH CORDAGE COMPANY
North Plymouth, Mass. - Welland, Canada

INDEPENDENT CORDAGE CO..
LIMITED
TORONTO, CANADA
Canadian Sales Agents

There's More Profit in Plymouth Rope

If interested, tear out this page and keep with letters to be answered.

Full of Good Points

In fact as well as in name.

The shape of the teeth of the "Famous Five" files was determined after many experiments.

Different shapes and depths are made, according to the work for which the file is intended.

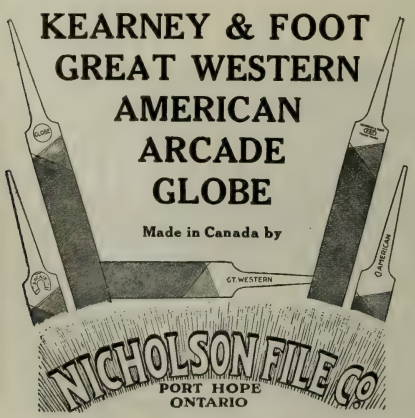
Consequently, you can get for your customers a "Famous Five" file that will cut fastest and leave the best surface on any kind of material.

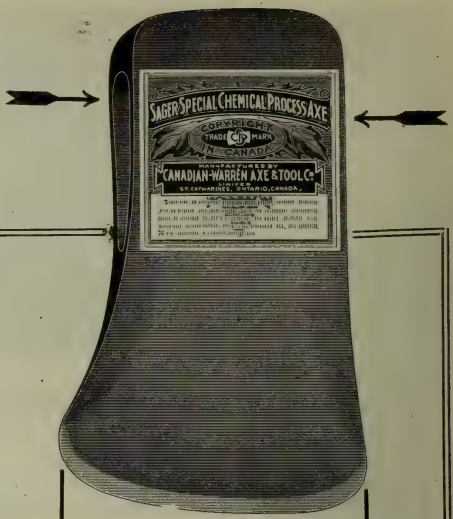
And a "Famous Five" file will stay hard and sharp for the longest possible time.

Their cutting qualities have been standardized. Your customers can rely upon them.

Specify them when ordering from your jobber.

They are:





WHY NOT BE GUIDED BY THE JUDGMENT OF HUNDREDS OF WELL KNOWN LUMBERMEN, WHO ACKNOWLEDGE THE SUPERIORITY OF

"SAGER AXES"

AND

"SOO LINE" LOGGING TOOLS?

GET THE HABIT.

(AND THE PROFIT)

Canadian Warren Axe & Tool Co.
LIMITED
ST. CATHARINES, ONT.

Soo Line
Logging Tools

If interested, tear out this page and keep with letters to be answered.

"Quality METALLIC First"

SHINGLES SIDING CEILING CORRUGATED IRON TROUGH AND PIPE SKYLIGHTS

Stores, churches, lodges and homes

There is no limit to the number of prospects in your neighborhood for Metallic Ceiling and Wall plate jobs.

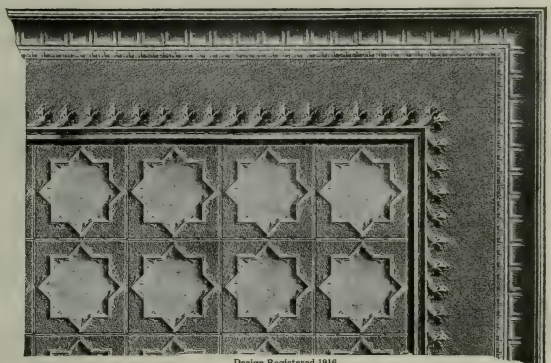
Just a suggestion from you will often land a big profitable job and we will handle all the detail of figuring and planning for you.

First, get our big illustrated catalogue and information about our dealer service.

Stock carried by

GEO. W. REED & CO., LTD.

37 St. Antoine Street Montreal



Design Registered 1916

The Metallic Roofing Co., Limited

TORONTO MANUFACTURERS WINNIPEG

"Belleville" Hardware

A "Made-in-Canada" Product Equal to the Best in the World

We are all apt to look up to imported goods as superior to home-made lines. Pause before you concede anything to foreign products over "BELLEVILLE" HARDWARE. Here is a Canadian-made product that is as good as the best.

"Belleville" hardware is meeting the demand of the most particular architects and builders, and is recording wonderful success throughout Canada. It is a worthy Canadian product, worthy of the best Canadian patronage. All hardware looks very much alike to builders and architects until they have had experience with "Belleville."

Best line for dealers to handle. Has greatest demand. Get our proposition.

Belleville Hardware & Lock Mfg. Company

BELLEVILLE ONTARIO

Manufacturers

OF

WIRE

HEADQUARTERS FOR

Wire Bale Ties

LARGEST CAPACITY AND STOCK IN CANADA

Prompt Shipment

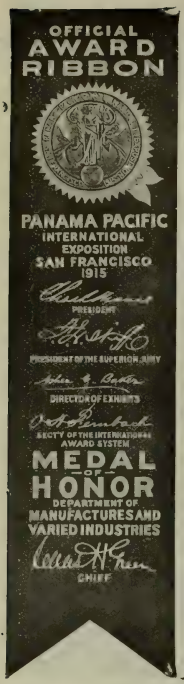
LAIDLAW BALE TIE COMPANY, Limited

HAMILTON, CANADA

Winnipeg Toronto Montreal

London, England

If interested, tear out this page and keep with letters to be answered.



TRIMO TOOLS

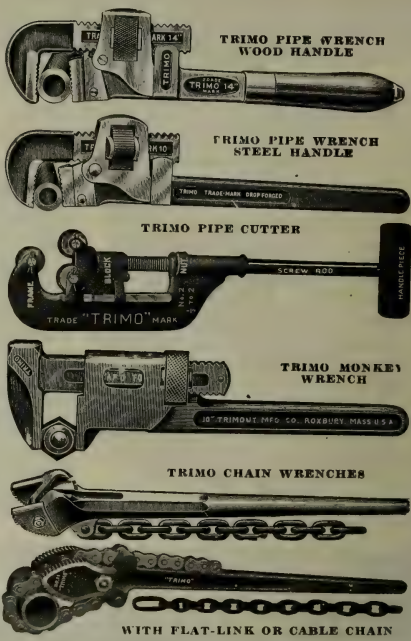
Nut with Nut Guards

BE sure to ask for the Trimo Wrenches, both Pipe and Monkey. They are equipped with Nut Guards that prevent the accidental turning of the adjusting nut in close quarters, and with Steel Frames in the principal size that will not break.

SEND FOR CATALOG NO. 55.

TRIMONT MFG. CO.

55-71 Amory Street
Roxbury, Mass.
U.S.A.



UNIFORMITY — USED THE WORLD OVER — SATISFACTION

Atlas Babbitts

MADE IN CANADA

AMACOL TENAXAS TIN-TOUGHENED MASCOT ATLAS W. E. W. BABBITT

In recommending this line of babbitts to your customers

A WORLD-WIDE REPUTATION FOR UNIFORMITY AND RELIABILITY STANDS BEHIND YOU

PRESSURE AND SPEED DEFIED
Large Stocks

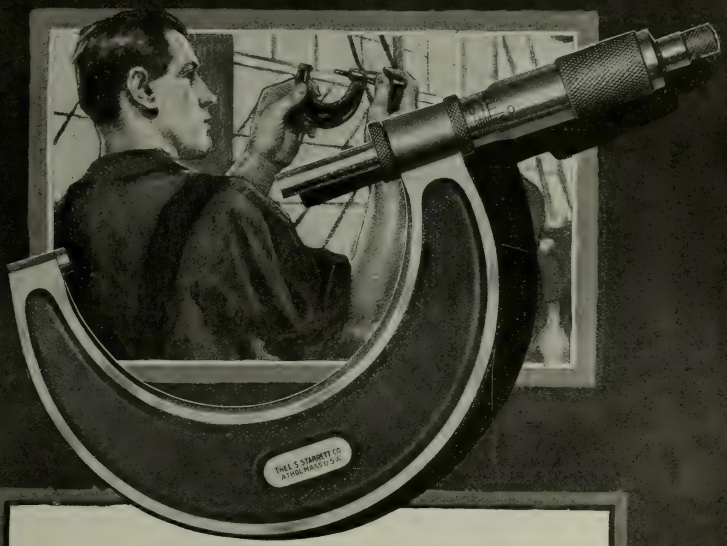
THEY MAKE GOOD EVERYWHERE
Prompt Shipment

Atlas Metal & Alloys Company of Canada, Limited

Office: 49 Common Street, Montreal **Works: Riverside Street, Montreal**

If interested, tear out this page and keep with letters to be answered.

Starrett Tools



The Skillful Workman's Choice

In the kit of the first-class man you will always find Starrett Tools, for such a man knows how essential they are for high-grade work and for the jobs requiring extreme accuracy.

Micrometers, gages, calipers and dividers, vernier calipers, rules, levels, and tapes in great variety are included in the Starrett Line of 2,100 fine tools.

Catalog No. 21 MA sent free on request.

The L. S. Starrett Co.

The World's Greatest Toolmakers

Manufacturers of Hack Saws Unexcelled

ATHOL, MASS.

NEW YORK LONDON CHICAGO

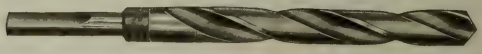
42-784

STARRETT TOOLS

If interested, tear out this page and keep with letters to be answered.

Butterfield

Carbon and High Speed Twist Drills



Accuracy and Speed

In these days when the mechanic is speeded up to increased production, when all his work is subject to careful inspection it is a great comfort to him to know that he still can have the services of such tools as Butterfield's Twist Drills. He knows that he can work Butterfield's Drills "to the limit" without interfering with their accuracy. He knows they'll stand up under heavy usage with a minimum of grinding and practically no breakage. That's why he likes Butterfield Drills and the store that sells them.
Do the real mechanics come to your store for Drills?

Butterfield & Co., Inc.

Rock Island, Quebec

Ward & Payne's Socket Firmer Chisel

This Socket Firmer Chisel is made without a weld, entirely of one piece of steel. It will stand more than ordinary heavy work, takes a keen edge and holds it, is nicely finished and of the usual *W.&P.* high quality.

W.&P. Anvil Brand Light-Edge Tools are recognized as leaders throughout the world.

Canadian Representatives:

ALEXANDER GIBB
St. Nicholas Bldg., Montreal

SHERMAN F. AINSLIE
Spadina Avenue : Toronto

ANTHONY FERGUSON, LTD.
Vancouver, B.C.

If interested, tear out this page and keep with letters to be answered.

Get the Boys

The quality of Dominion 22's has been demonstrated by their use by members of rifle clubs in Canada and by cadet teams that competed successfully abroad.

22's that stand tests like these, where accuracy, positive operation and penetration are not only necessary but essential, will go over your counter easily.

Thousands of boys are shooting in Marksmen's Clubs throughout Canada. Every marksman is using

Dominion 22's

If you haven't a rifle club in your town let us help you develop one. It will mean new customers for you—the boys of to-day, who are the big buyers of to-morrow.

Write for our Handbook on Rifle Shooting and Club Organization.

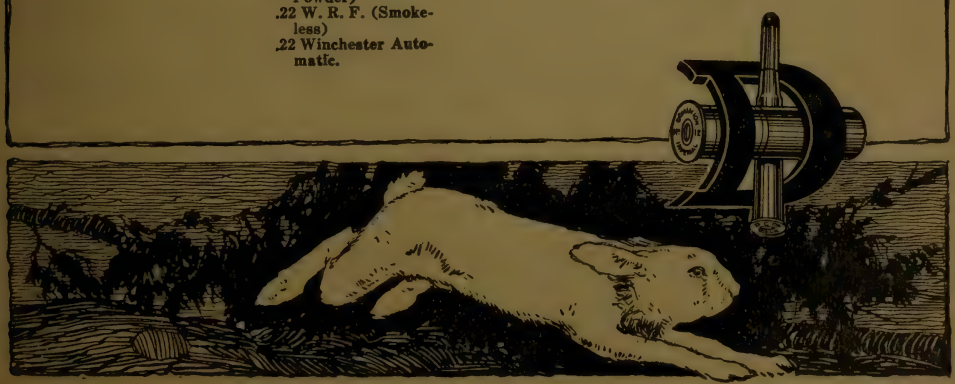
This, and a full stock of all Dominion 22's, will be a means to new ammunition profits to you.

B. B. Caps
C. B. Caps
.22 Short
.22 Long
.22 Short Mushroom
.22 Long Mushroom
.22 Long Rifle
.22 Extra Long
.22 W. R. F. (Black Powder)
.22 W. R. F. (Smokeless)
.22 Winchester Automatic.

Dominion Cartridge Co., Limited

120 St. James Street

Montreal



FIVE WORKS—OVER 3,000 EMPLOYEES

It is our intention after the War to devote our energies to the intensive production of the following Specialities:

Gunmetal and Brass Valves and Cocks.
Steam, Water and Compressed Air Fittings generally.
Cast Iron Stop and Sluice Valves.
Semi-Rotary Pumps.
Extruded Brass and Bronze Bars.
Brass Bolts and Nuts, Studs and General Turned Work from the Bar
Cast and Malleable Iron Cocks and Pipe Fittings.
Pressure and Vacuum Gauges.
Injectors, Engine Governors.
Spraying Machinery.
Coppersmiths' Work.
"Stella" Brand Alloys, Manganese Copper, Silicon Copper, Ferro Zinc, Phosphor Copper and Tin, etc.

Business After the War

If you are interested in any or all of the lines mentioned and are in a position to take a hand in the energetic distribution of the same, please communicate with us NOW to our Head Office.

United Brass Founders and Engineers, Limited

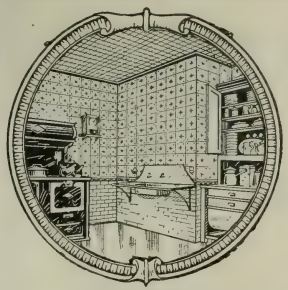
Empress Foundry

Cornbrook, Manchester, England

CHURCH

PEDLAR'S PERFECT METAL CEILINGS AND WALLS

An Artistic and Enduring Finish For Large and Small Interiors.



KITCHEN

DINING ROOM

There's good profit ahead for the merchant who pushes the sale of Pedlar's Metal Ceilings and Walls. A variety of patterns and period designs to choose from. Artistic, fireproof, sanitary, cannot crack, will never break away and will outlast the structure to which they are attached. Unrivalled for large interiors such as Theatres, Halls, Moving Picture Houses, Restaurants, Offices, etc.

Write for Ceiling Booklet H.M

The Pedlar People Limited

Established 1861

Executive Offices and Factories, OSHAWA, ONT.

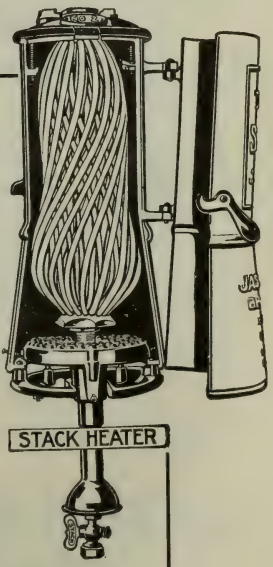
Branches: Montreal, Ottawa, Toronto, London, Winnipeg, Vancouver

The Economy of a Stack Gas Water Heater

There is no gas waste in a Stack Heater. The small perpendicular Copper tubes present their entire surface to the flame and the heat that rises from it. The consequence is that the water heats quickly at small gas cost — hot water can be obtained in one minute.

The perpendicular tubes offering no obstruction to the rising hot water make for a rapid circulation.

The water moves too quickly to allow the depositing of sediment, which in coil heaters, coats the pipes and renders them inefficient conductors of heat. Stack heaters with several years' service have proven as effective as a new one.



The James Morrison Brass Mfg. Co., Ltd.

93-97 Adelaide Street West - TORONTO

3½% NICKEL STEEL

IN STOCK

50	Bars	½"	Round	Steel	16'0"		
50	"	⅝"	"	"	12'0"	to	18'0"
164	"	¾"	"	"	11'0"	to	16'0"
50	"	⅞"	"	"	12'0"	to	18'0"
83	"	1"	"	"	13'0"	to	16'0"
39	"	1⅛"	"	"	14'0"	to	16'0"
46	"	1¼"	"	"	15'0"	to	16'0"
48	"	1¾"	"	"	14'0"	to	16'0"
12	"	2"	"	"	14'0"	to	17'0"
12	"	2 1-16"	"	"	14'0"	to	16'0"
15	"	2⅜"	"	"	14'0"	to	16'0"
20	"	2½"	"	"	14'0"	to	16'0"
7	"	2¾"	"	"	13'0"	to	18'0"
14	"	3"	"	"	14'0"	to	16'0"
10	"	3¼"	"	"	14'0"	to	16'0"
8	"	3½"	"	"	14'0"	to	16'0"
6	"	4"	"	"	14'0"	to	16'0"
5	"	4½"	"	"	12'0"	to	20'0"
4	"	5"	"	"	14'0"	to	16'0"

Warehouses 98-116 Esplanade

Steelyards Harbor District

IRON & STEEL MERCHANTS

TORONTO

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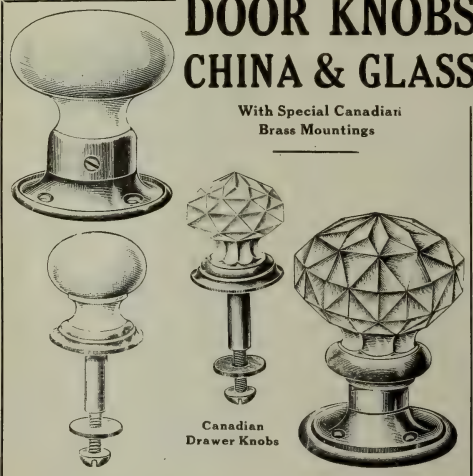

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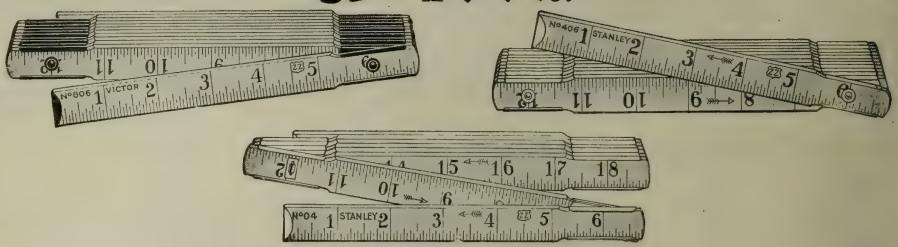
Stanley Tools



"ZIG-ZAG" RULES

The term "ZIG-ZAG" as applied to folding rules made of flexible wood is a trade-mark belonging to this Company. This trade-mark is stamped on the rules, either at full length or in its abbreviated form "ZZ."

The Joints used in "ZIG-ZAG" rules are made in two distinct styles, the Concealed Joint, in which there is no hole through the wood, and the Rivet Joint, in which the rivet is carried through both wood and joint. Both styles contain a stiff spring which holds the rule rigid when open, even in the longest lengths.

Several other patented features add special value to the Stanley and Victor rules.

Made in all standard lengths and finishes.

Be sure your stock of Folding Rules all bear the name "ZIG-ZAG" or "ZZ."

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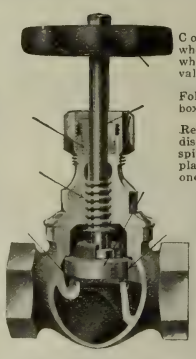
NEW BRITAIN. CONN. U.S.A.

Palmetto Twist Packing.

At least four threads of spindle engaged with bonnet at all times.

Raised round seat. No sediment can lodge on it or injure disc.



Corrugated iron wheel. Arrow cast on wheel shows direction valve opens.

Follower in stuffing box.

Renewable Bakelite disc slips over end of spindle. Can be replaced in less than one minute.

Guides cast on body hold disc centrally over seat.

Globe or Angle

Screwed or Flanged

Fairbanks Renewable Disc Valves Heavily Built of Best Materials

The disc of a Fairbanks renewable disc valve may be renewed in less than a minute, using only a wrench and without taking the valve from the line.

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Offices and Warehouses in Canada's Principal Cities

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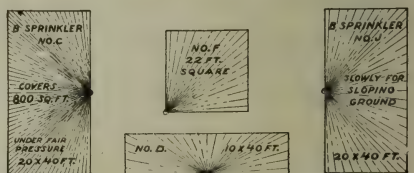

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The only Sprinkler that will irrigate the lawn right to the edge of the sidewalk without wetting the walk.

Thos. Birkett & Son Co.
LIMITED
OTTAWA, ONTARIO

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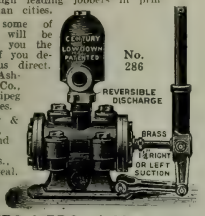
This will help you remember that you can purchase the famous Myers Anti-Freezing Cog Gear Glass Valve Seat Pumps through leading jobbers in principal Canadian cities.

Here are some of those who will be glad to sell you the Myers, or, if you desire, write us direct. The J. H. Ashdown Hdw. Co., Ltd., Winnipeg and Branches. E. G. Prior & Co., Ltd., Victoria and Branches. Lewis Bros., Ltd., Montreal. And many others.



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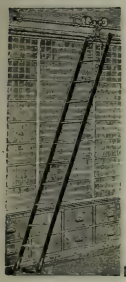
will pay for themselves in a short time by enabling you to wait on more trade, save the wear and tear on your fixtures and goods, as well as bring the appearance of your store up to date.

Write to J. H. Ashdown Hdw. Co., Ltd., Winnipeg; Marshall-Wells Co., Ltd., Winnipeg, or direct for catalog giving prices of a large number of styles we manufacture, suitable for all kinds of shelving.

John Calander Mfg. Co.
155 E. 13th Street,
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The original and only Genuine Preparation for cleaning Cutlery

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KNIFE POLISH

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You can prove these facts in the way that many other dealers have proven them—by ordering from any of these lines: Wagons, spark plugs, Easyon chains, Cannon Ball and 20th Century barn door hangers, hay carrier equipment, litter carrier equipment, Maytag and Mehasco washers, aluminum ware, gasoline and electric irons, wire stretchers and hoists, complete line of tool grinders including power, sickle and hand, the Will plunger oiler, New Standard food choppers and presses, dazey glass and steel churns, automobile funnels and filler cans, Mehasco pocket cutlery and household cutlery, Genco razors, Mehasco watches and clocks, Kwiklites, Neverfail oil cans, Round Oak ranges, heaters and furnaces, children's sleds, stock tank heaters, wrenches, pliers, screw drivers, etc., tinned and galvanized ware.

MERCHANTS' HARDWARE SPECIALTIES LIMITED, CALGARY

The Most Popular Ratchet Combination

The "Keystone" Reversible Ratchet combination No. 200 has been proven by many hardware dealers to be the best seller in their localities. It consists of ratchet for taper shank drills, sleeve for square shank drills, and short boiler socket for square shank drills, sockets are interchangeable. All working parts are enclosed preventing dust and grit from clogging up mechanism.

Sales of Keystone Ratchets open the way to sales of Keystone drilling posts the time-saving brace.

"Keystone" tools are known the world over for high quality. Sell them for profit and prestige. Let us know if your jobber can't supply you.

The Keystone Manufacturing Co., Postal Station B, Buffalo, N.Y.

A "Reliable" would be easy for "Soldiers of the Soil"

Many of your Farmer customers will be employing city lads this summer under the new "Soldiers of the Soil" scheme for greater production. These boys, unused to the heavy work of the farm, will give better results to the farmer if given the help of modern labor-saving machinery.

Many a city youth who would hardly get half through a churning with an ordinary churn will find it a simple matter to complete the job where a "Reliable" Patent Dash Churn is used.

These city boys are going to do what they can to help the farmer produce more. Let the farmer help these boys to do their best.

Get after your farmer friends to put in this quicker and better churn that produces better butter in a shorter time.

The Reliable Churn Company of Canada

T. W. FOSTER, Mgr. **141 King St. E.** **TORONTO**

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TRADE MARK

Quality Files

They are rugged tools made to stand up under the exacting demands of modern industry.

Fine materials and fine workmanship go into their manufacture.

On the basis of actual performance they are "The Standard of File Efficiency."

Port Hope File Mfg. Co., Ltd.

Port Hope, Ont.

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Make Money from Good Pumps---Profit

Unless a metal pump is made just right it will leak at joints or valves.

"Aremacdee" pumps do not give dealers who sell them trouble and loss from defective service in "Aremacdee" pumps sold customers.

Pumps for every use—hand or motor—force or lift—every type a dealer can sell.

All in the big catalogue. Ask for it—for dealer prices—for dealer terms.

The

R. McDougall Co., LIMITED

GALT, CANADA

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Butler's FAMOUS SHEFFIELD CUTLERY

"CAVENDISH" CUTLERY & PLATE

"KEEN" RAZORS

Gold Medals Grand Prix

JAMES BUTLER, Head of the Butler Firm 100 years ago.

Regd A.D 1681 "BUTLER" 1768 ART 1861

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TRADE CHICAGO MARK

SPRING HINGES

A SUGGESTION

Have you a stock of Spring Hinges that have distinctive selling features which your salesman can offer and which would make the prospective purchaser buy them and no other?

Chicago "Triplex" Spring Butts

offer this advantage to you. The appearance, durability and finish of this article are unsurpassed, and in consideration of prices that are conservative in respect to value, the up-to-date dealer cannot afford to neglect this profitable business.

Send for Catalogue M. 32. It fully illustrates and describes the most complete line of Spring Hinges manufactured.

Chicago Spring Butt Company.

CHICAGO TRADE CSB CO MARK **NEW YORK**

Again in Demand

The wooden tub is back—the high cost of the metal tub is largely responsible, but a wooden tub has other advantages.

There is no galvanizing or plating to fall off. No rust to spoil clothes, and hot water retains its heat longer.

Cane's wash tubs will be favored. They last a lifetime and are built with the workmanship that has made Cane's Woodenware popular for over thirty-five years.

Order a supply of Cane's Tubs from your dealer for a Source of Good Revenue.

The Wm. Cane & Sons Company, Ltd.
Manufacturers **NEWMARKET, ONTARIO**

Quality and Price?

Before purchasing hardware store fixtures be sure you are right—then buy.

Do not let price alone be the inducement.

Remember there's just as big a chance to skin and deceive in the quality of store fixtures as there is in any line of merchandise. So be sure you are right, first as to quality, then price.

"Duluth" Sectional Hardware Store Equipment

is the best quality that skilled labor and highest grade materials can produce. It pays to buy the best—in the long run it is by far the cheapest.

Write us to-day for our attractive and interesting new catalog No. 10C of complete hardware store equipment.

DULUTH SHOW CASE COMPANY
DULUTH, MINNESOTA

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For more than half a century our Canadian Rubber Factory has been manufacturing Rubber products. That experience has taught us how to produce qualities that will stand the test of wear.

Every detail in manufacturing is carefully supervised and the greatest care is exercised in the choice of materials. Our facilities for buying, manufacturing and distribution make it possible to produce Mechanical Rubber Goods that represent the best possible values.

As a result, the Dominion Rubber System products are recognized throughout Canada as the standard by which to judge Rubber qualities and Rubber values.

You can easily prove our claims by writing direct to our nearest branch for any need in Rubber. Prompt attention is given to all enquiries.

Canadian Consolidated Rubber Co.
Limited

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HARDWARE AND METAL

CANADA'S NATIONAL HARDWARE WEEKLY

Vol. XXX. TORONTO, APRIL 20, 1918 No. 16

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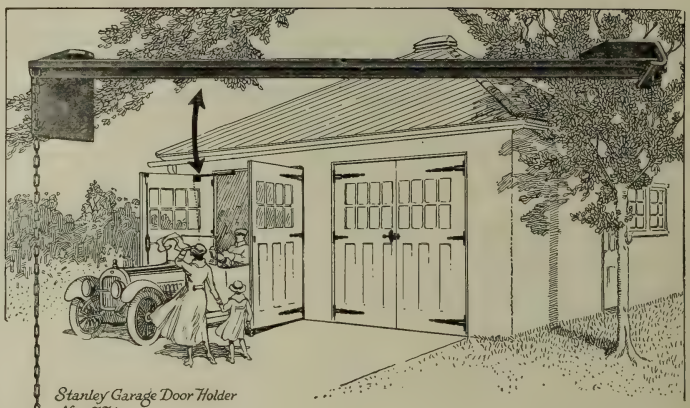

Stanley Garage Door Holder No. 1774

WHEN you point out to the garage owner that a loose, swinging door is a source of grave danger, that it may not only damage his car but injure members of his family who are in the car, he will not hesitate about ordering the

STANLEY GARAGE DOOR HOLDER

No. 1774

for each of his garage doors. This arm of steel locks the door open. A pull on the release chain permits the door to be closed.

The doors in the picture are hung on STANLEY GARAGE HINGES No. 1457; 24 inch at top and bottom, 10 inch at centre. These hinges are fitted with ball-bearing washers. They close the door easily, quietly and weather-tight. The Latch is Stanley Garage Latch No. 1264; the Bolt, Stanley Garage Cremone Bolt No. 1052.

Stanley Garage Hardware is now a staple line. It nets the dealer a splendid profit. It's in demand and "turns over" quickly.

To-day write for catalog and information.

Stanley Works

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Manufacturers of Wrought Bronze and Wrought Steel Hinges and Butts of all kinds, including Stanley Ball Bearing Butts, also Pulls, Brackets, Chest Handles, Peerless Storm Sash Hangers, Fasteners and Brackets, Screen, Window and Blind Trimmings, Twin Rolled Box Strapping and Cold Rolled Strip Steel. **Stanley Garage Hardware is also adaptable for mill and factory use.**

Canada's National Hardware Weekly

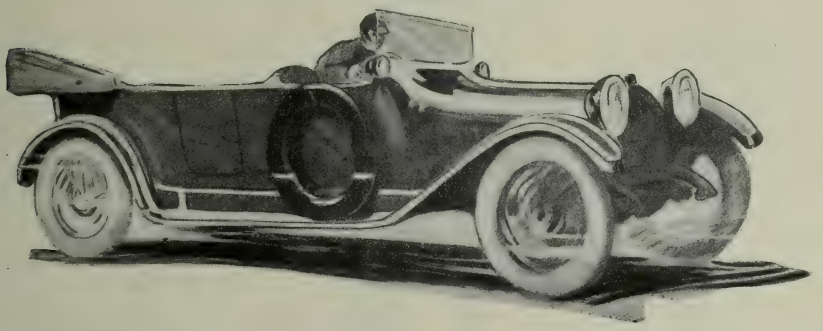
HARDWARE AND METAL

Published Every Saturday Since 1888

Vol. 30 TORONTO, APRIL 20, 1918 No. 16

$12,000,000 for Accessories in 1918

With 200,000 Car Owners Big Trade in Prospect—So Asserts Sales Manager of Accessory House—Better Profit Than in Car Sales Lines—Should Anticipate Needs



AUTOMOBILE accessory business will assume gigantic proportions in the years to come. A view of the situation at present is afforded in the opinion of C. Dixon, sales manager of Hyslop Brothers, Toronto, given to HARDWARE AND METAL:

"It is generally conceded by those in authority and position to know that the average car owner will spend at least 10% of the purchase price of his car each year in accessories or a minimum of $60 for each owner. Working on this basis with 200,000 car owners in Canada to-day there is a potential accessory business for 1918 aggregating over $12,000,000, figuring this very conservatively by taking the average price of the car at $600 and that each and every car owner will buy $60 worth of accessories. This estimate of $60 minimum is, I believe, quite reasonable. For Ontario with a total of approximately 100,000 car owners the likely volume of business in accessories on this basis would be $6,000,000. To find out how much business there is in your locality, count the number of cars and multiply by $60 each, also add additional quantity for summer tourists. These figures would not include tires, gasoline and cylinder oil nor take into consideration the number of cars through new sales this spring. If you do not plan to get this business in 1918 someone else in your town will do so.

Lines in Demand

"Somebody said, The secret of success lies in careful study of yourself and your opportunities.' Surely this is the opportunity for automobile dealers to get their portion of accessory business. The buying public's demands are pretty well confined to three features—cost, usefulness and attractiveness of the accessories—and I think you are well advised in compassing these three features in order to serve the popular demand. Your easiest profits are those made through keen, judicious buying of the standard articles at fair prices and selling on the same basis and not from the big red headlines 'Bargains.' To decide the lines of accessories to put in stock, the best guide is to stock accessories for cars that require additional equipment in order to obtain more comfort and ease in operating them. Such lines as tire chains, brake lining, bumpers, spark plugs, lamp bulbs, tire carriers, jacks, horns, clocks, tool boxes and tools are always good stock. Seat covers are much in demand this season and my own concern have sold more seat covers to date than any other season which would indicate to me that many car owners are dressing up their old cars in lieu of exchanging them for new ones as is customary with many owners.

Helps to Get Trade

"It is just possible there may be a shortage of new cars and an increase in the use of second-hand cars would mean that there is a larger proportion of motor cars in use which will need new equipment. Many of these cars will be overhauled and many new accessories or attachments of some kind added. For these reasons we believe that the sale of accessories will be exceptionally brisk this season.

"In the handling of automobile accessories it is absolutely essential that the store be kept in a clean, tidy, up-to-date and well ventilated condition. If your store is not in this condition it should be put in shape at once.

"The quantity of stock should be in proportion to the number of each article you sold during the past year providing you kept such a record or can get it from your invoices. By keeping a simple stock record of the quantities of accessories used during the season you can readily form a basis for the following season and know exactly the quantities to buy at the right time during the touring months. This suggestion, if followed, will prove of much benefit in gauging the quantity to buy at any time. When buying your stock, due consideration should be given to the prospects for selling such an article in your locality and limited to the extent of your ability to make quick turnovers. Buy for normal requirements only—do not speculate. It is advisable to carry an assorted or complete line of accessories but avoid an over stock which costs money in the way of interest and discounts and increases the expenses. A very good gross profit may be obtained from the sale of accessories if the dealer maintains the resale prices and in almost every case the goods are worth the price that has been fixed and should not be sold at any other. If the price is cut on an article it is difficult to re-establish it and not only is the profit on that article lost but the profit on other articles as well. Get your profit now and create a reserve for possible lean years. Don't let your customer pick you for a few here and there on purchase of his supplies.

Anticipate Needs

"Present conditions demand that you anticipate your needs at least two or three weeks in advance owing to railroads being so overburdened in handling materials for Government use, and factories handicapped in manufacture and transportation.

"The automobile accessory business is staple and not subject to serious fluctuations as is sometimes the case with cars. I have known cases where car contracts were cancelled with little or no notice and had it not been for the dealer having a nice volume of business in accessories it would probably have forced him to close or caused a very serious loss. There is one feature to which I would call your particular attention and that is the danger of special salesmen or manufacturers' agents painting such a rosy picture about

some one isolated article that you may over buy and over stock. While some of these articles may have merit, the quantity you buy should be gauged entirely on the number that you can sell to the car owners in your immediate locality. Buying a greater quantity than you can turn over in a reasonable time will tie up capital and act as an anchor on the other lines of accessories.

Profit Better Than on Cars

"The volume of business in automobile accessories is best built up and increased by stocking standard lines of well advertised goods and on which there is a reasonable margin of profit. A good many articles that carry so-called 'long profit' cannot be moved in large quantities and the result is increased costs and decreased volume as, if it costs 20% to do business one month and the following month with the same personnel you reduce your volume of half, you will find the overhead is increased by half and your cost increased. I would repeat that volume can best be obtained by selling standard lines of accessories known to the average car owner through advertising and recommended by reputable jobbers.

"In conclusion, I believe the profit on accessories compares more favorably than on cars. I understand some cars are sold on 15% to 20% whereas you can get an average of 30% on accessories and turn over the capital invested very many more times. You could safely give considerable time and a portion of your working capital to handling accessories and earn a very respectable profit on the line.

Need for Starting and Lighting Systems

Dealers Should be in a Position to Give Their Customers Information on the Matter —Study of Causes of Lighting and Starting Troubles is Essential—Some of Various Causes of Trouble Outlined

THERE is a growing need for starting and lighting systems for automobiles, according to A. F. Edgar, manager of the fixture department of the Canadian General Electric Company, who gave an address at the convention of the Retail Automobile and Accessory Dealers held in Toronto. Mr. Edgar made a plea for a better understanding of the causes of troubles which arise in these systems. He said:

AUTOMOBILE STARTING AND LIGHTING SYSTEMS.

In selecting this subject the speaker feels that it is one in which every merchant of automobile accessories is vitally interested, or at least they should be, inasmuch as the electrical starting and lighting equipment on any car performs such an important function that it is imperative that every one should be well versed in the operation, construction, etc., of these equipments, and, in fact, they should have such a knowledge that would put them in a position to intelligently inform car owners as to the best methods of overcoming any troubles which may develop.

In reselling starting and lighting equipments to automobile owners, the Ford owner naturally is most interested, inasmuch as there is no starting equipment, and, in the opinion of most Ford owners, there is not a satisfactory lighting equipment on these cars as they come from the factory.

The Ford dealer, more than anyone else, should be thoroughly familiar with starting and lighting systems for Ford cars, in view of the large field there is for a satisfactory starting and lighting system for Ford motor cars.

Development.—The process of development of any piece of mechanical or electrical apparatus marks an epoch in history. The first telephone—the first automobile—and, in fact, every device known to the scientific world has passed through a series of stages marked by much experimentation and test until it resolved itself into the perfected machine first conceived in the mind of its originator. The starting and lighting equipment for Ford cars has passed through many of these various stages, and to-day I think that a reliable and efficient starting and lighting system has been produced which can be installed on Ford cars without any appreciable loss of power; in fact, this loss is so small with the present starting systems as to be negligible.

A great deal of trouble has been experienced in the past due to some slight adjustment being necessary in the starting equipment, and unfortunately the dealer has not been sufficiently versed with these starting and lighting systems to quickly

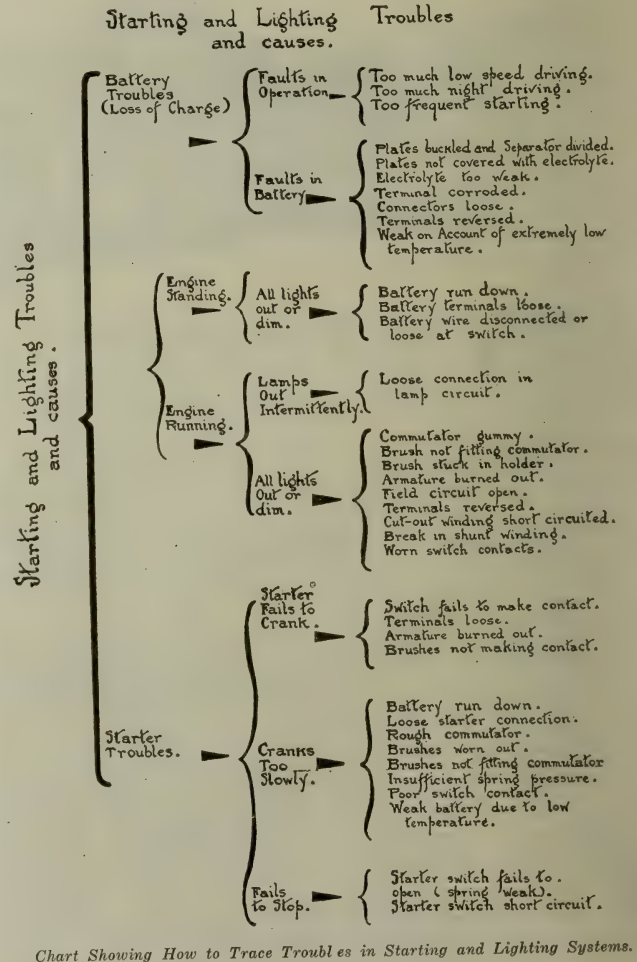


Chart Showing How to Trace Troubles in Starting and Lighting Systems.

render the small service necessary, and for that reason some of the small troubles have been enlarged upon by the car owner and a dissatisfied user was the result, whereas a small adjustment would have entirely eliminated the small trouble which had developed and which will naturally develop in any piece of apparatus.

Starting and Lighting Troubles

There are a number of things which may go wrong with any electrical starting and lighting equipment, the same as there are an almost endless number of diseases which may befall the human body, but, as in the case of the latter, any particular equipment will not likely suffer from anywhere near all of the troubles in the course of its life. It is well, however, for the repair man, and, in fact, the merchant himself, to be thoroughly familiar with the different possible derangements of these equipments as it will aid him in locating and rectifying any particular trouble, moreover of advancing advice to car owners which will all tend to bring him in closer contact with the purchasers of automobile accessories.

I will attempt to describe briefly some of the various troubles—their causes and effects:—

1st. There is a "ground," by which is meant the metallic connection to some part in metallic contact with the car frame. With the "ground return" or single wire wiring system one side of every current-producing or consuming device is purposely grounded, the current then returning through the metal frame of the car instead of through a separate wire.

2nd. "Short circuit." We all know of the usual "short circuit" trouble in connection with any starting and lighting system, and there is probably as much or more trouble from this cause as from any other. By "short circuit" is meant metallic contact between the wires by which the current is intended to flow to and return from a given consuming device, so that the current need not flow through the consuming device but takes a short path and is, as a result, wasted. With a "ground return" wiring system, a "ground" anywhere on the insulated line causes a short circuit.

In locating faults an ammeter is of considerable assistance, especially if something of the characteristics of the particular system is known. For instance, if the charging current at a given engine speed is known, the engine can be run at that speed and the current entering the battery measured by connecting the ammeter between one battery terminal and its connector. If the ammeter shows the proper amperage it proves that the generator and its regulating device are alright. Similarly, if normal "lamp load" is known the current consumed by the lamps can be measured, which will show whether or not the lamps and their circuits are right.

To briefly summarize starting and lighting troubles, causes and effects, I have had prepared a chart showing a number of these possible troubles, and have grouped them according to their effects. Each of the different derangements producing any particular effect can be investigated separately. Many of the more common faults are of such a nature that a glance suffices to show whether they exist or not. I have a few copies of this chart on hand which may be had on application, and, while it has reference more particularly to our own starting and lighting system, the troubles, causes and effects are common in practically all starting and lighting systems. I have had a zinc cut made of this chart, and if a number of copies are required I shall be very glad to arrange for the printing of these charts in sufficient quantities to take care of any one interested.

The various starting and lighting systems are more or less liable to common troubles with which the operator becomes familiar after some experience, and with this chart most of the troubles can be readily located and quickly remedied. The main thing seems to be the education of the repair man to know how and where to look for these troubles, and there have been many cases where the wiring has been pulled out and the owner put to the expense of re-wiring when a simple adjustment would have taken care of the trouble with little expense and inconvenience to either car owner or the repair man.

Credit Men Approve New Bankruptcy Bill

Canada Has No Bankruptcy Act at Present Time, and Need for Such Measure Pointed Out When Bill Was Introduced at Present Session of Parliament

THERE is now before the Dominion Parliament a bill which aims at providing a measure to deal with bankruptcy. This bill has gone through its preliminary stages and was recently the subject of discussion on the part of the Canadian Credit Men's Association at a meeting held in the Board of Trade rooms in Toronto. The meeting was addressed by Henry Detchon, general manager of the Canadian Credit Men's Association, and H. P. Grundy, K.C., Winnipeg, who drafted the bill. After discussing the matter thoroughly the association went on record as favoring the bill.

The bill was introduced into Parliament on March 27, 1918, by S. W. Jacobs, member for George-Etienne Cartier, who stated that Canada differs from practically every other civilized country in that she has no Bankruptcy Act. In introducing the measure the member said:

"As hon. members are aware, there is no Bankruptcy Act in Canada. In that respect Canada differs from practically every other civilized country; and it is proposed by this Bill to put Canada in line with other countries. As the House is aware, bankruptcy is within the purview of the Federal authority. No province can legislate with regard to bankruptcy, because of the fact that that subject is particularly declared in the British North America Act to be—like banking railways, and so on,—within the purview of the Federal authority. Of course, in the absence of any Bankruptcy Act, provided by the Federal authority, the provincial authority has done what it could to correct the anomaly which now exists.

"The main purpose of a Bankruptcy Act, as I understand it, is to see to it that a debtor in certain cases obtains a discharge from his creditors. Now, we have not since 1880 had anything of the kind in this country, and it is high time that a measure of this kind should be passed. It is usual in these days for hon. gentlemen in introducing bills to state that they are merely introduced as war measures. That seems to cover a multitude of sins—anything which you can declare to be a war measure receives the attention of this House. I think I can claim for this Bill that it is essentially a war measure at this particular time. We must be prepared when the war comes to a close to be able to handle the situation which is bound to arise in this country as a result of the long-continued struggle and of the readjustments that will have to be made. Our legislation will have to be sufficiently elastic to take care of the situation. Many people will find at the end of the war that it will be necessary for them to reconsider their position; and it is only right, I submit, that the necessary legislation should be provided for that purpose.

"At present no distinction whatever is made as between the honest and the dishonest debtor in the matter of obtaining a discharge; they are all thrown into the discard. By this measure it is proposed that the courts shall carefully scrutinize the business dealings and the business relations of traders, and shall make a distinction—shall separate the sheep from the goats. When the court is of the opinion that a debtor has been obliged to assign through misfortune, he should be given the necessary relief. If, on the other hand, it should be found, in scrutinizing his affairs, that he wrecked his own business wilfully, then, of course, he should receive no relief whatever. That is the crux of every bankruptcy law, and it is for that reason that I have introduced this Bill for the consideration of hon. members."

Credit Men Approve of Bill

In giving endorsation to the Bill the Canadian Credit Men's Association passed the following resolution:

"That this general meeting of the members of the Canadian Credit Men's Association, Limited, representing the wholesale trade of Ontario, recognizes the necessity for bankruptcy legislation, in order to bring about uniformity throughout Canada in our insolvency laws, and to provide that an insolvent debtor may be required to turn over to a trustee his property for equitable distribution among his creditors; with provisions whereby a debtor, whether he makes a voluntary assignment or is adjudged bankrupt, may apply to the court for a discharge from his debts. The meeting also realizes that the administration provided by any such legislation should be inexpensive and free from unnecessary delay.

"That having heard H. P. Grundy's explanation of the provisions contained in the Act prepared by him under the instructions of the Canadian Credit Men's Association, Limited, and recently introduced into the House of Commons, Ottawa, by Mr. S. W. Jacobs, K.C., of Montreal;

"Now therefore be it resolved that this meeting unanimously approves of the said Act and humbly petitions the Government of the Dominion of Canada to pass the same at the present session of Parliament, and hereby instructs the secretary of the meeting to forward a copy of this resolution to the Rt. Hon. Sir Robt. Borden, Premier of Canada."

Tire Sales Increased by Keeping Records

Automobile and Accessory Dealer Tells Method He Uses in Furthering His Business —Personal Letters Are Powerful Factor—Records of Equipment Kept on All Cars of District

THE development of business in accessories and automobiles is a new line to many hardwaremen and they are naturally interested in the methods employed by those who have been longer in the selling business. O. R. McDonald tells in "Auto Links," the house organ of the Canadian Fairbanks-Morse Company, his way of conducting a garage business. Among other things he says:

Methods of Getting Business.

Now I come up to the question of "How shall I get the business along the various lines upon which I have decided to operate?"

It is manifestly cheaper to call on an individual by mail than in person, although the value of this call depends very largely upon the ability of the writer of the letter, or the kind of mail matter that is sent. To this end I would be very careful indeed in the preparation of letters to go to prospects, and see that they contain all the elements of a personal letter. I don't believe that on car prospects it is ever advisable to use a form letter. The sale involved is of such a size that it is worth while to dictate a special letter in every case, and I would have my stenographer use all of her fill-in-time on this kind of work, either bringing car prospects up to the point where they were ready for an interview, or in working out prospects for other goods or service that I had to sell.

In this connection it might be well for me to explain what I call the paragraph system of dictation, because this relieves the man who looks after the sales of a great deal of detail relative to the preparation of letters to go to the various prospects. This system involves the preparation of separate paragraphs covering various phases of the thing that you have to sell, and which will answer practically any question that may be brought up by the prospect or which may occur in his mind.

We will say, for instance, that this particular prospect, to whom we are writing a letter at this time, has a light car, and we want to sell him a heavier one. Paragraph No. 27 covers this particular phase of the sales argument, and that will be included in this letter. We also have paragraphs covering the comfort and luxury of the car we have to sell. This would be paragraph No. 22, perhaps. We would have a paragraph covering the difference in wheel base—this might be paragraph No. 17—and another paragraph covering the standard equipment of the car we had to sell as compared with the standard equipment of other cars on the market—this might be paragraph No. 2. We would then have a paragraph covering an opening, or an introduction to a letter, something that was worked out with the idea of getting the prospect interested. This might be paragraph No. 1.

In dictating a letter to John Smith, who was a prospect for a Cadillac car, we would say, "Give him paragraphs Nos. 1, 17, 22, 28, 6 and 4." This would be all that it would be necessary to tell the stenographer in order that she might write a letter to John Smith that would meet with our requirements. This system may be followed out on any line of goods, and on all lines of goods. It takes a little time to develop paragraphs that are suitable to meet all requirements, but this is very easily done if a third copy is kept of every letter you dictate. These are sorted and amplified and corrected from the third copies, and after they have been perfected, the girl can make up a book which will consist of all these various paragraphs and which becomes a permanent part of her outfit for your sales promotion work.

Tire Sales

The way we go after the tire business will be a little different from the way the majority of dealers do it. Most dealers depend upon the people who come into their garage to buy tires. We, in our garage, would not be satisfied with this. We would have on our card index a list of the sizes of tires used by every car owner in our locality, and inasmuch as there wouldn't be over 1,500 possibly in the county, we would be in a position to quote them just exactly what a new set of tires of our make would cost them on their car. At the same time we would be able to tell them the superiority of our tires over the tires which were used as standard equipment of their cars.

It is very easy to flatter a prospective customer by showing him that you know his car and equipment and know just exactly what he wants. It is a good deal like going into a hotel that you visit very rarely and have the clerk say, "How do you do, Mr. Smith? I am glad to see you here again." It makes you feel good. It makes you think that he has an interest in you that is exceptional and you are very anxious after that to say a good word for that hotel. The same thing applies to the car owner when you take enough interest in his car or equipment to be able to tell him something about it that he cannot remember.

Accessory Sales

The accessory business in our garage would be handled by some young fellow who has shown an aptitude for selling. He would devote all of his time to it. I, as the proprietor, would not make any particular attempt to sell accessories, any more than I would to sell cars, or tires, or storage batteries, or anything else. My business would be chiefly to see that all departments and all lines got sufficient business, so that each department paid a profit. Each should be let live on its own responsibility entirely. But this live young fellow would be on the job. It is his business to see that the accessories that we have in stock are properly displayed. It would be his business to see that the window displays were changed at least twice a week, that the windows were never dirty and the floors were always kept clean, and that a lady could come into our store and feel just as comfortable as she would if she stepped into the nicest department store or confectionery store in the town. He would make his windows of such attractiveness that those who came down town in the evening "just to look around," would never think of going home without stopping to see what he had in his windows, and to compare it with the window displays that were made by other merchants. At the holiday season he would come in for his share of the Christmas trade.

He would inaugurate a birthday party for the car. On our card index we would know the date of purchase of every car in the locality, at least of those we sold. We would know just when the car's birthday was, and so we would write to the car owner or the car owner's wife, about thirty days previous to the car's birthday, and we would say to them: "Your Overland '83' has a birthday on the 24th of next month, and don't you think it would be nice to have a birthday party for the car? Don't you think that if you bought some top dressing and had the top redressed, that if you got some new seat covers, a spotlight, or a new set of tires, or whatever might suggest itself, that it would be a fine thing, and that you could have a celebration, that you could put this new equipment on the car, and go to the country and have a fine time and celebrate the birthday of your model '83'?"

Don't you think that would have a human interest appeal to the car owner? Don't you think he would remember it as long as he lived, no matter whether he bought any equipment at that particular time or not? Don't you think he would come to you because of the interest that you had taken in him, in case he did want something?

These human things are worth doing. They are worth while. They make life worth living and they make business worth doing, because they make business profitable.

Winter Business

The fall is the time of year when I

should begin to think about what I am going to do for winter business—how I am going to maintain my sales up to the point that will take care of my overhead expenses and show me a profit on my winter business.

Automobile dealers throughout the country have been prone to let down in the winter time, thinking it was impossible to get enough business to justify their keeping their organization up to its usual efficiency. This is far from true. At the present time a large majority of the automobile dealers are now doing almost as much business in the winter time as they do in the summer. This can be done by means of pushing seasonable goods.

We find listed in jobbers' catalogues a large number of items which are especially seasonable in winter.

Take the one item of winter tops. There is sufficient profit to be deprived from the sale of winter tops to render pushing them profitable to any dealer.

Customers will not come to see you on these things, but you get out after them, and show them the advantage of having a winter top for their car; a large number of sales may be made. In order to do this effectively, it is necessary for you to have a sample. You should have one on one of your demonstrators, so that you can show your customer just exactly what he is going to get. Show him by comparison with riding in an open car just what it means to have an enclosed car for the winter.

I would have a card index of my customers which would show date of the last overhauling of the car of every customer on my books. It would also show what was done at that time, and all work that has been done on the car during the season. In this way, I am able to go to my card index and make an intelligent estimate of what should be done to the customer's car during the winter season. Then when business is slack I would get in touch with the owner, and tell him just exactly what the condition of his car is, thus showing him that I have an interest in him and his car.

AUTO LICENSES INCREASE 10,000

The war is not discouraging the purchase of automobiles in Ontario. The figures for the first three months of the year show an increase of 10,000 in the number of licenses taken out compared with the corresponding period of last year. The total number of licenses issued for motor cars to March 31 was 48,500 in addition to 2,000 licenses for motorcycles. There are 4,616 licensed chauffeurs in Ontario, according to the same return.

A Costly Fire--Destruction of Ashdown Saskatoon Warehouse

Stock Valued at $500,000, and Building at $100,000, Were Completely Destroyed — Spring Stocks Ready for Shipment — Plans Under Way for New Building

Above photographs show views of the fire which recently destroyed the Saskatoon branch of the J. H. Ashdown Hardware Company at Saskatoon. (1) Fire well started (2) Fire rapidly gaining headway (3) Obviously doomed (4) Building and stock a total loss. The stock was valued at $500,000 and the building at $100,000. An item telling of this fire appeared in HARDWARE AND METAL *of recent date. The loss is felt more keenly coming as it does in the spring of the year when goods were in store ready for shipment, and when deliveries are slow. Plans are already being considered for the rebuilding of the warehouse.*

Catering for Sporting Goods Trade

Time Now Opportune to Push These Lines — Value of Window Display — Price of Every Article Should be Marked—Look After the Boy's Trade and You Secure the Man

By C. J. Morris

"HI, MISTER, I'll be in for a pair of those dollar-and-a-quarter skates on Saturday." Such was the greeting shouted to the proprietor of a Toronto hardware store at the beginning of the week by a husky youngster who pushed his head in at the doorway.

Nothing much in that to make a sermon about you might think! Perhaps not! And yet to the live hardwareman it should form a text from which two profitable lessons can be learned.

First of all it reminds us that the very best season of the year for the sale of sporting goods is at hand. That love of sport so characteristic of the British temperament which has been handed down to us from our forefathers and has become almost part of our nature will soon be given full play, and the hardwareman who wishes to hold his own must not be backward in catering to it.

True we have a war on, the greatest war in the world's history, and that war is now at its supreme crisis, but there is no reason why that should interfere with the love of sport which is innate in every Canadian boy's heart. It is a part of our psychological make-up that has astonished the Hun more than anything else to see how our soldiers have for the last three seasons entered enthusiastically into their game of football behind the battle lines, even within range of the enemy's guns.

The Duke of Wellington is reported to have said that the battle of Waterloo was won upon the playing fields at Eton, and it may well be that Vimy Ridge was but the development of many a hard-fought struggle on the diamond. Be that as it may, the field sports' season is at hand and every hardwareman should see to it that he obtains his full share of the trade which is its natural outcome.

Now what is the first lesson to be learned from our improvised text above quoted? Is it not that every merchant should use, to the fullest extent possible, his show windows for the display of the sporting goods which will be in demand for the next few weeks?

Many merchants fail to realize that their show window is one of their greatest assets and one of the best salesmen they have. If they will only supply it with the proper material and give it the necessary encouragement it will work for them all the time.

Show the Actual Goods

Occasionally we see a hardware window containing a display of general goods of no special interest, and in addition, perhaps, in view of the approach of the sporting season, there will be a couple of cards, one with the word "Roller Skates," and another inscribed, "Baseball Goods," but no sign of any such goods in the window. Such a condition of affairs gives evidence of an utter lack of appreciation of the value and selling power of a window display.

If you wish to attract the attention of the passerby you must show the actual goods themselves, and the bigger display you can make the more likely you are to attract attention. This does not mean that you should neglect other lines which are now becoming seasonable, but you might well consider the advisability of devoting just one day a week for the next few weeks to exhibiting nothing else but sporting goods—tennis, baseball, roller skates, golf clubs, and any other goods you stock, not forgetting fishing tackle a little later on.

The boy especially will be attracted by a display, and the desire of possession will be engendered within him. Think of the difference to him of a simple card in the window bearing the words roller skates and a row of the skates themselves! Which of the two would be most likely to draw his custom?

And now for the second lesson to be learned from the text—and it is perhaps more necessary to labor this point than the first—if you want to get full value from the display you must show the prices of your goods. It is no exaggeration to say that if you fail to price your goods you are probably losing 50 per cent. if not 75 per cent. of your window's value as a sales agent.

The small boy will be attracted by the sight of the goods in any case, but the first thing he wants to know is the cost, and if no price is marked he is apt to come to the conclusion that it is higher than he can afford and he probably passes on until he comes to another store where the prices are shown.

Too much cannot be said in favor of marking the prices of goods displayed. There is every argument in favor of it and practically no valid argument against it. A boy, more even than a grown-up person, is naturally of a somewhat proud disposition where money is concerned, and would hate to have it thought that the price of an article on which he has set his mind is beyond his purse. In nine cases out of ten he would probably pass on without enquiring the price of an article rather than run the risk of having to admit it was more than he could pay.

Besides, the article which is unpriced does not leave the same impression on his mind as that on which the price is marked. A ball or a pair of skates of which he knows the price, and knows that it is or will be shortly within the range of his pocket, becomes fixed in his mind as the one he is going to buy.

Let the hardwareman then on no account fail to mark in plain figures the price of everything he displays in his window in connection with sport. Cater for the boy's trade, give the boy the same courtesy and attention as you would the man and you will secure for yourself a future customer in other lines besides that of sporting goods.

Trade Acceptance New Idea in Business

First Adopted in United States—It Has Been Put in Use by Some Canadian Wholesale Houses—Considered Better Than Notes, Drafts and Bills of Exchange.

ONE of the new forms of negotiable paper that has recently been adopted by various business houses in Canada is the Trade Acceptance. Hardware merchants will no doubt be called upon to accept them from time to time. The advantage of the new form is explained by F. E. Page, credit manager for Hyslop Bros., Limited, Toronto, in *The Credit Men's Journal.*

"Another form has been added to the many forms of notes, drafts and bills of exchange already in use in this country, and this last one seems to be the best. This new form is known as the **Trade Acceptance**, and the definition is as follows: "A Trade Acceptance is a bill that has arisen out of an actual commercial transaction, domestic or foreign." The form is similar to the ordinary draft now in use but goes one step farther and states that the draft has been drawn for goods sold and in accordance with the terms of original purchase. It cannot therefore be used in connection with overdue accounts or for transactions where goods have not been actually sold and delivered. It is an acknowledgement of a debt by the buyer in favor of the seller for merchandise that the seller has placed in the hands of the buyer. The buyer agrees in writing across the face of this acceptance his name, the name and location of his own bank and the date, to pay the amount of this stated indebtedness at a stated time at his own bank.

"At first, business men in this country will feel that this form of acceptance has no advantage over the ordinary draft that is so commonly used by all wholesale and jobbing houses, but after consideration it will be found that its advantages are many and distinct.

"The acceptance should not be used in the same way as the ordinary draft, which is drawn usually after an account becomes due and placed with a bank for collection. The acceptance is sent direct to the buyer as soon as the invoice or statement is rendered with a request to accept and return as soon as goods have been received and checked. As soon as the acceptance is received by the seller the account is in liquid negotiable condition and can be turned over to the bank at its face value. All current accounts may be covered by acceptance in this way and the acceptances held by the seller until due or discounted as he wishes.

"This method of handling accounts will improve the standing of the buyer with the seller because he definitely obligates himself to pay the account at a specified time and place. It improves the standing of the seller with his creditors and with his bank because he has his accounts in negotiable condition at all times, and if he discounts paper, his banker knows he is dealing with current bills when Trade Acceptances are handed to him for discount, and not drafts covering long past due accounts, or perhaps accounts that do not exist at all.

"The seller holding Trade Acceptances feels more confident that his accounts will be paid at maturity and undoubtedly has the advantage over the merchant who, selling the same trade, does so on the open account basis.

"At this time, when many firms with small capital are carrying very heavy stocks and doing business away beyond the amount their capital warrants, great benefit will be derived from the use of the Trade Acceptance. Unaccepted drafts as collateral security are considered worth, when presented at a bank, about 50 per cent. of their face value, and that would be about as much as any banker would be warranted in advancing, whereas with the Trade Acceptances a much higher percentage can be obtained if not the full face value.

"If an account becomes risky after an acceptance has been given and suit is necessary, there is no need of any further proof of claim. This is another way in which the merchant holding the Trade Acceptance has the advantage over the merchant doing business on the open account plan.

"The Trade Acceptance, when given, is an acknowledgement of the receipt of goods and will be the means of buyers who accept them checking their goods in carefully and quickly, and also checking their invoices.

"It can be used in any class of business where merchandise is sold, and all manufacturers, wholesalers and jobbers should at once put this form into use and educate their customers to its uses and advantages. It will help to put business credits on a more negotiable basis and make it possible for those who use them to obtain freer and more substantial credit from their banks.

CANADA HELPED UNITED STATES WITH CHROMITE SUPPLIES

The United States Geological Survey issues the following:

The mineral chromite is the source of the metal chromium, which, as an alloy in chrome steel and in several chemical compounds, occupies an important place on our battle front on both land and sea. The compounds furnish the strong and durable yet subdued and protective colors that are used to dye the soldiers' khaki clothes and tan the upper leather of his shoes. Chromite readily forms alloys with iron and gives hardness to the steel that is used for armor plate on our war vessels and for the armor-piercing projectiles which they hurl at the enemy. It is one of the essential elements in stellite, which is now so largely employed in making high-speed tools for cutting steel in the manufacture of munitions.

Unfortunately for the United States the present domestic output of chromite is scarcely one-fourth of the quantity needed for war and domestic uses, so that the other three-fourths must be imported. Hitherto most of our imported chromite has come from Rhodesia and New Caledonia, and, notwithstanding the scarcity of ships, much of it still comes from those distant lands. In response to our call for chromite Canada has rendered us most efficient help. In 1916 she sent us 10,930 long tons and in 1917 she more than doubled her shipments of chromite to the United States.

The domestic production of chromite in 1916 was about 47,000 long tons, and last spring the prediction was made by Government geologists that in 1917 it would reach 48,000 long tons. According to J. S. Diller, of the United States Geological Survey, the latest returns indicate that this prophecy has been fulfilled.

Beds Far From Transportation Lines

Most of the known bodies of chromite are small, and those that lie far from lines of transportation are not available for exploitation by the ordinary miner because of the difficulty and expense of getting the ore to the market.

Much of the chromite on the Pacific Coast is of low grade, averaging about 40 per cent. of chromic oxide, and on that account is of less value than the imported ore, which generally contains 50 per cent. or more of chromic oxide.

Nicaragua is shipping a small quantity of ore to this country. At Antioquia, Colombia, chromite is reported to be so abundant that it has been used to build the walls of houses. Brazil has valuable deposits several hundred miles north-west of Bahia, and may yet become a contributor to our needed supply.

KINDERSLEY, SASK., ADOPTS CO-OPERATIVE DELIVERY

Kindersley merchants have launched a war-time delivery plan, which came into effect on April 1. Four or five men have been engaged in delivering goods in the town, and after April 1 this work will be handled by but one man, the others being released for other callings, preferably that of production. A meeting of the retailers was held recently and a contract for delivering and draying was made with Darragh and Taylor. There will be a special charge of five cents for each delivery, large or small, deliveries being made in the morning on all orders received up to 10 a.m. In the afternoon orders received up to 4 o'clock will be delivered, and a special delivery has been arranged for Saturdays for orders received up to 8 p.m.

From the butcher shop of J. Richardson, there will be a daily delivery at 8 a.m., and no other deliveries will be made.

The Kindersley firms who have joined hands in this co-operative enterprise are J. Richardson, C. W. Baker Co., Ltd., Robins & Reid and T. M. McEwan.

EDITORIAL COMMENT

KEEP GARDENING IDEA TO FORE

NOW that daylight saving has become an accomplished fact the hardwareman has every opportunity to greatly increase his trade during the coming season. With one hour more of daylight each day there is going to be a greater desire to spend the time in the open. And especially is this so this year when the call is for production.

Garden tools and garden seeds should have a record sale in hardware stores this spring. Encouragement should be made to help the idea along to the greatest possible extent. The hardwareman will do his part by fostering enthusiasm for the gardening idea. He can best do this by making displays and advertising his wares.

He should consider himself a missionary in this work. Once he is convinced that much depends on his efforts to help the cause of the Allies along he should go forward in the strength of his might and urge more and more the purchase and use of these commodities.

BICYCLES MORE POPULAR THAN EVER

THE fact that bicycle week will be held this year from May 4 to 11 is eloquent evidence that the bicycle will be more popular this season than ever before. Manufacturers and dealers have taken steps to assist the retailer in bringing the bicycle prominently before prospective customers during that week. In a sense, it is intended that this movement will start the ball rolling in the matter of sales.

Hardware dealers throughout the country will no doubt take advantage of such a time and co-operate in every way to bring the bicycle prominently before the people. In almost every town of any size great preparations are being made. In some cities there will be a big bicycle meet for the first time in many years.

This renewed interest in the bicycle is genuine. Wholesalers assert their sales already give indication of an excellent season. The bicycle has come back to stay because its worth as a means of transportation has been recognized.

DO NOT TALK DOWN A COMPETITOR

SOME merchants have conceived the idea that the way to win trade is to criticize their competitor and his goods. "You sold me the other fellow's car because you knocked it," said the manager of an Ontario corporation in explaining why he had not purchased a certain make of automobile.

A hardware merchant recently made the assertion that he had captured the oil stove business of the town because of the tactics which his competitor used in running down his particular make of stove. "We sell three stoves for every one our competitor sells, we feel sure," stated the merchant in question. "Every time he knocked our goods he apparently sent us a customer."

Humans are funny creatures in this respect. They do not like to see unfair advantage taken of a merchant when he is unable to defend himself. It is poor business to run down the other man or his goods.

TRIFLES THAT HELP BUSINESS

A NOTED business man once said that "business consists of nothing more than a series of trifles." Some of the trifles which successful business men have used in developing trade can be more generally employed than they are. The confidence of customers is an important trifle. Care taken that confidence thus given is not violated is no less important. The rendering of best service and fairness in dealing are also two cornerstones of business building.

Confidence is necessary in order that trade attracted to a store may be retained. Through advertising it is often possible to gain much additional transient trade. Once this trade is started it requires that confidence be engendered in order that it may keep on coming.

Service will win trade in spite of greater obstacles. The case of a small hardware merchant could be instanced who wins out in competition with large competitors in securing trade of a large number of manufacturers because he gives those manufacturers service. The unwieldy nature of the large concern has worked out to its detriment. The retail merchant is nearer the manufacturers, he canvasses them for their orders and he sees that they get their orders promptly.

The importance of trifles and apparently small matters in the light of these facts really become a matter of moment. If merchants would look upon them as matters of vital importance they would be greatly benefited.

Current Events in Photograph—No. 16

THE AMBULANCE TRAIN

WHEN the heat and excitement of battle is over then comes the ambulance train. The spirit of science that has set itself to kill is changed to a gentler spirit of gentleness and healing. In this photo two American officers are seen examining one of the ambulance cars of a long ambulance train that is to-day easing the suffering of the wounded men in France.

Plenty of Shipping for Canada's Needs

President of Steamship Company Discusses the Present Situation With Regard to Internal Shipping for the Coming Season—No Need for Alarm—Crops Can be Handled

"THE most encouraging feature of the transportation problem is that of the Government's proposal to create a merchant marine," stated James Carruthers, president of the Canada Steamship Lines, Limited, Montreal, to HARDWARE AND METAL this week. "This is a big problem, but it can be handled and the matter developed so that it will mean much to Canada generally. It needs to be handled in a big way by big men who know the needs of the country, and the Government has been wise in selecting as some of its ministers business men of the first type—men with a large outlook. The only difficulty is that of there being too few of them."

Mr. Carruthers stated that there would be plenty of shipping to carry all the crop that might be grown this year. "This will be best brought from the head of the lakes to Georgian Bay ports and transhipped from there to Montreal, and thence to Europe. This has been found a very prompt route and good time is made by the boats. Take our largest boats. These will be able to carry around 400,000 bushels of wheat and they can made the round trip from the loading point to the delivering ports on Georgian Bay in six days. There are several of these large capacity boats, and with the others that we have to take care of the business there will be ample."

"What about the ability of the other transportation facilities to take care of the grain that your company delivers to it at these ports?"

"There will be no difficulty in this respect, as I view the matter, and we have been able to make more prompt delivery in this way than the transportation companies at other points across the line. The unloading and loading arrangements at Montreal are such that boats are very quickly given their cargoes. In fact these facilities could not well be better, it being possible to unload and load one million bushels from the large elevators inside 24 hours."

"How much shipping do you estimate has been diverted for seaborne purposes, Mr. Carruthers?"

"That is very hard to say. A great deal has been taken, and as a matter of fact nearly all the boats that were of such proportions that they could be taken through the canals have been taken over. The large boats on the lakes which we still have are of such width that it was impossible to take them through. We, therefore, have ample left to meet the needs that may be developed. If necessary, I think we could handle twice the amount of grain that will be grown this year."

"Will Montreal ever become a winter port?" was asked.

"That is a big question and it is rather likely, I should say, that it will.

"There are many difficulties and these would be hard to solve. But Montreal has a good port—one of the best on the continent. The work that has been done here by the Government through the Harbor Commission is one of the best and most important business propositions ever undertaken.

"It has been suggested that the coun-

try take over and operate the shipping on our water routes. This would probably be unwise. It is a large business and the men who operate these lines have spent many years in mastering this business. The difficulty of a government handling this kind of a proposal would be that of its not having the men with a practical grasp of the needs to undertake the work," added Mr. Carruthers.

"What about the labor situation as affecting shipping?"

"This is a serious problem with us, but we shall be able to meet it, although we have to take some labor that is rather crude. I do not think we shall have any great trouble in this respect during the present season. Operating costs have, of course, greatly increased."

Mr. Carruthers thought that the present situation called for a government of business men and at the present time there were many good men of this type who had proven themselves equal to the tasks assigned them.

"Cannot more men be persuaded to enter into the affairs of their country who have had a wide and extended experience in business on a large scale?" was asked.

"There is room for more of them and if the people would support them they would probably give their time to undertake work they are fitted for. The present needs of the country is for a business government made up of business men who know how to deal with problems in a practical business way," was Mr. Carruthers' summing up of this matter.

"You have recently been away, Mr. Carruthers, what is your impression of the crop prospect?"

"It would seem that, between spring wheat and fall wheat the United States may have a yield of 1,000,000,000 bushels. If Canada has a good crop, of which there is now much promise, there should be a greater yield than ever.

"It has been proposed that the great areas of land adjacent to railways, much of which is in the hands of speculators, should be broken up by the large contractors that have been doing railway construction work," said Mr. Carruthers. "This might be a good plan and it is, but there are many difficulties as to how this would be arranged, and the matter of labor is a problem that would prove a real one." It was pointed out, notwithstanding, that this would be a great benefit if the details could be worked out to eliminate the evils that might accompany its adoption.

Time is Opportune to Reduce Accounts

So Asserts Credit Man for Wholesale Hardware House—Getting in Standing Accounts Means an Increased Earning Power—Stocks Should be Kept Turning.

"THE strenuous times we have been passing through, and those which in all probability we will in the future be called upon to face, even to a greater degree, necessitate co-operation, and credit men should take every opportunity of becoming acquainted with their customers," asserts W. H. Lamont, president of the Canadian Credit Men's Association, Limited, Ontario Division, in the April issue of *The Credit Men's Journal*. Mr. Lamont is connected with H. S. Howland, Sons & Co., Toronto. "By using diplomacy they can educate the retail merchant to adopt aggressive policies that will prove profitable, and go a long way in helping him on the road to prosperity.

"There are many ways in which credit men can approach the retailer in educating him to become a successful merchant; these ways must be left to the judgment and ingenuity of the men themselves, but the subjects to be dwelt upon of greatest importance appear to me to be: profitable merchandising, prompt collecting, and protection against loss from fire.

"In purchasing goods the worthy debtor should be educated to take every precaution so that a snug position can be maintained. This will be most essential when the terrible war is over and a declining market is with us. Many difficulties will have to be overcome, consequently the greatest of care in buying goods will be an absolute necessity.

"The retailer should be advised of the importance of turning the stock over a sufficient number of times to produce the proper returns for the energy that is put into the business, and this can only be achieved by adopting and adhering closely to the policy of keeping purchases with a few jobbers and not having a long list of creditors. Being a good fellow and buying from numerous wholesale houses leads to carrying more stock than his capital will warrant, with the result that a number of lines are in stock but not a complete assortment of sizes of any one line, and with the probability of a good portion of capital tied up in dead stock.

"Financial statements of retail merchants that are submitted frequently show large amounts tied up in accounts receivable. The merchant should only carry on his books an investment in proportion to his capital and even in extending this credit it should be distinctly understood that the money should come back to him in time to take care of his obligations, to enable him to keep his credit good; that the credit man can lend a very necessary hand in organizing the collection department of a retail merchant is quite apparent.

"For a long time past the consuming public has failed to properly recognize its obligations to the retail merchant to such an extent that the retailer is inclined to be timid in asking for settlements, being afraid that the customer will take his trade elsewhere. The growing use of the automobile has made it possible for the farmers to travel beyond the nearby town if he is under the impression that credit can be more easily obtained; consequently the necessity of the credit men using every opportunity to educate merchants generally and in all sections how important it is to collect book accounts, and to be careful in granting credits, particularly to people residing outside their own immediate districts.

"There never was a better time for the retailer to reduce his accounts receivable than the present. The bountiful harvest and high prices has brought a condition that should be taken advantage of, and a strenuous effort made to turn these accounts, particularly those of long standing, into a liquid asset. The result of this vigorous treatment will not only enable the merchant to pay his bills promptly, but will give him the opportunity of increasing his earning power by taking advantage of any cash discounts offered. On the other hand, if he continues in his own way extending unlimited credit, he will tie up in open accounts more capital than he can afford, with the result that accommodation will be required from the jobber, for which he would be called upon to pay interest while the debts to him are eating their heads off because of his fear of losing customers if a charge for carrying overdue accounts is made.

"Another opportunity for the credit men to help the retail merchant is to constantly bring to his attention the necessity of fire insurance protection. Educate him to carry sufficient insurance and to look over his policies to see that they are worded properly and concurrently, so that any misunderstanding will be avoided if a fire should occur, suggesting and encouraging him to take every care in decorating his store, to avoid the use of anything of a flimsy nature, make regular inspection of wiring, have proper metal receptacles for keeping ashes, to be cautious, neat and cleanly generally in the care of his place, and thus eliminate the danger of a fire.

If one merchant in a neighborhood can be induced to adopt preventative methods his influence is very likely to be felt by others, and lead to many taking similar precautions with eventual saving in cost of insurance.

"In closing this short article, I would suggest to credit men the importance of getting away from routine; try and arrange your work so that you have time to think and develop your ideas, always keeping to the fore your duty as it appears to me of doing good by teaching and helping the retail merchant along the lines that have been slightly touched upon, resulting in better credits, reduced bad debts, fewer bankrupt stocks, and the upbuilding of solvency generally in the commercial world."

Second-Hand Car Presents Big Problem

Automobile Dealers Quite Generally Agreed That Only Smaller Cars Can be Taken With Safety—Need For Central Organization to Handle Problem of Big Cars

A DISCUSSION on the problem of the second-hand car took place at the convention of the Automobile and Accessory Dealers, held in Toronto this week, which brought out some valuable and interesting information. Mayor Duffus, of Peterborough, was one of the speakers to join in the discussion. He stated that he was disappointed at the number of dealers present at the convention. From what he had been able to gather he judged that fully 50 per cent. of those present represented wholesale houses and manufacturers' representatives. He stated that they had refused to take any second-hand car in exchange except the Ford. With parts and repairs easily obtainable for this car they were able to rebuild and dispose of this class of car to advantage. Mayor Duffus stated that in the nine years he had been selling cars they had increased their sales from nine cars in the first year to three hundred cars last year. During that time he had tried numerous systems in keeping track of the old car sales. He said that he had finally adopted the card system of keeping track of each old car from the time it is bought and the price paid for it, together with the amount of repairs placed thereon, until it was again disposed of. Each part of the business had been departmentized and made to stand on its own feet. If it could not show a fair return at the end of the year the reason was found. If there was no remedy for the situation of a loss in a department it was cut out entirely. "You are groping in the dark unless you do so. Organization and system are the methods through which you can find out whether a department is paying," stated the speaker. He thought an organization of dealers was very essential. He advised that the meeting be held in the winter months, as the spring season, when every dealer was busy, was not a good one in which to call such a meeting. He thought many dealers stayed away from the present meeting on this account.

J. Rose, of London, an automobile dealer, did not agree with the previous speaker that fully 50 per cent. of those present were manufacturers and wholesalers. There was a live interest in organization in Western Ontario, and they had a strong deputation from London that was anxious to see the work of organization carried through to completion and made a real benefit to the dealers. They had a local organization in London, and had obtained much good therefrom. Mr. Rose said there was a real problem in handling the big second-hand car, as people will not pay $500 or $600 for a second-hand car when they can buy a small new car for those figures. They handled only rebuilt cars. They endeavored to make each deal stand on its own merits. If it did not show a profit it was considered bad business. He thought the organization could result in much good by going to the tire manufacturer and insisting that all tires be sold on such a basis that the margin for profit would be the same for all dealers.

J. E. Hawkes, London, said he thought one of the mistakes on the part of the automobile dealer is to allow the prospective customer to sell his car to the dealer rather than that the dealer should sell the new car. It was never good business to refer to them as second-hand cars. It was better to call them rebuilt cars. It would add at least $50 to the price for which they could be sold.

J. C. Beemer, London, thought it was advisable to stay away from the second-hand car as much as possible. He had not found it a profitable business so far. When he took in a car he wanted to be reasonably sure that he had a prospective buyer for it.

F. W. Evans, Toronto, thought there should be some definite way of arriving at the amount of depreciation of a car each year. Their own concern depreciated their cars in mark-down to the extent of one-third each. They had no trouble in disposing of their old ones on that basis.

C. E. Norris suggested that there should be some central organization to handle the big second-hand car. Such an organization would require to have an expert appraiser, who could say what the old car was worth, and the organization could then dispose of it.

Need for Brake Inspection Law

Many Accidents Are Caused Through Failure of Brakes to Respond—Movement for Inspection Under Way in United States and Will No Doubt Extend to Canada

ALMOST every day an emergency arises which demands quick, sure action of brakes of automobiles and trucks. If they respond promptly it is nothing more than a passing incident; if they fail, it may mean damage and possibly death. The price of neglected brakes comes exceedingly high. That price need not be paid.

Defective brakes are a menace not only to the lives of the driver and those in his car but are also a danger to pedestrians and every other car on the road.

The object of the brake inspection movement is to decrease the number of preventable accidents due to defective brakes.

In one year the brakes on a car are used from 20,000 to 30,000 times. Just one single slip may mean disaster.

The tremendous increase each year in the number of motor cars makes it imperative that increased attention be paid to brakes. In cities in particular the demands of traffic make efficient brakes urgently needed.

Traffic records show that 65 per cent. of all accidents occur when the car is going 12 miles an hour or less. In the great majority of these cases neglect of the brakes and brake lining is wholly responsible for the accidents.

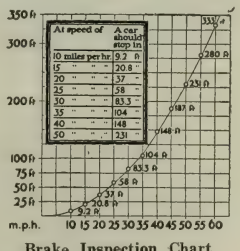
Brakes are out of sight, and for that reason are frequently neglected. The brake inspection movement is preventing this neglect by calling strongly to the motorist's attention, the vital and compelling need of good brakes.

He is shown that in many cases a simple tightening of brake rods or an adjustment of brake equalizers will substitute safety for chance.

Test for Brakes

Automobile engineers have proved that when brake mechanism is right and road conditions average, any car should stop at distances and speeds given by the chart.

V^2 means the square of the velocity or speed of your car, 10.8 is the proved factor of retardation under average road conditions. This factor decreases on smooth, slippery roads to 6.7, and increases as high as 17.4 on rough, worn roads. The chart represents the average condition, and other conditions can readily be figured by changing the factor within the given limits.



Brake Inspection Chart

TO UTILIZE OLD TIN CANS

Application has been made to the Board of Control, Winnipeg, for a four years' franchise to utilize the old tin cans accumulated in the city dumps. The project contemplates the separation of the solder, tin and iron in the cans, and the melting of the last-mentioned into bars.

EVENTS IN THE TRADE

BUSINESS CHANGES

Toronto, Ont.—G. McLean, hardware, has sold to Towers Hardware Co.

D'Arcy, Sask.—W. L. Keil, hardware, has been succeeded by G. D. Hiberlee.

Winnipeg, Man.——P. Bider, hardware, has been succeeded by A. Posner.

Hawkesbury, Ont.—J. A. Chevrier, hardware, has removed to Montreal, Que.

Kingsville, Ont.—Scratch & McDonald, hardware, Kingsville, Ont., have sold to K. Rae.

McCreary, Man.—F. N. Smith, hardware, has been succeeded by Angus & Hawkins.

Toronto, Ont.—F. J. Tolchard, hardware, has been succeeded by Hyman Rovner.

Prelate, Sask.—Harris & McNaughton, hardware, have dissolved, E. M. Harris continuing.

Toronto, Ont.—S. E. Jeffrey, hardware, Toronto, Ont., has sold to French Bailey Company.

Riverhurst, Sask.—Stewart, Leavens & Co., hardware, have been succeeded by A. R. Lyne & Co.

FIRE LOSS

Hamilton, Ont.—Meakins & Sons, Ltd., brush manufacturers, have suffered fire loss.

Montreal, Que.—C. A. Lacroix, hardware, suffered fire loss.

NEW FIRM

Clark & Strotten, of Arner, Ont., have started a hardware store.

IRON MAN DIES

Edgar M. McDougall, president of the Canada Iron Corporation, Fort William, died recently in California, where he was spending some time for the benefit of his health.

The late Mr. McDougall was one of the prominent iron manufacturers of the country, being not only president and managing director of the Canada Iron Corporation, but practically sole owner of the Caledonian Iron Works Company, which was founded by his father, John McDougall. He was a man about 53 years of age.

PERSONAL

Ross McKinnon, formerly manager of the Pease Foundry Company, Toronto, and latterly with the Page Hersey Company, Guelph, Ont., has been transferred to Cohoes, N.Y., to take charge of the Cohoes Rolling Mills.

MONTREAL PERSONALS

Wm. Hyman, of Wm. Hyman and Son, Gaspe, Quebec, made a business trip to Montreal last week.

J. A. Paquin, hardware merchant of Sate. Eustache, Quebec, was in Montreal on business for his firm.

GEORGE J. MORRISON

President of New Wholesale Hardware Company of Morrison-Blackwood Hardware, Limited, Moose Jaw, Sask.

Jesse H. Stanton, representing The Turner & Stanton Co., of Norwich, Conn., is a visitor to Montreal this week.

Robert Miller of Starke-Seybold, Ltd., has enlisted with the "Tank" Battalion and is already with the the King's forces.

Among those enlisting with the forces of the Empire this week in Alex. .B. Williamson, city traveller for Starke-Seybold, Ltd., Montreal.

Uncle Sam will have an addition to his forces within the next week in the person of Henry Guenet, shipper for Starke-Seybold, Ltd.

F. E. Howland, with the Cortland Carriage Goods Co. of Cortland, N.Y., will call on the Montreal trade within the next few days.

John R .Anderson, manufacturers' agent of Montreal has returned from a trip to the Maritime Provinces. He went through as far as Prince Edward Island and reports a growing interest there in the automobile industry. Business conditions, in a general way are satisfactory and the outlook indicates a busy season. Halifax in particular, is a busy place, with much building and repairing in progress.

John Millen & Son, Limited, Montreal and Toronto, have just issued a new catalogue of 267 pages on automobile and gas engine supplies. This is fully illustrated and has been brought down to date. The illustrations on auto accessory lines are profuse, and full descriptive matter accompanies these. In a foreword they draw attention to the fact that they have changed their policy by confining their activities to Ontario, Quebec and the Maritime Provinces. A complete index is supplied at the back of this catalogue.

BIG GARAGE FIRE

The Ontario Garage at London, Ont., was completely destroyed by fire on Saturday evening last with a loss in cars and buildings of approximately $100,000. The company's loss of $60,000 is fully covered by insurance. The stock included thirty-five brand new cars belonging to the firm and fifteen autos belonging to local doctors and business houses. The fire started when a tourist after refilling his gasoline tank on the rear of the car swerved a little in backing out and hit the door. The tank burst and the gasoline poured over the floor and ran down the register and furnace pipes, which caused an immediate conflagration.

WINS PROMOTION

News has recently been received from France of the promotion to the position of captain in command of a company of C. M. Ackland, formerly a member of the firm of D. Ackland & Sons, Winnipeg, manufacturers of carriage hardware. Captain Ackland went overseas as major and second in command of the 222nd Battalion, and reverted to the rank of lieutenant in order to proceed to France in July, 1917. He has been attached to the 46th Battalion. Captain Ackland was officer commanding the 106th Militia Battalion at Winnipeg at the time of joining the overseas forces.

STEEL MAN KILLED IN FRANCE

Capt. W. R. Hutchison, nephew of J. T. McCall, of Drummond, McCall & Co., Montreal and Toronto, iron and steel merchants, has been reported as killed in action while serving in the Royal Scots Fusiliers. Prior to the outbreak of the war Capt. Hutchison was employed for three years with Drummond, McCall & Co., at Montreal. Capt. Hutchison was 28 years of age and the youngest son of Dr. Hutchison, former rector of the High School, Glasgow. He was a well-known Rugby football player, forming one of the team that represented Scotland against England in the international contests. He was in Glasgow on a visit when war broke out and enlisted in the ranks of the Fusiliers, proceeding to Salonika. He was wounded in the arm and sent home to Scotland, and on recovering gained his commission and proceeded to France in command of a company of his old regiment. Two brothers are also on active service, Lieut. R. J. Hutchison, of the 42nd Royal Highlanders of the Imperial Army—the famous "Black Watch"—and Major H. F. Hutchison, of the Indian Medical Service. Two other brothers, Alexander Hutchison and Thomas Hutchison, are in Montreal, associated with the firm of Messrs. Drummond, McCall & Co.

TWO HARDWARE STORES WIPED OUT

Two hardware stores in the town of Vermilion, Alta., were destroyed by fire on April 11, following an explosion of a gas tank in a garage. Several blocks were destroyed, including the Town Hall, post office, Royal Bank branch. One of the hardware stores destroyed was the Northern Hardware and the other Nellis & Law. The damage to the town is estimated at $500,000.

LOWE BROS. CO. SUFFER IN KANSAS CITY FIRE

In the $2,500,000 fire that swept the West Bottoms district of Kansas City, recently, the local branches of the Lowe Bros. Paint Co. and of the Illinois Glass Co. were among those of the 18 business houses reported by the authorities as completely destroyed. The fire apparently started simultaneously on several floors of a building in the heart of the wholesale district, and destroyed three blocks of buildings before it was got under control.

CANADIAN NATIONAL CARBON EXPANDS

License has been granted the Canadian National Carbon Company under the laws of the Province of Ontario to increase the capitalization of the company to $1,200,000. The company was formerly organized with a capitalization of $200,000, but during the past year the plant and interests of the Canadian Carbon Company and the Interstate Electric Novelty Company were acquired and the larger capitalization was necessitated as a result of this amalgamation. The plants of the Canadian Carbon Company and the Interstate Electric Novelty Company will still be operated. The Canadian National Carbon Company contemplates a considerable addition to their plant at Paton Road, Toronto, but will in all probability defer the erection of these additions until after the war.

CHANGE IN OWNERSHIP

Ralph and Simpson have acquired the hardware business of G. L. Forester at Neepawa, Man. The new partners in the firm are both from Neepawa. Clarence Ralph had been employed in the Foerster store for some years, while Stuart G. Simpson has been a partner with his father in the furniture business in that town. Both are young men.

VARNISH CASES INDEFINITELY POSTPONED

A formal hearing was to have been held in Washington on April 8 by the Federal Trade Commission in connection with the paint and varnish complaints that have been filed by the commiscion, mention of which was recently made in HARDWARE AND METAL.

A large number of the firms have written the commission, within the past few weeks, asking for an extension of time in their case for various reasons. The commission, therefore, has postponed the formal hearing. At this time no definite future date has been set by the commission for hearing this case.

New Wholesale Hardware Starts June 1.

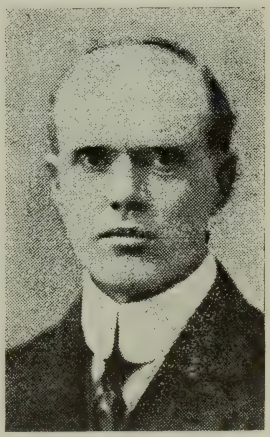
Morrison-Blackwood Hardware, Limited, Expects to be Ready for Business in About Month's Time—Will Cater to Saskatchewan Trade Exclusively

A CHARTER has recently been granted to Morrison-Blackwood Hardware, Limited, wholesale hardware merchants, Moose Jaw, according to a recent announcement made in HARDWARE AND METAL. This is a new firm of jobbers, but the men who are behind it are well known to the trade throughout Western Canada. George A. Morrison, president of the new company, has been in the retail business in Moose Jaw for the past twelve years, and is now president of the Moose Jaw Hardware Company, one of the best known retail establishments in southern Saskatchewan.

Mr. Morrison is a young man who has worked his way up from the bottom, first as a clerk, secondly as manager of a very successful retail store, and finally as president of the new wholesale concern. He went to Moose Jaw from London, Ont., his object at first being merely to see Western Canada of which he had heard so much. He was so taken up with Moose Jaw that he hired as a clerk to John Hawke, who was then running the Moose Jaw Hardware. As years went by he became more proficient in the business, and eventually was appointed president of the company. L. A. Blackwood, general manager of this new jobbing house, needs no introduction to the trade of Western Canada. His experience in the hardware business extends over thirty years.

While George Morrison, of the Moose Jaw Hardware Company, will be one of the members of the new firm, he will still continue as head of that concern. The entire management of the new company is to be in the hands of Mr. Blackwood.

Mr. Blackwood is a Nova Scotia man, born in Halifax, and first entered the hardware business in that city nearly 28 years ago, in the firm of A. M. Bell & Co., with whom he remained for some 12 years. For the past 16 years he has been connected with the Merrick Anderson Co.



L. A. BLACKWOOD

Manager of New Wholesale Hardware Company of Morrison-Blackwood Hardware, Limited, Moose Jaw, Sask.

and the Miller Morse Co., Ltd., in both cases holding the position of manager. He has traveled almost all of the country which the new firm proposes serving and is therefore well acquainted with the men with whom he will be doing business.

The office and showroom of the new company will be in the Central Chambers while the warehouse will be on the spur track on High Street West, where the company proposes to build an up-to-date warehouse in the near future. Stock is now being purchased and orders are being placed so that it is expected that the firm will be in a position to receive orders by June 1.

WAKYTE CO. ADD ATHLETIC GOODS

The Wakyte Manufacturing Company, Limited., 259-261 Stanley street, Winnipeg, have taken over the entire line of athletic and sporting goods as manufactured by Thos. E. Wilson & Co., Chicago. In order to handle this line to the best advantage, the Wakyte company have opened up a special sample room in their building, where these goods are now on display. The stock as shown in the Wakyte sample room covers every line of tennis, croquet, baseball. skating, hockey, bathing, golf, soccer and gymnasium supplies.

SASKATCHEWAN R. M. A. WILL HOLD CONVENTION

The Saskatchewan branch of the Retail Merchants' Association will hold its annual convention in Saskatoon on May 14-15-16. Arrangements are yet to be made for a building in which to meet, but program for the three days has been practically agreed on. E. B. Moon, director of the Department of Community Building and Trade Betterment of the *Farmers' Review*, Chicago, is expected to deliver a number of addresses at the convention.

F. E. Raymond, secretary of the association, expects a large attendance and arrangements will be made for a bigger convention than in previous years.

OPENING UP SALESROOM

Moxley & Olson are opening up office and sample rooms at 789 King street west, Toronto, and are carrying the lines of the Dominion Whip Company, Hamilton, and Burlington Windsor Blanket Company, L. C. Chase & Co., plush robes and auto accessories.

WESTERN FIRM EXTENDS BUSINESS

Box Bros., hardware merchants at Belmont, Man., have recently taken over the business of F. J. Bradley at Pierson, Man. This now makes three retail stores controlled by this firm, the third being at Souris, Man. The headquarters at Belmont is devoted to hardware and furniture, while the store at Souris carries hardware and tinsmithing. The firm of Box Bros. was organized in 1910 to succeed F. F. Sparks at Belmont. In 1915 the business of Currie & Mitchell at Souris was acquired.

BICYCLE WEEK MAY 4 TO 11

Big preparations are being made in some centres for the celebration of bicycle week. It is the purpose of this display week to bring the bicycle prominently before the consumers and so start the sale of bicycles in an enthusiastic manner. Manufacturers, wholesalers and retailers are co-operating to make the event a big success this year. In some cities bicycle meets will be conducted, parades will be carried out, windows and stores will be attractively decorated and displays arranged. Manufacturers and wholesalers are furnishing advertising material, posters, cut-outs and similar material to assist the retailer. The Canadian Cycle Association is putting forth every effort to make it a big success in Canada, the same as it is expected to be a big success in the United States. Bicycle dealers who have not yet received advertising material from their wholesale bicycle dealer will be able to link up with this movement by making a request for same.

APPOINTED SALES MANAGER OF IMPERIAL OIL

A. J. Wolcott, who has been manager of Manitoba branch of the Imperial Oil, Limited, at Winnipeg for a number of years has been appointed to the position of general sales manager for Canada and Newfoundland for the company. He was succeeded in the Winnipeg field by J. A. Boyd, who has been assistant manager of the Alberta branch of the company with headquarters at Edmonton.

CATALOGUES TO BE STANDARDIZED

All catalogues intended for preservation by purchasing agents are to be limited to one size hereafter, according to plans laid by the National Association of Purchasing Agents of the United States. A committee of that association has called a conference to discuss the matter of standardization of catalogues, to be held in the La Salle Hotel, Chicago, on May 22, 1918.

At the Pittsburgh Convention of Purchasing Agents the size 8½ x 11 was tentatively adopted with the proviso that it should be adhered to unless good reasons appeared for changing it. The committee has had the matter up with 575 associations representing various industries and trades and 287 trade paper publications.

HARDWARE LETTER BOX

Manufacturers of Hand Cultivators

John Fennell & Son, Kitchener, Ont.—Kindly give the name of manufacturers of Buco hand cultivator.

Wellandvale Manufacturing Co., St. Catharines, Ont.—Editor.

Manufacturers of Fire Escapes

R. T. Holman, Summerside, P.E.I. — Kindly give us the names of manufacturers of fire escapes in Canada.

Canadian Ornamental Iron Co., Toronto, Ont.; Canada Foundry Company, Ltd., Toronto; Dennis Wire & Iron Works Co., Ltd., London, Ont.; Hutchinson & Spicht, Montreal; John Watson & Son, Montreal; the George Meadows Wire, Iron and Brass Works Company, Ltd., Toronto.—Editor.

R. T. Holman, Summerside, P. E. I.—Could you supply us with the names of manufacturers of oil burners for attachment to coal burning range?

Canadian Fairbanks-Morse Company, Toronto, Montreal, St. John.—Editor.

COL. SAM McROBERTS

(Continued from page 43.)

"How much capital did you have at the time?" the inquisitor inquired, perhaps impertinently.

"I hadn't any but my reporter friends were confident and passed my cards among their acquaintances and I caught a little of their enthusiasm. My first case? Oh, it was a sordid matter, a collection, no doubt, and left no impression on my memory.

"Some business came to my office but in bad times and worse I never departed from my standards. I wouldn't defend criminals, I said to myself, or take divorce cases. Soon I saw that a long struggle was ahead of me, not that I objected to hard work, or was unwilling to wait, but that I was ambitious to obtain a solid and desirable class of clients.

Scotch Blood Seeks Out "the Siller"

"When an unnamed corporation advertised for a lawyer, I answered with the thought that I could obtain in a few months the experience I needed and which I could not get for several years if I practised for myself.

"The advertisers proved to be Armour and Company, the packers. They gave me employment. After being in the legal department of that corporation for five years, I just drifted into the financial department."

Drifted naturally because the practical blood of the Scotch father mastered the romantic blood of the Scotch-Irish mother, who, born in Ohio, saw in oratory and statesmanship the one sure highway to honor. Such, at any rate, is Mr. Morrow's diagnosis.

At Forty in Charge of Millions

At the age of thirty-five, Samuel McRoberts was the treasurer of Armour and Company and the custodian of millions of money. When he was forty, he was invited to be a vice-president and the executive manager of the National City Bank of New York, whose deposits at the last report, amounted to $723,000,000.

For nine years Colonel McRoberts has been a banker and a director in many of America's greatest corporations—in Armour and Company, in the American Sugar and Refining Company, in the Baldwin Locomotive Works, in the St. Paul Railroad and so on and so forth.

Foreign exchange and finance has been one of his specialties. He has done much to give form to the banking laws of the country and to extend American trade in Europe and South America.

"Seven Figure" Thinking Material

As a Colonel in the army, on a leave of absence from his duties in New York, he is Chief of the Procurement Division, Bureau of Ordinance and is negotiating all orders and contracts for artillery, small arms and ammunition for the national government. He gives counsel to the government in the matter of credits to the manufacturers of rifles, pistols and ammunition.

Vanderlip of the same bank is managing the selling campaign of the war savings certificates. Two hundred and thirty officers and employees of the bank are under the colors, at home, on the ocean or in France.

THE CLERKS DEPARTMENT

COL. SAM McROBERTS SEVEN FIGURE THINKER

Growth of a Generalissimo of Finance from a Five Dollar a Week Law Clerk—The Life-Story of the Vice-President and Executive Manager of the National City Bank of New York

YOU hear often enough the phrase "The canny Scot," but there is something absolutely uncanny about the way the Scotch blood in Samuel McRoberts ruled his American life in the direction of finance, and tremendous efficiency as a financier. Samuel McRoberts is "the man who can think in seven figures." Men of might in America's mightiest business—the war business of to-day—know him by that appellation. From thinking $5.00 a week and glad to earn it some little time ago in Chicago, Samuel McRoberts has won his way magnificently towards his captaincy in the mightily marshalled army of finance. Captaincy, did we write? Samuel McRoberts is more than a captain of finance. He is generalissimo. He is the man who can think in seven figures.

When He Won His Spurs

It was in a time as like the present hour almost as can be that Samuel McRoberts revealed himself as peer of the powers that be in American and world-finance on the seven-figure scale and beyond. It was when the Prussian hordes were battering their bloody way over the plains of Picardy full of high hopes that they would soon be knocking imperiously at the gates of Paris. By the time the Kaiser's hosts had been halted at the Marne, and Generalissimo Joffre was just holding them there, the hour for Generalissimo Samuel McRoberts had almost arrived. There was a call for silver bullets for France—for sorely-tried, desperately-attacked France. The forces of finance were being rallied. The days of the "seven figure" men were dawning. James B. Morrow tells about it in *The Nation's Business*. The story instantly involves the outstanding personality of Samuel McRoberts, then vice-president and executive manager of the National City Bank of New York, whose deposits at the last report amounted to the nine figure total of $723,000,000. Samuel McRoberts, you see, was already a seven-figure man and more. But he was on the way to the business of thinking in seven figures as a matter of every day occurrence.

The National City Bank of New York was approached for a loan on behalf of France. It was the first call for silver bullets from America. As the French themselves say with inimitable brevity—"It is but the first step that counts." On Samuel McRoberts and another mighty financier fell the task of making the first step financially on a seven figure scale in favor of France. This is how it was done:

"What France asks," said Frank A. Vanderlip, president of the bank, "is impossible—but we are going to get it."

"And he did it," testifies the friend of France—Maurice Leon, the New York lawyer, who had approached the banks for the loan.

That very day in their office, Vanderlip, once of Illinois, and Samuel McRoberts, vice-president and executive manager, formerly of Missouri, sat at a table and worked out the details of the loan together. Farm boys not long before, plowing for corn and planting it, cultivating it, and cutting it, shocking and husking it, and then reporters in Chicago, they helped to turn the Prussians back and to save Paris from defilement.

The Hour and the Man

Since then the silver bullet battalions have mustered thicker, thicker, thicker. They wear no seven league boots, and it takes a generalissimo who can think in seven figures to keep pace with time. Washington soon became aware of the fact.

"I want some one," a high military officer said, "who can think in seven figures."

"Then send for Samuel McRoberts," recommended a hearer at his elbow.

The man who can "think in seven figures" came to Washington. There were military reasons for giving him a commission. And so there is an eagle on each of his shoulders and he is Colonel McRoberts and no longer Mister. Nor is there a more military looking soldier in the army, regular or national.

Six feet, or an inch less, in stature, straight, slender and trim as a poplar, his clipped hair almost white, he would fit the infantry or the artillery and on horseback, were he cut in granite or poured in bronze, could be a dashing model for the cavalry.

The Gladness of Success

"The world has been good to me," he says out of his cheerful, brown eyes, and by his manner. Success is proclaimed in his face; success in money and in all other adventures. The countenance is either a flag of defeat or a banner of victory. Let dour-visaged persons take notice.

Undoubtedly Samuel McRoberts would have made his mark in politics. Naturally, he is personally attractive. Naturally, I say, because many politicians and some others strive to be attractive by force or art and make a botch of it. There is no more pathetic sight in the world than an empty and dreary man engaged in the task of trying to have himself loved by the electorate.

He Comes From Missouri

Young Samuel McRoberts, out near Malta Bend, in Missouri, which village now contains about 400 inhabitants, was probably drawn more toward politics than he is willing to admit offhand and at present. He did confess to Mr. Morrow that the characters he admired were public—Governors and Senators. Their histories he read in the newspapers and all of them were lawyers.

The McRoberts family originated in Scotland and, taking a century or longer for their journey, arrived in Missouri by way of Virginia and Ohio. They were farmers and men of doctrine.

"There were some characteristics of my family," the Colonel said, "that I never understood until I travelled in Scotland."

The reader of intelligence and imagination need be told no more than just to see the McRoberts household and the McRoberts farm out in the rich bottom lands of the Missouri.

Started With "Very Little Money"

When Samuel McRoberts left the district school and entered Baker University, at Baldwin, Kansas, he meant to study law and talk himself into the legislature and afterwards into Congress.

Graduated at Baldwin, financed by his father, he took the law course at Ann Arbor. Then what? he was asked.

'I got on the cars, intending to return to Missouri," he answered. "Plans I had none, or, if I had, they have passed from my recollection. And very little money. That is the reason I stopped in Chicago. I would look around, I thought, get temporary employment and continue my journey.

Eight Months For $5.00 a Week

"At Ann Arbor I had done some local work for city newspapers. The World's Fair opened a way for me to write advertisements and articles of news and description. But I was a lawyer and never meant to be a reporter. At last I found a place in a law office and worked eight months for $5 a week. Then I bought a desk and a chair and went into practice for myself."

(Continued on page 42.)

NEW HARDWARE GOODS

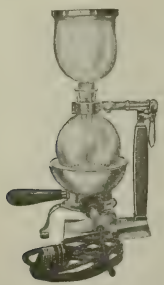
OFFERED TO CANADIAN HARDWAREMEN

NEW SILVERWARE DISPLAY CASE

The Oneida Community, Limited, Niagara Falls, Ont., have recently put out a new counter or window display case for their Par Plate silverware in attractive green leatherette. The case is capable of holding one and one-half dozen teaspoons, one dozen dessert forks, one butter knife, one-half dozen dessert spoons, one dozen dessert knives, one sugar shell. The case is designed as an effective selling counter display. It is claimed for it that it is a salesman and a stock clerk all in one. The case is furnished in four different patterns and is being distributed through the various wholesale houses. One of the most practical features is the method of showing prices for the goods in each compartment of the case. Prices are quoted on spoons, forks, knives, etc., each as well as in sets of six.

GLASS COFFEE FILTER

The Silex Company, 45 High Street, Boston, Mass., is placing on the market a new model, No. 20 pouring electric coffee filter. It is claimed for this device that it makes perfect coffee since it is filtered—not boiled or percolated. It is asserted the filtration insures flavor without putting the tannin into the coffee. One of the points claimed in its favor is the quickness with which coffee can be made, namely, in three minutes. It uses pulverized coffe, and it is claimed saves nearly one-half the coffee ordinarily used. It is made entirely of glass and is therefore claimed to be sanitary and healthful.



No. 20 Electric Coffee Filter

STANLEY WINDOW DISPLAY

The Stanley garage hardware window display cutout proved to be so successful last year, especially from the point of view of the builders' hardware dealers who used it, that the Stanley Works, New Britain, Conn., have gotten up a new display for the coming season.

It is handsomely lithographed in nine colors on heavy cardboard. As it stands

Stanley Garage Hardware Display

up in a dealer's window it will be 36 inches high and 50 inches wide. As can be seen from the accompanying illustration this cutout is composed of three parts, a centre panel to which are hinged two side panels.

The new Stanley garage hardware cutout was made only after a careful study of suggestions which were received from customers who used last year's display.

The display illustrates the application of Stanley garage hinges No. 1457—10 and 24-inch, Stanley garage door holder No. 1774, Stanley garage door latch, No.

Standard Bicycle Horn

1264, Stanley garage door pull No. 1266, Stanley chain bolt No. 1055—10-inch and Stanley foot bolt No. 1056—10 inches. These items taken together comprise Stanley Garage Hardware Set "D."

This display will be distributed in time for dealers to set it up in their window during the first week of May. It will be sent on written request only to builders' hardware dealers who carry in stock the items illustrated on the display or who order them between now and the end of April.

FIRELESS COOKER

The Royal Fireless Cooker, 124 Montcalm Street, Hull, Que., is placing on the market their "Royal Fireless Cooker." This cooker is encased in solid oak or steel, and it is claimed for it by the manufacturers that it is practically indestructible. It is claimed for it that it roasts nicely and bakes cakes and bread to perfection. By its use it is asserted the gas bill is greatly reduced, that the kitchen does not get heated up, and that there are no objectionable cooking odors in the kitchen. The company is prepared to give full details respecting this cooker and also as to the dealer's proposition on request.

DISPLAY CARD FOR CARBORUNDUM

The Carborundum Company, Niagara Falls, N.Y., is sending out a new two-color display card which is designed to help push the sale of the Carborundum mounted kitchen knife stone. The card is about 14 inches high, is done in heavy cardboard, has an easel back and shows a photographic reproduction of a housewife using the stone. Across the lower centre of the card appears an actual sample of the stone. The card is sent free to dealers.

NEW BICYCLE HORN

The Standard Metal Manufacturing Company, Newark, N.J., is manufacturing the "Standard" bicycle horn. It is asserted by the manufacturers that the horn is identical with the larger size of hand-operated automobile horn except that it is considerably smaller. It is 4½ inches in length and weighs less than fourteen ounces. The manufacturers claim for it that it is strong and well built. It is supplied with a combination bracket fitting either the frame or handle bars.

CUT-OUT FOR FORD CARS

The Adamson Manufacturing Company of Hamilton, Ont., is placing before the trade a new cut-out, No. 100, suitable for use on Ford cars. It is claimed for this product that it is a high-grade, extra heavy, well machined cut-out. It is sold

Cut-out for Ford Cars

complete with pedal, cable, four nuts and bolts and the necessary clamps for attachment. Furthermore, it is asserted by the manufacturers that a perfect fit is assured by reason of the fact that every cut-out is carefully put together and inspected before leaving the factory.

WEEKLY HARDWARE MARKET REPORTS

STATEMENTS FROM BUYING CENTRES

THE MARKETS AT A GLANCE

THE scarcity of ingot tin grows more apparent every week and advices from some sources are to the effect that unless further supplies are available within the next couple of weeks production of some of their manufactured lines will automatically cease. Permits for shipments from England are not being granted freely and there is no indication that supplies there are equal to present needs. Cable advices indicate another advance of £5 in London market.

Spelter and lead are easier in tone and declines in each have been made, ½c per pound on spelter and ¼c on lead. Supplies are available in large quantities but the heavy war demand of the past year has been greatly curtailed although a larger movement of lead to Great Britain is now reported.

Linseed oil has registered a decline of 4c per gallon in some quarters. The seed market has undergone a considerable drop for the week but with the scarcity of supplies in the East and the uncertainty as to when further shipments of flax may be expected the tendency has largely been to maintain previous prices.

Turpentine has also gone 3c lower per gallon in some sources. The matter of transportation and the uncertainty as to when further shipments will reach destination are factors in upholding prices in others. The primary markets are firm and though little change over last week is apparent the undertone is comparatively strong.

Another change in cotton goods has been made and revised prices at considerably higher levels are now being quoted. The lines affected include cotton rope, sash cord, awning cord, clothes lines, seine twine and candlewick. Cotton rope is between 3c and 4c per pound and sash cord 3c per pound with other items proportionately higher.

A big advance has been registered in many lines of Joseph Rodgers & Sons' cutlery, new prices established ranging from 20 to 25 per cent. above former quotations. The lines affected include butcher knives, skinning knives, sticking knives, table cutlery, carvers in pairs and steels. Business generally is reported very good with booked orders on many lines now moving forward freely.

MONTREAL MARKETS

MONTREAL, April 18.—Changes for the week are more numerous, and these include sash weights, cotton rope, post hole spoons, socket firmer chisels, file brushes, clay picks, drive-well points, ball pein hammers, knife handle wrenches and sash cord. For the immediate present there is a lull in the trade for some lines, while for others a good trade is experienced. The demand for nails and other staples is expected to be good, and there are already evidences of this season being a reasonably good one. The one difficulty is that of getting stock. A few changes have been made in the price of ingot metals, prices being marked somewhat lower. Commercial and wiping solder are down to 44c per pound.

Chisels, File Brushes, Post Hole Spoons Up

Montreal.

WOOD CHISELS, POST HOLE SPOONS, ETC.—Among the week's advances are standard S.F. chisels, which are quoted at 60 per cent. off the list. The former discount was 62½ per cent. File brushes, which are in big demand now, have been advanced from $10 per dozen to $12.50. Post hole spoons in the 6-foot size are selling at $19.80 per dozen, and 8-foot at $22. The 10-foot are very scarce, and one firm has cancelled these for the present.

Clay Picks Again Up; Also Drive Well Points

Montreal.

CLAY PICKS, DRIVE-WELL POINTS. —Clay and rock picks have again been advanced, and these new prices apply. For 5-6 pound sizes, $11.80; 6-7, $12.60; 7-8, $13.50; 8-9, $14.30 per dozen. Drive-well point prices have also been revised, and the 1¼-inch, selling previously at $18, are now $20.50 per dozen, and the 1½-inch, with a former price of $30, are now $32.50 per dozen.

Sash Cord, Wrenches, Ball-Pein Hammers Up

Montreal.

SASH CORD, HAMMERS AND WRENCHES.—Sash cord is again advanced, and the prices are as follows:— No. 6, per lb., 72c; No. 7, 71c, and Nos. 8 to 12, 70c. This is up 3c per pound all around. Ball pein hammers of W. & B. make are selling now as follows:—Half-pound size, 87½c per lb.; ¾-lb., 62½c lb.; 1-lb., 50c lb., and over this 37½c lb. This is an advance of 2½c to 12½c per pound. Knife handle wrenches of the same make are up about 10 per cent.

Sash Weights, Mangles And Cotton Rope Up

Montreal.

SASH WEIGHTS, MANGLES, ROPE. —Mangles, for use in smoothing linen, are up in one or two sizes, and this is as much in one instance as 25 per cent. Cotton rope is again advanced, and the 3/16 inch size is quoted at 65c per pound, and the quarter and up at 64c. Sash weights are also somewhat higher, the sectional selling at $4.75 per cwt., and the solid at $3.40. Some of the prices on private brands of roofing also have been readjusted.

Stove Business Fair; Wares In Good Demand

Montreal.

STOVES, ENAMELLED WARE, ETC. —Trading is fairly well maintained this week, and there is a firm market all around. Sales of stoves are not of large volume, but a fair sorting trade is being done. The makers seem to have ample material for their needs. For enamelled ware and galvanized goods a fair demand exists. There seems to be a more stringent position now with regard to the licenses for getting tin supplies over, but

in the meantime manufacturers appear to have what they need for the near future requirements of their trade.

Gasoline Sales Better; Lubricants To Go Up

Montreal.

GASOLINE, COAL OIL, ETC.—There is a better demand for gasoline this week and the sale has been increased through the greater use of cars. Prices have been maintained without change, both on gasoline and coal oil. There is a strong undertone in the lubricating oil markets, and there will probably be a revision of prices on various lines in the immediate future. This will perhaps approximate two or three cents a gallon. Royalite coal oil is selling at 19c per gallon; Palacine and Electroline at 22c, and motor gasoline 34c.

Rope Conditions Firm; Sales Rather Light

Montreal.

ROPE, CORDAGE.—Locally the situation is one of firmness for rope. There are no changes in conditions or quotations, business being rather light. There will undoubtedly be some activity from shipping interests in the near future, this being the usual condition around this season of the year. The situation in the States is unchanged, but a larger demand for hemp is evident. Prices here are as follows:—Pure Manila rope, base, 39c; British Manila, 33c; and sisal, 27½c per pound.

Lots Of Wire Nails Moving; Prices Held

Montreal.

WIRE AND NAILS.—That there must be a need for replenishing nail stocks is borne out in the considerable activity in the demand for this commodity. Many shipments are being sent out now, and with the opening of water routes in the next week or ten days the demand is expected to improve. Prices are maintained without change, wire nails selling on the base price of $5.25 per 100 pounds; cut nails, $5.60 per 100 pounds, and standard steel wire at $6.25 per 100 pounds.

Steel And Bar Iron In Fair Demand

Montreal.

BAR IRON AND STEEL.—Some little improvement is reported in the iron and steel market, although this is not great as yet. With the opening of the water routes soon it is stated that there will be a freer movement to outside points. The market is unchanged, and there is no difficulty reported in securing such supplies as are needed for the regular purposes of the trade, excepting in the case of odd sizes.

Common bar iron, per 100 lbs.	$ 4 55
Refined iron, per 100 lbs	4 80
Horseshoe iron, per 100 lbs.	4 80
Norway iron	11 00
Mild steel	5 05
Band steel	5 05
Sleigh shoe steel	5 05
Tire steel	5 25
Toe calk steel, per 100 lbs	5 95
Mining tool steel, per lb	0 17½-0 19
Black Diamond tool steel, per lb	0 18 -0 19
Spring steel	6 50
Single reeled machinery steel	6 50
Iron finish machinery steel	5 10
Harrow tooth steel	5 20
Black Diamond cast steel, lb.	0 20-0 21

Some Price Revisions On Black Sheets

Montreal.

SHEETS AND PLATES.—The volume of trade in black and galvanized sheets is without any decided change. Orders from the country are probably more in evidence than those from the city buyers. Some revisions have been made in the prices of black sheets, and there is less spread than was shown during the past few weeks. The ruling quotations on galvanized sheets hold without revision of any kind.

BLACK SHEETS—		100 lbs.
10 gauge	$8 00	$8 75
12 gauge	8 65	8 85
14 gauge	8 80	9 00
16 gauge	9 00	9 15
18-20 gauge	9 25	9 25
22-24 gauge	9 40	9 60
26 gauge	9 45	9 75
28 gauge	....	9 90
10¾ oz. (28 English)	10 55	10 75

GALVANIZED SHEETS—	
10¾ oz.	$10 00
28 ga.	9 65
26 ga.	9 25
22 and 24 ga.	9 05
20 ga.	8 85
18 ga.	8 85
16 ga.	8 70

Lead Sheets Easier; Also Commercial Solder

Montreal.

SOLDER, LEAD PRODUCTS.—There have been a few adjustments in the prices of lead products. Sheets are a little easier, and the market is rather quiet. There is a fair amount of trade for lead bends and solder. The latter has changed for the commercial and wiping grades, and prices are reduced to 44c. This has been arrived at through the somewhat easier tone of the ingot lead market, and from the basing of the tin price on a slightly readjusted lower level. Otherwise the market is unchanged.

Lead pipe, lb.	0 14	....
Lead waste pipe, lb.	0 15	....
Lead traps and bends	Net list	
Lead wool, lb.	....	0 12
Lead sheets, 3 to 3½ lbs. sq. ft., lb.	....	0 11½
Lead sheets, 4 to 8 lbs. sq. ft.	....	0 11
Cut sheets, ¾c lb. extra, and cut sheets to size, 1c lb. extra.		
Solder, strictly, lb.	....	0 48
Solder, commercial, lb.	....	0 44
Solder, wiping, lb.	....	0 44
Zinc sheets, casks	0 26	0 30
Do., broken lots	0 28	0 32

Old Material Markets Rule On Held Basis

Montreal.

OLD MATERIAL.—The markets are still without much stimulating feature. For iron scrap there is naturally more demand than for some of the other lines, and prices are fully held on the recent revisions. In a general way there ought soon to be a certain stir, but it is very difficult to say that this will be the case. One large dealer said that business would be better were ocean freight available to a greater extent. Prices rule without change as follows:

Tea lead	$ 0 05	$0 06½
Heavy lead pipe	0 06¼	0 06½
Yellow brass	0 13½	0 14
Red brass	0 22½	....
Light brass	0 08	....
Scrap zinc	0 05½	0 06
Heavy copper	0 22	0 23
Wrought iron, No.1, per gr. ton	27 00	....
No. 1 machinery cast	36 00	38 00
Heavy melting steel	20 00	21 00
Pipe scrap	18 00	20 00
Stove plate, per ton	20 00	22 00
Old rubbers, boots and shoes..	....	0 08½
Overshoes, lumbermen's rubbers boots	0 07	....
Bicycle tires	0 04¼	....
Auto tires	0 04½	0 05½
No. 2 busheling	13 00	14 00

Ingot Markets Quiet; Lead And Copper Easier

Montreal.

INGOT METALS.—The week has brought out little change with regard to the amount of trade. This is limited. Price revisions are made on lead and copper, which are a little easier. Tin is firm, with the outlook still uncertain, but sales are made at 95c.

COPPER.—Trading operations are light and the tendency is easier. More stock is available, and the price at which the same can be bought is reduced to 32c per pound.

TIN.—Even though the situation is still somewhat uncertain, the trading continues to be done on a light demand and limited stock at 95c to $1 per lb.

LEAD.—Not a great deal of demand. The price is somewhat lower and trading is being effected at 9c to 9½c per pound.

SPELTER.—As in other items of the list trading is light; 9½c is quoted. The United States market is rather firmer under light deliveries.

ANTIMONY.—The easy tone of antimony in outside markets is reflected here, as quotations are made as low as 14c and up to 17c lb.

ALUMINUM.—With government prices set across the line, there is little change here. Sales are made from 55c to 60c lb.

TORONTO MARKETS

TORONTO, April 18—Price changes during the week have been on a somewhat smaller scale than usual, though featured again during the week are cotton goods, including rope, sash cord, clothes lines, awning cord and seine twine in which further high levels have been reached. Jute rope and packings are also higher during the week, the former going up 2c per pound and the latter lines as much as 4c per pound. A decline in oakum has been recorded during the week of from ½ to 2c per pound. Black sheets have declined in some quarters 25c per 100 pounds. Business in spring and summer lines is very good, shipments of screen wire cloth, poultry netting, harvest tools, etc., having been delivered to the jobbers and booked orders for these lines are now being prepared for shipment to the retailer.

Rodgers Cutlery Up 20-25 Per Cent.

Toronto.

RODGERS CUTLERY.—Odd shipments of English cutlery continue to reach Canadian markets and as each arrives the additional charges in handling, insurance, etc., usually mean an advance in the selling price. The latest prices issued on many lines of Joseph Rodgers & Sons' manufacture are at levels from 20 to 25 per cent. higher than those previously ruling. The position of English cutlery manufacturers is an extremely difficult one and they are experiencing all kinds of trouble in getting necessary supplies of steel to take care of their cutlery orders. This with the great increase in cost of production, added to ocean freight rates and insurance to Canada, is given as justification of new prices. The lines affected include butcher knives, table cutlery, carvers in pairs and steels. No change is made in pocket cutlery at the present time.

			Doz.
Butcher Knives, No. 1707—5 inch			$5.65
5½ inch	6.35	9 inch	12.25
6 inch	6.60	10 inch	14.20
6½ inch	7.15	12 inch	22.55
7 inch	8.25	14 inch	34.40
8 inch	9.90		
Sticking Knives, No. 1707—6 inch			7.30
		6½ inch	7.85
		7 inch	8.95
Skinning Knives, No. 1707—5 inch			$5.95
		5½ inch	6.60
		6 inch	6.90
Celluloid Handle Knives, Med.—No. 3744			$13.45
		No. 3749	12.65
Celluloid Handle Knives, Dessert—No. 3744			10.50
		No. 3749	8.95
			Set
Knives and Forks, Medium—No. 3718			$10.85
Knives and Forks, Dessert—No. 3718			8.45

	8 in. blade Pair	9 in. blade Pair
Carvers, in pairs—No. 3744	$4.45	$4.95
No. 3749	4.40	6.20
No. 3750	4.35	4.95
No. 3722	3.20	3.65

	Pair
Game Carvers, in pairs—No. 3744	$4.45
No. 3749	4.40

	Dozen
Steels—No. 3744	$14.40
No. 3749	14.40
No. 3750	15.35
No. 3722	13.70

Cotton Goods Made Further Advances

Toronto.

COTTON GOODS.—Further advances have been made in quotations locally on cotton rope, sash cord, clothes lines, awning cord, seine twine and candlewick during the week. The markets to the South on cotton show some weakness during the past few days but manufacturers here intimate that prices named below do not represent to-day's market even yet. The present quotations mark new high levels for all items listed.

	Per lb.
Cotton Rope—⅛ inch	$0.77
5/32 inch	.75½
3/16 inch	.72½
¼ inch	.71½
Sash Cord—No. 6	$0.72
No. 7	.71
No. 8-12	.70
	Per doz.
Clothes Lines—40 ft.	....-$3.05
48 ft.	$3.65- 3.84
60 ft.	....- 4.80
72 ft.	5.45- 5.76
100 ft.	....- 7.60
Awning Cord, White—No. 3½	$2.05
No. 4	3.25
No. 4½	4.45
Awning Cord, Drab No. 3½	2.45
No. 4	3.65
No. 4½	4.90
	Per lb.
Seine Twine—No. 12-15	$0.86
No. 18-72	.85
Candlewick Packing	.80

CORRECTION ON SCOOP PRICES

In naming prices on scoops in last week's issue as provided for by the new lists and discounts issued by manufacturers last week, the net on Black Cat scoops was figured out on the basis of 1st grade instead of 4th grade. The lists and discounts throughout were correct and only net prices shown in panel incorrect. The net prices on Black Cat scoops as provided for by the new list and discounts are as follows: No. 2, $16.00; No. 4, $16.50; No. 6, $17.00; No. 8, $17.50; No. 10, $18.00 per dozen.

Lawn Rakes Higher; Babbitt Metals

Toronto.

WIRE LAWN RAKES, BABBITT METALS.—An advance in quotations applying on wire lawn rakes has been made during the week, 20 teeth now being quoted at $9.00 per dozen and 24 teeth at $9.75 per dozen.

Two lines of babbitt metals to undergo revision are given below. The strength of the tin market and scarcity of supplies generally may affect prices to an even greater extent at a little later period. Quotations on Harris Heavy Pressure Babbitt are being made at 35c per pound and on Magnolia at 37c per pound.

Jute Rope Up 2c; Packings Also Higher

Toronto.

JUTE ROPE, PACKINGS.—The base price on jute rope has recorded an advance during the week of 2c per pound, ⅝ in. diam. and larger now being quoted at 18c per pound, while bell rope ¼ and 5-16 in. diam. now goes to 19½c per pound. Prices on Italian rope have been withdrawn altogether and will only be given on application.

The upward tendency of packings is revealed in new quotations ranging from 1c to 4c higher per pound than formerly ruling. Fine jute yarn, tarred or untarred, is now 14c against old price of 12c per pound; coarse jute sewer, tarred or untarred, is up 1c at new price of 12c per pound; the other lines following are each 4c higher than previous quotations, hemp now selling at 34c; Italian No. 1 at 44c; Italian No. 2 at 36c; square braided at 38c per pound.

"The Doughty Scot—Over the Top".
—From *MacLean's Magazine*

Oakum Registers Decline; Waste Very Firm

Toronto.

WASTE, OAKUM.—The position of oakum has eased considerably during the week and indications are that the manufacturing end is in a much better position with respect to taking care of new business. The heavy rush of orders which has kept manufacturers and distributors busy during the past week shows signs of letting up somewhat and manufacturers are now accepting orders with an immediate shipping date. Quotations now being made are: American best, $21.00; clipper, spun, $21.00; clipper unspun, $19.50; plumbers', $8.00 per 100 pounds. English oakum is practically off the market owing to difficulty in procuring and there is no U. S. Navy being handled. Waste is in a very firm position at the present time and forecasts made last week in HARDWARE AND METAL as to a probable advance seem nearer fulfilment. In some quarters it was intimated that another week would see new prices at higher levels issued. The new prices will range from 1c to 1¾c per pound above present figures, which will be found in current market quotations.

Refined Oils Very Firm; Free Movement

Toronto.

OILS, GASOLINE.—The increase in crude supply prices has been an added factor in firming the position of refined oils, and whereas an advance in coal oil and gasoline occurred a couple of weeks ago, further advances may be found necessary. Business continues at a high point of activity, gasoline consumption showing a marked increase. The demand for coal oil remains good. Prices for the week are unchanged, Royalite and Palacine coal oil selling at 18c and 21c per gallon respectively and gasoline at 33c per gallon.

Good Demand For All Lines Stoves

Toronto.

STOVES, ENAMELWARE.—Business in stoves and ranges which has been somewhat quiet during the past couple of weeks shows increased activity, and great interest in summer trade is being manifested. Fall business is not yet being solicited. Summer lines of stoves, including coal oil, gasoline, gas and electric, are moving out in large quantities and indications are that a big sale will result as the season advances. Enamelware and tinware move out in

very good volume and prices have remained firm.

Wire Nails Firm; Very Good Sale

Toronto.

NAILS, WIRE.—The demand existing for nails would indicate that there must be considerable building going on and orders have been moving out in very good quantities. Prices are firmly maintained on the basis of $5.20 per 100 pounds for wire, while cut are unchanged at $5.65 per 100 pounds. There is not a very heavy movement of wire as yet although fencing wires show a somewhat increased activity. Smooth steel wire remains steady at a base price of $6.25 100 pounds.

Iron And Steel Steady; Good Demand Continues

Toronto.

IRON AND STEEL.—Prices on all lines of iron and steel remain firm at figures shown below. The volume of business being handled continues at a very good figure and reports as to the number and size of orders going forward are proving satisfactory. No scarcity has been admitted although stocks are by no means heavy.

TORONTO—		Per 100 lbs.
Common bar iron	....	$ 5 25
Common bar steel	....	5 50
Refined iron	....	5 65
Angle base	....	5 75
Horseshoe iron	....	5 50
Tire steel	....	5 70
Mild steel	....	5 50
Norway iron	11 00	13 00
Toe caulk steel	....	6 25
Sleigh shoe steel	....	5 50
Band steel, No. 10	....	5 75
Do., No. 12	....	6 00
Spring steel	9 50	11 50
Mining drill steel	19 00	30 00
Sheet cast steel	0 42	0 45
Tool steel	0 20	0 42

Corrugated Sheets Firm; Eavetrough Steady

Toronto.

CORRUGATED SHEETS, EAVETROUGH.—Greater interest is manifest edin corrugated sheets during the week, indicating some revival in building operations. The demand is by no means heavy but manufacturers state orders are being received in larger number. The same conditions may be said to apply to eavetrough and conductor pipe which would indicate that the opening up of real spring weather has proved beneficial to these lines. Prices on corrugated sheets are unchanged as shown below and eavetrough and conductor pipe have been firmly held at figures shown in current market quotations.

TORONTO—	Per 100 Sq. Feet Galvanized	Painted
No. 28 gauge	$ 8 25-$ 8 75	$6 75-$7 25
No. 26 gauge	9 00- 9 50	7 75- 8 25
No. 24 gauge	13 00-	10 50
No. 22 gauge	16 00-	13 25
No. 20 gauge	19 00-	16 50
No. 18 gauge	23 00-	20 00

Discount 7½%.

Black Sheets Register Decline Of 25c

Toronto.

SHEETS, PLATES.—A decline of 25c per 100 pounds in black sheets has been recorded in some quarters, this serving to narrow the range somewhat. Increased receipts are reported and stocks generally are now in fair shape. Galvanized sheets remain unchanged for the week. A good demand exists and orders are going forward in very fair quantities. Stocks are equal to present demands. Prices now ruling on both black and galvanized sheets are as follows:

BLACK SHEETS—		Per 100 lbs.
10 gauge	....	$9 50
12 gauge	$7 55	9 60
14 gauge	7 45	8 15
16 gauge	7 50	8 25
18-20 gauge	7 30	7 80
22-24 gauge	7(35	7 85
26 gauge	7 40	7 90
28 gauge	7 50	8 00
3/16-inch plate	....	9 10
¼-inch boiler plate	....	9 00

GALVANIZED SHEETS—			
10¾ oz.	$9 00	$9 25	$10 50
U.S. 28	8 70	8 95	10 20
U.S. 26	8 40	8 65	9 90
22 and 24	8 25	8 50	9 75
18 and 20	8 10	8 35	9 60
16	7 95	8 20	9 45
14	7 85	8 10	9 35

Wrot. Iron Pipe Moving Freely; Boiler Tubes

Toronto.

WROUGHT IRON PIPE, BOILER TUBES.—The movement of wrought iron pipe is reported good in some quarters. Manufacturers state they are experiencing great difficulty in getting through sufficient supplies of raw materials to maintain operations at a high enough point to take care of the demand. Stocks at present are in fair condition though by no means heavy. Prices remain firm at figures shown in current market quotations. Boiler tubes are in an uninteresting position at present. Stocks are practically exhausted and little demand exists. The time when further supplies may be expected is not far off. Quotations are as follows:

Boiler Tubes—	Cold Drawn	Lapweld
1 inch	$36 00	$ ....
1¼ inch	40 00	....
1½ inch	43 00	36 00
1¾ inch	43 00	36 00
2 inch	50 00	36 00
2¼ inch	53 00	38 50
2½ inch	55 00	42 00
3 inch	64 00	50 00
3¼ inch	....	58 00
3½ inch	77 00	60 00
4 inch	90 00	75 00

Solder Holds Firm; Movement Good

Toronto.

LEAD AND ZINC PRODUCTS.—The position of solder remains extremely firm and a marked scarcity of tin is developing in some quarters which may mean the closing down of some plants unless further supplies are available. Other sources indicate that tin stocks are still very fair and anticipate no immediate cessation of manufacturing activities. Manufactured lead products show little movement as yet, and whereas the lead market at primary points is somewhat easier no change in the manufactured article has been made.

Lead pipe, lb.	0 14	....
Lead waste pipe, lb.	0 15	....
Lead traps and bends	Net list	
Lead wool, lb.		0 16
Lead sheets, 3 to 3½ lbs. sq. ft., lb.		0 13¼
Lead sheets, 4 to 8 lbs. sq. ft.		0 12½

Cut sheets, ¾c lb. extra, and cut sheets to size, 1c lb. extra.

Solder, guaranteed, lb.	0 51	0 55
Solder, strictly, lb.	0 46¾	0 52
Solder, commercial, lb.	0 42	0 50
Solder, wiping, lb.	0 41	0 45¼
Solder, wire, lb.	0 50½	....
Zinc sheets, per lb.	0 26	....

Old Materials In Unsettled State

Toronto.

OLD MATERIALS.—The position of old materials generally is one of uncertainty, and little action in either buying or selling is being taken by dealers. The atttitude is more one of sitting back to await developments rather than going ahead on a basis which may prove absolutely futile. The future cannot be determined and conjectures are not even hazarded. Scrap metals, however, seem to show some activity and advances have been made in some lines. Car wheel scrap at $30.00 is $5.00 higher, and No. 1 machine scrap at $30.00 is also $5.00 up over previous quotations. There is an indication on the part of dealers in scrap metals to buy and business is reported fairly brisk.

Tea lead	$ 0 04½	....
Heavy lead pipe	0 07	0 07½
Yellow brass	0 12	0 13
Red brass	....	0 21
Light brass	....	0 09½
Heavy zinc	0 05½	0 06
Heavy copper	0 21½	0 22
Stove plate, per ton	17 00	18 00
Old cast iron, per ton	25 00	26 00
Overshoes, trimmed Arctics	....	0 06¼
Auto tires	0 04½	....
Bicycle tires	0 03½	....
	Per gross ton.	
No. 1 railroad wrought	26 00	27 00
No. 2 railroad wrought	15 00	16 00
Pipes and flues	....	12 00
No. 1 busheling	16 00	17 00
No. 2 busheling	....	12 00
Country mixed scrap	....	16 00

Cordage Business Light; Prices Steady

Toronto.

TWINE, CORDAGE.—Cordage business generally is still at a comparatively low level, little movement being apparent in either twine or rope. The basis of pure Manila rope remains unchanged at 39c per pound, British Manila 33c per pound; sisal, 27½c per pound; binder twine at 23½c per pound, 500 ft basis, remains unchanged. Some orders are being shipped out.

Cement, Plaster Of Paris, Roofing Hold Firm

Toronto.

CEMENT, PLASTER OF PARIS, ROOFING.—The outlook in regard to cement is little different from that prevailing last week. Some orders are being shipped, but the volume of business has not yet assumed large proportions. Supplies of plaster of Paris have reached the city and orders which have been held up awaiting arrival of shipments are being completed. Prices have remained firm and unchanged. Roofing business is increasing, orders coming to hand providing for a fair movement of this commodity. Present quotations are being held firmly.

Spelter Very Weak; Lead Lower; Tin Scarce

Toronto.

INGOT METALS.—Weakness marks the position of spelter during the week

and further declines have been registered. Lead is also in easier tone. Production which was greatly accelerated to take care of war demands is now more than equal to the lessened demand existing, which explains the present weakness in both of the above metals. Tin remains scarce locally and there is no indication that were permits available for shipments from Great Britain that supplies would meet requirements.

COPPER.—The effort, backed by strong interests in United States, that is now being made to increase copper prices after June 1 is being watched by the Canadian trade, although local dealers are inclined to think that the present government price will stand. The price locally remains at 30c-31c per pound.

TIN.—No improvement has been noted in the tin situation whatever. Stocks are reaching a very low level locally and reports from England indicate supplies there are light. Cable advices state that another advance of £5 has been made in prices in the Old Country but efforts are being made by large dealers here to keep prices down. Nominal quotations range from 95c to $1.00 per pound on the local market.

SPELTER.—A decidedly weak tone is noticeable in respect to spelter. A further decline of ½c has been made, prices now ranging from 8¾c to 9c per pound. Supplies are available in practically any quantity desired.

LEAD.—The market is somewhat easier again during the week, prices now being named at 8¾c to 9¼c per pound. The demand has shown a falling off from the large war business that has been handled, although advices from the States are to the effect that exports to England are in somewhat better volume.

ANTIMONY.—Dullness continues to mark the situation in respect to this metal. Little trading is being done and prices have held unchanged, showing a range of from 16c to 18c per pound.

ALUMINUM. — Government orders continue to absorb practically all surplus offerings of this metal for airplane construction, and commercial transactions are within a pretty narrow scope. The range of prices locally is wide, 50c to 60c per pound being asked.

PIG IRON.—The scarcity of pig iron in Canada has not been relieved to the extent it had been hoped would prevail, nor is there anything in sight that would lead to the belief that better things are likely to come to pass in the immediate future. It is said the trade is turning to scrap in larger quantities, and as a result there is a brisk trade in this line of metals. Foundry iron remains unchanged at $49.50 per ton.

LONDON MARKETS

LONDON, April 18.—Cotton goods are again to the fore this week with revisions in a wide range of lines, sash cord, cotton rope, seine twine, clothes lines, awning cord and candle wick all being advanced in price. Fibre wash tubs and wood wash tubs are higher, and bamboo fish poles are also at new levels. Electric fans and carpet beaters have also followed the upward trend. Business in London and surrounding district continues good. Garden tools and supplies are having a good sale. Auto accessories, bicycles, coaster wagons, roller skates, fishing tackle, etc., are in good demand. Collections continue good.

Fibre And Wood Wash Tubs Advance

London.

FIBRE, WOOD WASH TUBS.—New prices have been named on fibre and wood wash tubs at considerably higher levels than those formerly ruling. All lines of woodenware are under difficulties as regards supplies and production, and manufacturing costs have increased so rapidly that it is intimated new prices are more than justified. Quotations now being made are:

Fibre Wash Tubs—No. 0, $20.70; No 1, $17.25; No. 2, $14.75; No. 3, $12.75 per dozen.

Wood Wash Tubs—No. 0, $19.80; No. 1, $17.60; No. 2, $15.40; No. 3, $13.20 per dozen.

Lines Of Cotton Goods Go Higher

London.

COTTON GOODS.—Further advances have been recorded in manufactured cotton products, following a period of activity in the cotton market at primary points, which has kept gradually advancing prices. New high levels have been established, and a record decline recorded during the past few days; but the decline has been largely overcome, so the tenor of the market may be gauged to some extent. Lines to be affected are: sash cord, cotton rope, candle wick, seine twine, clothes lines, awning cord and bag twine. Prices now established follow:

Sash Cord—No. 6, 72c lb.; No. 7, 71c; Nos. 8 to 12, 70c.

Cotton Rope — 3-16 in., 69c lb.; ¼ in. and larger, 68c.

Candlewick—69c lb.

Seine Twine—18 and larger in 1 lbs., 81c lb., 18 and larger in ¼ lbs., 82c; 15 and smaller in 1 lbs., 82c; 15 and smaller in ¼ lbs., 83c.

Cotton Bag Twine—78c lb.

Twisted Cotton Clothes Lines—30 ft., $2.50 doz.; 48 ft., $3.65; 60 ft., $4.60.

Braided Cotton Clothes Lines—50 ft., $4.25 doz.

Braided Awning Cord—No. 3, $1.85 doz.; No. 3½, $2.10; No. 4, $3.30; No. 4½, $4.50.

Carpet Beaters Higher; Sweepers Moving Freely

London.

CARPET BEATERS, SWEEPERS.—New prices have been named on carpet beaters, which represent advances over former quotations. Quotations now being made are: For No. 1, single loop, 80c dozen; No. 143, double loop, $1.35 dozen.

An active demand is manifest for carpet sweepers and vacuum sweepers during the past few days. Prices remain unchanged as follows:—Carpet sweepers—Grand Rapids, japanned, $32; N.P., $36; Universal, japanned, $30; N.P., $34; Princess, N.P., $37; Parlor Queen, N.P., $42 per dozen.

Vacuum Sweepers—Household, $67; Grand Rapids, $81; Superba, $96 per doz.

Fish Poles Higher; Electric Fans Up

London.

FISH POLES, ELECTRIC FANS.—Higher prices have again been named on bamboo fish poles, the difficulty in securing supplies from Japan, along with an increase in freight rates, being offered as reasons. Present quotations for 12-ft. are $1.15 dozen; 14-ft., $1.30 dozen; 16-ft., $1.65 dozen.

Electric fans have registered an advance in price, the Polar Cub, model C x 6-inch, now being quoted at $6.25 each, and in lots of 12, $5.95 each. Business in these is showing some improvement, and is expected to reach a splendid volume during the next few months.

Nails, Screen Wire, Netting Firm; Fair Movement

London.

NAILS, SCREEN WIRE, NETTING.—The demand for wire nails shows some improvement, indicating increased activity in respect to building, which will be greatly welcomed. Prices have remained firm and unchanged; wire at $5.20 base and cut at $5.70 base per 100 pounds.

Orders for screen wire cloth are going forward in very good numbers, and prices show no variation from new levels recently established, viz.:—Painted black, 100-ft. rolls, $3.50 per 100 sq. ft.; 50-ft., $3.55; bronze, 14c sq. ft.

Poultry netting orders are being prepared for shipment, and will be moving forward freely in another week or two. Canadian hexagon remains at 15 per cent. discount.

Rope Is Firm; Lawn Hose Steady

London.

ROPE, LAWN HOSE.—Little of interest marks the situation in rope during the week. Booked orders have been largely shipped out, and the demand now existing is rather limited. Prices are firm and unchanged for pure Manila, 39c base per pound; British Manila, 33c; New Zealand hemp, 33c; sisal, 27½c.

Some improvement is soon expected to become apparent in the movement of lawn hose, which at present is rather limited. Prices are steady as follows for the corrugated; ½ in., 15¾c; ⅝ in., 18¾c; ¾ in., 21½c; 1 in., 31½c per ft. Less 5 per cent. in full reels of 500 ft.

Oil Stoves Selling Freely; Hand Cultivators, Too

London.

OIL STOVES, HAND CULTIVA-

TORS.—Two items at least, the use of which has had governmental sanction, are going forward to the retail trade in good quantities, which indicates a good, prospective consuming demand. Oil stoves are enjoying a splendid sale and indications point to a big business during the next few months. Prices remain steady, the New Perfection being quoted at $12.75 each for the 2-burner, $16.50 for the 3-burner, $21 for the 4-burner.

That the garden plots are to be numerous would seem evident from the heavy demand for all gardening tools. Hand cultivators are moving out freely, prices remaining firm as follows:—Buco, 5-prg., $11.25; Pull Easy, $18; Pull Easy Junior, $7.20 per dozen.

Linseed Oil Unchanged; Turpentine Steady

LINSEED OIL, TURPENTINE.—Prices on linseed oil have been firmly held locally during the week. Supplies are limited and with little movement of seed reported, the tendency has been to maintain the present basis although the seed market itself shows some tendency to decline. Prices locally are as follows:

	Raw, per gal.	Boiled, per gal.
1 to 2 barrels	$2 00	$2 03
3 to 5 barrels	1 99	2 02
6 to 9 barrels	1 97	2 00

Less than barrels, add 10c gal.

Turpentine remains firm in primary markets and the same situation is reflected here, no change in quotations given herewith being apparent:

	Imp. gal.
1 barrel lots	67c.
2 to 4 barrel lots	66c
5 gal.	77c

White Lead, Putty, Glass Unchanged, Uninteresting

WHITE LEAD, PUTTY, GLASS.—There has been no marked change in the situations in respect to white lead in oil, putty or glass. Some slight improvement in demand is reported but not sufficient to make any appreciable difference as yet. Prices are unchanged as follows:

White Lead in Oil (no change)—Pure, $16.20 per 100 lbs in ton lots; $16.55 less. Pure Elephant, $16.70; less, $17.05.

Glass—Single diamond, 25%; double diamond, 25½; cut lights, 10%.

Putty—Standard, 25, 50, 100-lb. drums, $5.40 per 100 lbs. Pure, 25, 50, 100-lb. drums, $7.40.

WINNIPEG MARKETS

WINNIPEG, April 18.—Numerous changes are recorded this week on heavy goods and include advances in clay picks, mattocks, grub hoes, crow bars and horse shoes. Declines in bar iron, galvanized iron, mild steel and band steel are provided for in new quotations issued. Among the general lines to advance are shown window screen cloth, cotton rope, harvest tool handles, rope clips and thimbles, flue cleaners, sad irons, stove polish, carriage heaters and batteries, while a reduction has been registered in annealed and tinners' wire.

Business for the week has again been very heavy and shows signs of continuing for some time.

Annealed And Tinners' Wire Register Decline

Winnipeg.

ANNEALED TINNERS' WIRE.—Prices on annealed wire and tinners' wire show a slight reduction over former prices which have remained very firm for some time past. Prices now ruling are as follows:

Annealed wire—9 ga., $6.75; 10 ga., $6.80; 11 ga., $6.85; 12 ga., $6.95; 14 ga., $7.15; 15 ga., $7.25; 16 ga., $7.40 per 100 pounds.

Bright tinners' wire—0-9 ga., $6.95; 10 ga., $7.00; 11 ga., $7.05; 12 ga., $7.15; 13 ga., $7.25; 14 ga., $7.35; 15 ga., $7.45; 16 ga., $7.60 per 100 pounds.

Bale ties and galvanized wire show no change over former quotations.

Screen Wire Cloth Goes Higher

Winnipeg.

SCREEN WIRE CLOTH.—New price list just to hand covering window screen cloth shows an advance over last year's quotations of 50c per 100 sq. feet. The price now ruling is $3.50 per 100 sq. feet. The demand for screen cloth continues good while stocks in general are only fair as factory shipments are very uncertain.

Handled Axes Higher; Harvest Tool Handles Up

Winnipeg.

HANDLED AXES, HARVEST TOOL HANDLES.—Due to the embargoes on hickory billets and scarcity of labor all axe handles have shown heavy advances, causing manufacturers of axes to advance handled axes $2.00 per doz. for No. 1 handles and $1.50 per doz. for No. 2 handles. Prices for unhandled axes remain unchanged. Harvest tool handles are also affected by the scarcity of hickory and to-day's selling price F.O.B. Winnipeg is 20% off list. Net prices on a few of the regular lines are herewith quoted:

Hay fork handles—4 ft., $3.25; 4½ ft., $3.60; 5 ft., $4.15; 5½ ft., $4.65 dozen.

Manure fork handles—4 ft., $3.85 doz.

Manure fork handles—D Top, $6.55 doz.

Straw fork handles—4½ ft., $4.15; 5 ft., $4.70 dozen.

For strapped and capped add $2.50 dozen to above prices.

Picks, Mattocks, Grub Hoes, Crow Bars Advance

Winnipeg.

PICKS, MATTOCKS, GRUB HOES, CROW BARS.—New prices just issued by manufacturers show revisions on clay picks, grub hoes, mattocks and crow bars and represent a general advance of about 10 per cent. The following are to-day's ruling prices:

Clay and rock picks—5-6 lbs., $11.35; 6-7 lbs., $12.25; 7-8 lbs., $13.00 dozen.

Long cutter mattocks—5½ lbs., $12.60 dozen.

Grub hoes—3½ lbs., $9.90 dozen.

Crow bars, chisel point or wedge point —$10.25 per 100 pounds.

Horseshoes Up 10c; Iron And Steel Decline

Winnipeg.

HORSE SHOES, IRON AND STEEL.—Horse shoes have moved up in price, the advance, however, being very small, totalling only 10c per 100 lbs., making to-day's quotations read as follows:

Iron, No. 1, $7.35; No. 2 and larger, $7.10 per 100 lbs.

Snowshoes, No. 0-1, $2.60; No. 2 and larger, $7.25 per 100 lbs.

Steel, No. 0-1, $7.80; No. 2 and larger, $7.55 per 100 lbs.

Featherweight, $8.95 per 100 lbs.

After remaining firm for some time, bar iron, mild steel and band steel this week show declines and are quoted to-day at figures given herewith:

Bar iron, $5.25 base; mild steel, $5.75 base; band steel, $5.75 base, per 100 lbs.

Galvanized Sheets Decline Another 30c

Winnipeg.

GALVANIZED SHEETS—The market on galvanized sheets has taken a further drop of approximately 30c per 100 pounds though new prices just established are expected to hold firm for some time. To-day's market prices are given herewith:

10¾ oz., $10.90; 28 ga., $10.60; 26 ga., $10.30; 24 ga., $10.15; 22 ga., $10.15; 20 ga., $10.00; 18 ga., $10.00; 16 ga., $9.85 per 100 pounds.

Cotton Rope Up; Dry Batteries Go Higher

Winnipeg.

COTTON ROPE, DRY BATTERIES—As predicted in a recent issue of HARDWARE AND METAL a further advance on cotton products was to be expected. This is shown in new prices which have just become effective on cotton rope. To-day's quotations are:

3-16 in., 66c lb.; ¼ in. and over, 65c lb.

Owing to continued increases in the costs of chemicals, zinc and other products, new advanced prices have been found necessary covering North Star Batteries. To-day's prices are given below:

No. 6, barrel lots of 125—$33.75; boxes of 50—$34.75; lots 12 to 50—$37.75; less than 12—$40.00 per 100.

No. 8, barrel lots of 50—$87.50; boxes of 25—$89.50; lots 12 to 25—$92.50; less than 12—$100.00 per 100.

Clips, Thimbles Advance; Flue Cleaners, Too

Winnipeg.

CLIPS, THIMBLES, FLUE CLEANERS.—Higher manufacturing costs have

again forced up prices on wire rope clips and thimbles. New prices just issued show an increase of approximately 10 per cent., as follows:

Wire Rope Clips—¼ in., $8.00; ⅜ in., $10,00; ½ in., $14.00; ⅝ in., $17.00; ¾ in., $22.00; ⅞ in., $28.00; 1 in., $32.00 per 100.

Wire Rope Thimbles—¼ in., $10; ⅜ in., $12; ½ in., $15.00; ⅝ in., $18.00; ¾ in., $22.00; ⅞, in., $25.00; 1 in., $28.00 per 100.

Prices on Favorite and Elliptic flue cleaners have undergone revision due to increasing costs, and new prices now effective are quoted herewith:

Elliptic—1½ in., $1.35; 1¾ in., $1.35; 2 in., $1.35; 2¼ in., $1.70; 2½ in., $1.70; 3 in., $2.00 each.

Favorite—1½ in., $1.10; 1¾ in., $1.10; 2 in., $1.10; 2¼ in., $1.35; 2½ in., $1.35; 3 in., $1.60 each.

Carriage Heaters Advance; Decline In Coal

Winnipeg.

CARRIAGE HEATERS, COAL.—Advice has just been received from the manufacturers of Clark's carriage heaters and coal of a further advance on heaters and a reduction in the price of coal. The reduction on coal is made possible owing to the fact that they have discontinued the manufacture of ABC brand coal, thereby increasing the output of Clark's coal and at the same time lowering manufacturing costs. Bookings are now being accepted for fall shipment at the following prices:

Heaters—No. 3D, $2.45; No. 5B, $2.15; No. 7C, $2.45; No. 7D, $2.70 each.

Clark's coal—80c doz.

Potts' Sad Irons, Stove Polish Go Higher

Winnipeg.

SAD IRONS, STOVE POLISH—Prices on Mrs. Potts' sad irons continue on the upward trend, this being the third advance by manufacturers during the past few months. To-day's prices, however, are expected to hold firm for some time. Ruling prices to-day are as follows:

No. 55, polished, $1.95 set; No. 50, nickel-plated, $2.05 set.

Prices on Black Knight stove polish and Nonsuch stove polish which are established by the manufacturers show further increases in quotations just issued. Present prices are $1.20 doz. and $1.50 doz. respectively.

Linseed Oil Firm; Turps Unchanged

Winnipeg.

LINSEED OIL, TURPENTINE. — Linseed oil continues firm although flax seed has shown a slight decline in price. To-day's quotations read $2.00 gal. for raw and $2.03 gal. for boiled. The usual spring demand exists.

No change is recorded on turpentine which remains firm at the following prices: Barrels, 80c gal.; ½ barrels, 83c gal.; 5 gal. lots, 85c gal.; 1 gal. lots, 85c gal., plus the usual extras for containers.

PITTSBURG MARKETS

PITTSBURGH, Pa., April 18.—The American Iron and Steel Institute reports that twenty-nine steel companies, which in 1916 made 88.14 per cent. of the total output of steel ingots, produced 3,110,381 tons in March, against 2,273,741 tons in February and 2,203,845 tons in January. Allowing for production by companies not reporting, and taking account of the number of working days, it appears that during March the industry was producing steel ingots at the rate of about 42,000,000 tons a year, against rates of about 33,500,000 tons in February and 28,500,000 tons in January. The March rate corresponds with the average rate of 1917. Production in March was nevertheless at less than 90 per cent. of capacity, which is at least 47,000,000 tons, some estimates placing the capacity as high as 50,000,000 tons.

Production of finished rolled steel is about 75 per cent. of the ingot production, the difference being scrap produced in rolling, which goes into the openhearth furnace and is weighed again as ingots, and mill scale, which is charged to the blast furnace and comes out as pig iron.

Thus the output of finished rolled steel in March was about 2,600,000 gross tons. The shipments were materially larger, probably between 2,700,000 and 2,800,000 tons, as on account of better car supplies the mills were able to move a considerable part of the steel accumulated in yards and warehouses during January and February. If the mills operated at capacity, and it is a distinct possibility that eventually they will be able to do so, they would produce about 3,000,000 tons a month.

War and Commercial Requirements

The importance of these figures lies in the comparisons they make with war requirements, as stated in some cases specifically and in other cases only very loosely. As to shell steel, the minimum estimate for the second half of the year has been 2,500,000 tons for the United States and 500,000 tons for its Allies, the maximum estimates running a million tons more. The estimate for the United States includes, of course, the steel that will be produced here and shipped to Canadian shell factories to fill orders of the United States. Thus there is in prospect about 300,000 tons of shell steel a month. When the shipbuilding program reaches the stage of producing 500,000 tons deadweight a month, the March launchings having been somewhat less than half of this, about 250,000 tons of steel will be involved. If steel deliveries for the 100,000 freight cars it is now contemplated to let are delivered over a period of five or six months, it will represent 200,000 tons a month, this including plates, bars, rivets, axles and everything in the steel line involved.

The three items mentioned will probably involve 750,000 gross tons of rolled steel a month. There are many other items, but all will involve individually relatively small tonnages, and the total, whatever it may be, is to be viewed in the light of the fact that production in March was about 2,600,000 tons, while capacity is about 3,000,000 tons. It seems quite obvious that there will be a large tonnage of steel left for ordinary consumptive requirements, after all war requirements, direct and indirect, have been met. Nevertheless statements continue to be made that the war will absorb practically all the steel. Washington dispatches would indicate that this is the view of Government officials, but perhaps it is a case not of its being their opinion but of its being their policy thus to regard the matter, in the interest of safety, for it is much better to assume that the war will take all the steel, and then if there really is a surplus, let somebody have it. The effect upon the market, however, is to make consumers indisposed to formulate plans for the consumption of steel.

Plates and Shipbuilding

The reason that some of the shipyards have found themselves not fully supplied with plates, considering the tonnage that has been produced, is that some of the shipyards have not in the past made their requirements fully known, and plates have been improperly distributed. The War Industries Board understands this fully and has been taking steps to force the shipyards to specify precisely what they need, and not to overspecify. Some of the plate mills long ago recognized that the system of distribution of specifications was faulty, and that they were being left largely in the dark as to which sizes of plates were most urgently needed. Accordingly some of them have had men travelling about the shipyards taking stock in detail of plates on hand, so that shipments could be made to bring all stocks to the same level. Other plate mills did not do this. Furthermore, it is probable that some of the present difficulty arises from a misunderstanding between the mills and the yards, the mills feeling that close connection could and should be made between receipts of plates and consumption, whereas the yards claim they need large stocks of every size. However, unfortunate the condition may be, the mills are strenuously engaged in rectifying it, and are now working on the programme of stocking up every yard with a supply equal to 30 to 60 days' consumption of every size involved. This is to be accomplished within a few weeks. Meanwhile plates are scarcer, for other requirements, than they will be later.

Shell Steel for Canada

Various and conflicting statements are made as to the amount of shell steel that is to be shipped to Canadian shell factories having shell orders from the United States. In addition to whatever movement there is now, and was planned against shell steel orders placed some

(Continued on page 56.)

WEEKLY PAINT DEPARTMENT

Enlist the Women in "Paint Up" Idea

They Are the Ones Who Naturally Start the Clean-up Campaign Around Their Own Home—They Also Make First Move For Interior Painting—Their Good Offices Are Invaluable to Help Along Exterior Painting

THE women of the household are the easiest to approach and to enlist their sympathies in the annual spring clean-up and paint-up. They have lived in their homes more closely than have the men, for the men have been at busines during the day. But the women have been in their homes from morning till night, day in and day out. They get tired of seeing the same walls without any change whatever. They like to get the interior of their homes looking spick and span after the accumulations of the year or the winter months. Furthermore, it is as good as a mental bath to have the interior of their homes made clean and new looking in appearance. Every woman owes it to herself and to her family to see that her mental outlook is brightened by this touch of interior rejuvenation each spring. She will feel happier in mind and more contented in spirit when the interior of her home has been made bright with a fresh coat of paint. She deserves to have this from the head of the household if he would keep his wife happy in her outlook and cheerful in all her home activities. The happiness of the home depends largely on the mental attitude of those who dwell therein. That mental attitude is influenced in large measure by the surroundings which the housewife has to enjoy.

SHOULD ENCOURAGE WOMEN

The hardwareman who is looking after the best interests of his trade will not fail to encourage this interior decoration of homes. He should not be slow in making an energetic campaign for the interior paint-up, for perhaps he may have a finer understanding of the real benefits than even the dwellers in the homes themselves. The hardwareman who is convinced of the very tangible result to be obtained in any household through the keeping of the interiors bright and cheerful should consider himself a missionary to spread this propaganda. He will do a good work for his community in that greater contentment will thereby be brought into the homes. It will benefit him in no inconsiderable way in that his paint sales should be greatly increased.

The women of a household naturally turn to the spring cleaning idea so far as scrubbing interiors and cleaning windows. They usually see to it that the accumulated rubbish in the cellars is cleaned out. They are the first to make a move to have the back yard cleaned up. While they are in a mood for cleaning, the hardwareman can further the sale of his paints if he will but spend a little time in interesting the women in the interior painting and decoration of their homes.

THEN EXTERIOR PAINTING COMES

Once the interior of the home has been made more livable and likable through the cleaning and painting, it is but along the line of logical development to get the householder himself to see that the exterior of his home is provided with a coat of paint. The woman of the household will be a silent ally in this work from the standpoint of the looks of her home. But the men can be appealed to through the more practical argument of conservation and protection. But the arguments of the women in inducing their husbands to undertake this exterior painting cannot be over-estimated. When the hardwareman has had a chance to sell some cleaning materials and perhaps painting materials to the housewife for interior use in her household he has an opportunity to talk the advantages of exterior painting as well. This will undoubtedly get to the husband later and start a train of thought that may lead to action in the way of exterior painting. It usually costs more to paint the exterior of a home, and it is an expenditure that the householder usually concerns himself with. The women of a household can give valuable aid to the hardwaremen in getting the men folks interested. The opportunity should not be lost.

He'll do a good job with that Brush

The good effect of the paint you sell is often nullified by the poor brush with which the paint is laid. With Boeckh's Steel Grip Rubber Set Brushes the veriest amateur can do a good job.

Boeckh's Brushes **have selected bristles of unusual elasticity and resiliency** that are held firmly and can't come out; brushes are perfectly chiseled, and the paint goes on evenly, giving a good-wearing, satisfactory job.

You can make sure that the paint you sell is going to get full chance to make good by selling Boeckh's Brushes to your paint customers.

The Boeckh Bros. Company, Ltd.
TORONTO

"The Bristles can't come out"

He gets First-Class Results with Moore's House Colors

The pride your customer will take in a painting job on which he has used Moore's House Colors is one of the results which make these good paints so profitable to the Dealer. When he can get a real "First-Class" effect with Moore's it's certain he is not going to take a chance and switch to some other brand on his next painting job. He'll stick to "Moore's for good reasons, and he'll stick to you for Moore's."

Benjamin Moore & Co., Limited
West Toronto, Canada

WEEKLY PAINT MARKETS

MONTREAL

MONTREAL, April 18.—In a general way the paint markets hold without definite changes for the week. There is a very decided inclination to higher prices for mixed paint and white lead in oil is also ruling with a firm undertone. From several sources it seems evident that increasing costs to manufacturers may make a readjustment of prices necessary in the immediate future. There is some activity here and there indicating that outdoor painting operations are already under way. The oil markets still rule strong and deliveries of seed are about as they were reported last week. Putty is firm. The demand for insecticides is good and there will probably be a sufficient supply to meet the season's needs. A heavy demand for these is expected.

Oil Holds Firmly With Strong Undertone

Montreal.

LINSEED OIL.—With the situation as strong as a week ago oil holds its position firmly. Prices are somewhat changed in accordance with the seed quotations from day to day but the prices in a general sense are just as firm as ever. It is hoped that the opening of lake and rail routes in the course of ten days or so may serve to ease the shortage by permitting freer delivery of seed. As matters now stand there is not a great deal of improvement in receipts of flax.

Linseed Oil—	Raw, Imp. gal.	Boiled, Imp. gal.
1 to 4 barrels	$1.82-$1.86	$1.84½-$1.88½

Turpentine Easy On Recent Declines

Montreal.

TURPENTINE.—The situation is still an easy one and the interest shown in buying without much stimulating feature as yet. The weather conditions seem to have made a certain stir toward outdoor painting and this will mean that more turpentine will soon be asked for from the city and country trade. When this condition obtains it is just a question as to whether prices may not advance again somewhat. At this writing the outside markets are stronger and this is an immediate result of greater activity among buyers.

Turpentine—	Per Imp. gallon	
1 to 4 barerls	$0 57	$0 60
5 bbls. and over	0 55	0 56
Small quantities		

Very Good Sales Of Standard Putty

Montreal.

PUTTY.—The putty trade is very good, all things considered. Prices are maintained without change and these are firmly held. The usual spring activity will soon be evident and with it a fairly large call for putty comes. Standard putty in the various quantities and containers is selling at the prices following:

	Per 100 lbs.		
Standard Putty—	5 ton	1 ton	Less
Bulk, in barrels	$4.00	$4.15	$4.35
Do., ½ barrels	4.15	4.30	4.50
Do., 100 lb.	4.85	5.00	5.20
Do., 25 lb.	4.85	5.00	5.20
Do., 12½ lb.	5.10	5.25	5.45
3 and 5 lb. tins	6.85	7.00	7.20
1 and 2 lb. tins	7.35	7.50	7.70

Pure linseed oil putty, $2.00 per 100 lb. advance on above prices.

Glaziers' putty—$1.60 per 100 lb. advance on above prices.

Terms: 2%, 15 days, net 60.

Signs Of Activity In Outside Painting

Montreal.

MIXED PAINTS, ETC.—There is still some stir among the paint makers in dispatching spring orders. Some retailers have put off their buying until late dates and in addition to this there is a certain amount of demand for sorting stock. In a few cases even the express routes have been used to make speedy shipments, showing that the goods were to be used for immediate purposes. It is thought that this weather will have a stimulating effect on sales through the country. Prices are fully maintained and there is every indication that the market will see an advance at any time. Manufacturers' costs have so increased that the present margin is said to be inadequate to yield a fair profit on many lines.

White Lead In Oil Has Firm Undertone

Montreal.

WHITE LEAD IN OIL.—The market has held without change during the week. Maintained high prices for oil and container costs make the undertone a strong one and from some sources it was indicated that an advance would not be altogether surprising. Five-ton lots of standard are selling on the basis of $15.50 per cwt.; ton lots at $16, and less quantities $16.35 per 100 lbs. Trade is fairly well maintained.

TORONTO

TORONTO, April 18.—Declines in prices applying on linseed oil and turpentine have been made in some quarters during the week. With the scarcity prevailing on oil and the uncertainty of when further supplies will be available, other sources have maintained prices on basis ruling last week. The question of transportation enters into the situation in regard to turpentine largely and the matter of supplies must depend on the despatch with which orders from the south come forward. The demand for ready-mixed paint is in splendid volume, repeat business coming along nicely, which would indicate an aggressive selling campaign on the part of retailers. White lead in oil and putty have held firm with light demand being experienced.

Spread In Linseed Oil Widens; Down 4c

Toronto.

LINSEED OIL.—Declines of 4c per gallon have been registered in some quarters in the price of linseed oil. The seed market in Winnipeg for the week shows a decline of about 10c per gallon for flax, cash prices on No. 1 N.W.C. on Wednesday of last week being $3.89 per bushel and on Wednesday of present week $3.78⅞c. Receipts of seed are not yet reported heavy and generally speaking a scarcity of oil is still evident. What the future may be when lake transportation opens is not yet certain, but hopes are expressed that seed will come forward in greater quantities. Prices have been held firmly by some at last week's figures which means a wider range in quotations now being made.

	Raw, Imp.gal.	Boiled, Imp. gal.
1 to 2 bbls.	$1.84-$2.00	$1.86½-$2.03
3 to 5 bbls.	.....	.....
6 to 9 bbls.	.....	.....

Less than barrel lots 10c per gallon higher than single barrel price.

Turpentine Declines 3c; Receipts Light

Toronto.

TURPENTINE.—Prices have declined 3c gallon over low quotations of last week, which provides for a wider range in values, as in many sources last week's figures have been maintained. The primary market continues firm on about same basis established a few days ago but the matter of supplies as far as Canada is concerned is said to be re-

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A. RAMSAY & SON COMPANY

Makers of Paints and Varnishes since 1842

TORONTO MONTREAL VANCOUVER

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solving itself into a question of transportation. Buyers intimate they are unable to get any assurance whatever as to when orders may be delivered and where, as stocks at the present time are in very fair shape, the outlook for future supplies contains just an element of uncertainty. Quotations now range as follows:

	Imp. Gal.
1 barrel	$0.59-$0.67
2 to 4 barrels	0 58- 0 66
5 gallon lots	0 66- 0 77

Fair Movement In White Lead In Oil

Toronto.

WHITE LEAD IN OIL.—There is a fair movement apparent during the week and although by no means heavy, indicates some interest in this market. Supplies generally are more than ample to take care of demands. No change in prices has been made though quotations are being firmly maintained throughout. The market is very steady at quotations as follows: Pure, in ton lots, $16.20 per 100 pounds; smaller quantities, $16.55 per 100 pounds.

Mixed Paint Having Good Demand

Toronto.

MIXED PAINT.—Orders continue to come along in good numbers and the outlook for mixed paint business is very bright. Spring orders have all been shipped out and a splendid volume of repeat business is manifesting itself which is unusual at this time of year. The early break to fine weather has speeded up the demand and retailers are evidently taking advantage of opportunities to increase their trade. Manufacturers are greatly encouraged over the prospects and are bending every effort to keep sales moving along at a good figure.

Glass Stocks Lighter; Putty Of Little Interest

Toronto.

GLASS, PUTTY.—There is little movement of glass at the present time but every order means that stocks are that much lighter. Supplies are not coming through in sufficient quantities to warrant any too encouraging an outlook, but until a real shortage does prevail dealers are not looking down in the mouth. It has been known for some time that glass would be hard to get but everyone has worried through quite well so far and are hopeful for the future. Plate remains firm and unchanged. Putty is in light demand and there is very little of interest to report. Some slight improvement may be expected in demand in another two or three weeks' time but this is not the big season for sales. Prices have been firmly maintained during the week as follows: Standard bulk in casks is quoted at $4.55; 100 lb. drums at $5.30-$5.40; and bladders in bbls. $5.45-$5.65 per 100 pounds. Prices on pure putty range $2.00 per 100 pounds higher than above.

Shellacs Show Change; Hard To Get

Toronto.

SHELLACS.—The position to the south would indicate that all shellacs are scarce, the disposition now being to sell from sample goods to arrive. Supplies are coming by way of the Pacific just now which means delay in getting through promptly. The tendency in prices has been upward and quotations now range as follows: Gum shellac, T N, 74c-76c per pound; finest orange 79c-95c per pound; bone dry white, 82c-85c per pound.

PITTSBURG MARKET LETTER

(Continued from page 51.)

time ago, there is a fresh tonnage apparently, for it is stated an arrangement has been made whereby Canadian railroads withdraw enquiries for 285,000 tons of rails in the United States, these rails to be found in Canada, while the United States will make more shell steel for consumption in Canada.

The Markets

The markets continue extremely dull, as to pig iron, unfinished steel and finished steel. The greatly increased output of pig iron has not resulted in an easier situation, as the needs of consumers appear to have increased as rapidly as the production, and the output is going on old contracts. In unfinished steel there is more enquiry but no more offerings. One large steel interest has bought both ingots and billets in the open market and will buy more if offered. Finished steel shipments have been much heavier, but are readily absorbed. The Steel Corporation's unfilled obligations were 9,056,404 tons at the end of March, showing a decrease of 233,049 tons during the month. This decrease was equal to 18 per cent. of the capacity, and estimating shipments at 90 per cent. the bookings were about 72 per cent., or much more than in February and slightly more than in January. The bookings were chiefly of war material.

ALUMINUM, BRASS AND COPPER NOT INCLUDED IN EMBARGO

The War Trade Board authorizes the following:

Particular attention is directed to the fact that in accordance with the provisions of this Revised Export Conservation List individual export licenses will not be required on shipments to Canada and Newfoundland of the following commodities:

Aluminum and all articles containing aluminum.

Brass and all articles containing brass, excepting brass pipes, brass plates, brass sheets, brass tubes.

Copper and all articles containing copper excepting copper pipes, copper plates, copper sheets, copper tubes, copper sulphate, chemical compounds of copper.

Nickel and all articles containing nickel, excepting chemical compounds thereof and nickel alloys, articles manufactured of rubber.

CATALOGUES and BOOKLETS

Booklet for Bicycle Merchant

The United Cycle Trade Directorate, 377 Broadway, New York, has issued the first of a series of booklets for the use of the bicycle merchant entitled "The One Hundred Per Cent. Bicycle Merchant." This is the first of a series to deal with accounting, window display, advertising, special sales plans, racing, association. Copies of this booklet can be obtained from above association on request.

Catalogue of Automobile Supplies

Wood, Alexander & James, wholesale hardware dealers, Hamilton, have just issued their third annual catalogue on automobile supplies. The catalogue comprises eighty large-sized pages and shows a very complete line of accessories, including tires, accelerators, anti-rattlers, cut-outs, enamels, gaskets, goggles, greases, lamps, bumpers, jacks, mirrors, tire chains, and numerous other lines. The catalogue is well printed and illustrated. It is for distribution to the accessory trade.

Catalogue on Pipe Tools

The Greenfield Tap & Die Corporation, Greenfield, Mass., has issued a neat catalogue No. 38, showing the complete line of pipe tools made by the various divisions of the corporation. The catalogue is well illustrated and contains minute descriptions of various articles. The catalogue will be forwarded on request to the company.

Book on Advertising

"Making Advertising Pay," is the title of a new book published by Harold F. Eldridge, Columbia, S.C. The book is a compilation of methods and experience records drawn from many sources, with comment on the various phases of advertising by recognized authorities. Some of the headings under which the topic is treated are: "The Economic and Social Side of Advertising," "Advertising for the Wholesaler and Manufacturer," "How Successful Retailers Get Results from Advertising," "Analysis of the Psychological Task of Advertising."

Stock List on Brass Goods

The Tallman Brass & Metal Company, Hamilton, Ont., has issued a stock list for distribution to the trade of the various lines which they have ready for immediate shipment. The list is in neat booklet form, well illustrated and printed on calendered paper, with blue cover. The list of articles comprises brass and copper rod, Tobin bronze rod, phosphor bronze rod, brass and copper sheet, tubing, cast phosphor bronze, cored and solid bars. The booklet also contains a list of some of the other lines which they manufacture, such as machine screw parts, brass checks, pumps, electric fixtures, ferrules, plugs, solder wire, pig lead, etc.

U.S. IMPORTS NOT TO BE CUT OFF

"Late advices to THE FINANCIAL POST from Ottawa indicate that the recommendations of the War Trade Board for restricting imports from the United States into Canada will be held up indefinitely. There is strong opposition from certain members of the Cabinet, it is understood."

Above is a quotation from a brief article which appears on the first page of THE FINANCIAL POST of April 13th. Its importance to merchants and manufacturers in Canada makes this one of the outstanding articles in this week's issue. THE FINANCIAL POST has from the first followed closely every aspect of the exchange situation, and can be relied upon to give the first and most accurate news on this and other important matters affecting Canadian business.

LACK OF WHEAT MAY SHUT MILLS

In the same issue of THE FINANCIAL POST, on the front page also, appear two tremendously important articles. Under the heading "Lack of Wheat May Force Mills to Shut Down" the information is given that unless the Kansas crop can help out, Canadian mills may be idle for a considerable period this Summer for want of wheat. Side by side with this, however, appears the encouraging news that Canada is sowing three million acres of wheat more for 1918 than were sown for 1917 harvest. This is one of the articles contributed every week to THE FINANCIAL POST by the editor of "Farmers' Magazine." THE POST has the benefit of the specialized skill of the editors of twelve other business papers each with a distinct field of its own, in the MacLean Business Newspapers, and THE POST'S own editorial staff is expert and represented at strategic centres for securing all important business news.

BUSINESS NEWS OF THE WEEK

The following headings from this week's issue of THE POST indicate the scope of POST service, though not by any means representing the whole contents of THE POST—

Valuable London Utilities Wrecked.
Strong Protest Entered Against B.C. Legislation.
News of Securities—Markets Firm.
Government to Pay More for Fish.
New Shipbuilding Plant for Port Hope.
Great New Gun Works for States.
Big Decline in Exports to United States.
Bank Clearings Show Increase on "Short" Week.
Encouraging Farmers to Keep Books.
Price Fixing Will Not Attain Desired Ends.

To get the business benefit of the important articles in THE FINANCIAL POST each week just sign and send this coupon:

The MacLean Publishing Co.,
153 University Ave., Toronto.

Send me THE FINANCIAL POST each week till further ordered. I will send subscription price ($3.00 per year) on receipt of bill, or you may draw on me for this.

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H.M. 4C

KINDLY MENTION THIS PAPER WHEN WRITING TO ADVER-

A chance for four million car owners to save

A chance for thousands of dealers to profit

Fewer cars will be sent to the finishing shop this year and more refinished the ***"Berry Way"*** because it saves times and money.

Berry Brothers'
Auto Color Varnishes

are especially made for amateur use. With his garage for a workshop any man can produce a finish on his car that will satisfy his pride and his purse. The only expense is the merely nominal cost of the materials.

We furnish a handsome cut-out for counter display, and descriptive folders giving explicit instructions for the unskilled varnisher, also showing in colors how cars look when refinished, telling quantities of varnish required, etc. A real selling help.

Ready to Ship Assortments

We have all ready put up, well selected assortments of colors that we can ship promptly. Order one to-day and get in the field early. You will sell it quickly and want more. Write for further particulars anyway.

BERRY BROTHERS
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World's Largest Varnish Makers
Established 1858
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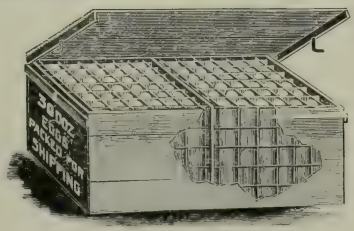


Manufacturers of

White pulp egg case fillers and extra flats in standard and extra large sizes for 12 and 30 dozen egg crates.

20-38 DOWD STREET, MONTREAL, CANADA

CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION

Dominion Metallics — B.B. Caps, 25% B.B. Caps, 20%; 22 short, black, 22 long black, 22 long, smokeless, 20%; 22 short lesmok or 22 long lesmok, 20%; 22 short, smokeless, 30%; 22 long rifle, black, 22 long rifle, smokeless, 7½%; other rim fire, 10%; center fire pistol, add 35% list; center fire sporting, add 60%; shot cartridges, same as ball; brass shot shell, 20%; primers, add 35% list; empty shot shells, 5%; blanks, add 25%; bullets, add 40%.

Terms: Net 90 days, or 2% discount for cash in 30 days.

"Dominion" Loaded Paper Shells "Crown" Black Powder, 10% on list; "Sovereign" Bulk Smokeless Powder, net list; "Regal" Dense Smokeless Powder, net list; "Imperial" Shells, both Bulk and Dense Smokeless Powder, net list; "Canuck" Smokeless, net list; Empty Shells, 5%; 90 days net.

F.O.B. Montreal, Toronto, London, Hamilton.

AMERICAN AMMUNITION

List Prices.

Subject to 10% advance on list.

B.B. caps, $3.50 per M.; B.B. caps, concave ball, $4.40; 22 short, $5; 22 long, $6; 22 long rifle, $7; 22 short smokeless, $5.35; 22 long smokeless, $7.50; 22 long rifle, smokeless, $8.75 per M.

Sporting Cartridges—Centre Fire Smokeless 303 Winchester, $72.25 per M.; 303 Savage, $72.25; 303 British, $95; 32 Winchester special, $72.25; 38-55 Winchester, $76; 401 Winchester self-loading, $76 per M.

Primers—Nos. 1, 1½ and 2½, $3.60; Nos. 1 and 2 (100 in box), $3.80; Nos. 1-W, 1½-W, 2½-W and 3-W. and 5, and 5½, 100, in box, $3.80; Berdan Nos. 1, 1½, 2 (250 in box), $3.60; Berdan Nos. 1, 1½, 2 (100 in box), $3.80; new No. 4, $5.50; U.M.C., 33, $5.50.

Shot, standard, 100 lbs., Toronto, $17.35-$19.75; Montreal, $18; net extras, as follows, subject to cash discount only: Chilled, $1.50; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

AUGER BITS

Standard List Prices per dozen.

3/16	$ 6.00	18/16	$12.00
4/16	5.00	19/16	14.00
5/16	5.00	20/16	14.00
6/16	5.00	21/16	16.00
7/16	5.00	22/16	16.00
8/16	5.00	23/16	18.00
9/16	6.00	24/16	18.00
10/16	6.00	25/16	21.00
11/16	7.00	26/16	21.00
12/16	7.00	27/16	24.00
13/16	8.25	28/16	24.00
14/16	8.25	29/16	27.00
15/16	9.50	30/16	27.00
16/16	9.50	31/16	30.00
17/16	12.00	32/16	30.00

Discounts from Standard List prices:

Beaver, 57½ to 60%; London, 60%.
Ford's Auger Bits, 35 to 27½%.
Gilmour Auger Bits, 47½%.
Gilmour Car Bits, 37½%.
Gilmour Eye Augers, 35%.
Gilmour Ship Augers, 12½%.
Rockford Auger Bits, 50 and 10%.
Irwin Auger Bits, 22½% off list in Catalogue No. 10, 1905.
London, 22½%.

F.O.B. Toronto, Montreal London and Hamilton.

AXES

	Single Bit	Double Bit
Single Bits, doz.	$14 00	$16 00
Double Bit	16 50	19 50
Boys' Axes	12 00	14 00
Hunters' Axes	11 00	12 00
Bench—No. 2, doz.	12 50	13 20
No. 3, doz.	13 50	14 20
No. 4, doz.	14 50	15 25
Sager	$15 00	$20 00
Dominion Pride	14 50	19 50
St. Clair handled	15 50	....
Sager Boys	12 50	....
Kitchener Boys	12 00	....
Sager Hunters	11 50	....
Kitchener Hunters'	11 00	....

F.O.B. Montreal, Toronto, Hamilton, London.

BABBITT

Prices on babbitt fluctuate with the metal markets and prices are quoted on application. Prices range from 14c to 95c a lb.

BELTING (Leather)

Discounts apply to Revised List of Feb. 14, 1907.

Extra Quality, 30, 5%.
Standard Quality, 40%.
Side Lace Leather, lb. . $1.40-$1.75
Cut Lace Leather, lb. . . 1.60- 1.95

F.O.B. Montreal, Toronto.

BELLS (Farm)

No. 1 x 40, lb.	$4 00
No. 2 x 50 lb.	5 00
No. 3 x 60 lb.	7 50
No. 4 x 100 lb.	10 00

F.O.B. Montreal, Toronto.

BOLTS AND NUTS

Discounts apply to list of Feb. 1, 1913.

Carriage Bolts ($1 list), ⅜ in. dia. and smaller, 10%.
Carriage Bolts ($1 list), 7-16 dia. and larger, net list.
Machine Bolts, ⅜ in. dia. and smaller, 10%.
Machine Bolts, 7-16 in. dia. and larger, net list.
Sleigh Shoe Bolts, all sizes, net list.
Coach and Lag Screws, 25%.
Skein Bolts, 20%.
Square Head Blank Bolts, net list.
Bolt Ends, net list.
Plow Bolts, net list.
Elevator Bolts, net list.
Fancy Head Bolts, net list.
Shaft Bolts ($3 list), net list.
Step Bolts, large head ($3 list), net list.
Whiffletree Bolts, net list.
Nuts, square, blank, add to list $1.50.
Nuts, square, tapped, add to list $1.75.
Nuts, hexagon, blank, add to list $1.75.
Nuts, hexagon, tapped, add to list $2.
Stove bolts, 55%.
Tire bolts, 35%.
Terms: 2% off 30 days from date of shipment.

F.O.B. Montreal, Toronto, Hamilton, London, Ont.

BORAX

Lump Crystal Borax, lb. . . . 14-14½
F.O.B. Montreal, London, Toronto.

BRASS Per lb.

Spring sheets, 24 gauge and heavier, base $0 43
Rods, base ½ to 1 in. round . . 38-40
Tubing, seamless base 45½-50
Tubing, iron pipe size, base ¾ in. and up to 3 in. 45½-50
Copper tubing, iron pipe size, base ¾ in. up to 3 in. 47½-53

F.O.B. Montreal and Toronto.

BOILERS (Range)

30-gal. extra heavy . . . . . . $14.50-$17
30-gal. Standard 14 00

F.O.B. Montreal and Toronto.

BOARDS (Wash)	Tin Plate	Zinc
Pony . . . Dozen	....	$2 00
Crown	....	4 05
Dandy	....	4 25
Improved Globe	3 15	4 35
Standard Globe	3 25	4.45
Original Globe	3 50	4 75
Newmarket King	....	4 75
Diamond King (glass)	....	5 50
Western King (enamel)	....	6 25
Wood, double faced		2 20

Subject to small discounts for quantities

F.O.B. Newmarket.

BUTTS Wrought Steel:—

No. 840	5%
No. 800	2½%
No. 838	5%
No. 808	5%
No. 804	15%
Nos. 802, 842, 844	5%
Nos. 810 and 814	net list
No. 830	2½%

F.O.B. Toronto, Montreal, London, Hamilton.

Spring Butts

Chicago Spring Hinges, List.
Triplex Spring Hinges, 20-10-5%.
Chicago Mortise Floor (5000), 33 1-3%.
Chicago Relax Floor (6000), 25-10-10-7½%.
Chicago Premier (4000), 16 2-3%.
Chicago Ajax (3000), 16 2-3%.
Chicago Fire Station, add 10% to list.
Lavatory Door Hinges, 20-5%.
Chicago Screen Door (2000), 40-7½%.
Chicago Screen Door (3000), 16 2-3 and 5%.
Non-Hold Back Screen Door, on application.

F.O.B. Chicago.

CANS

For discount on milk and cream cans, etc., see list under head of wares, etc.

CHAIN	B.B. Fire Welded Proof Coil Mont'l	Tor'to	B.B.B. Fire Welded Mont'l	Tor'to
3-16 in.	$21.50	$19.85	$.....	$.....
¼ in.	15.25	15.25	19.50	20.25
5-16 in.	13.25	13.65	.....	17.00
⅜ in.	12.10	12.75	14.75	16.50
7-16 in.	11.90	12.45	13.95	16.00
½ in.	11.65	12.15	13.75	15.75
9-16 in.	11.65	12.15	.....	15.75
⅝ in.	11.50	12.00	13.60	15.50
¾ in.	11.40	11.85	13.45	15.25
⅞ in.	11.25	11.65	13.35	15.25
1 in.	11.10	11.50	13.20	15.25

Electric Welded

	B.B.		B.B.B.	
3-16 in.	$15.90	$17.40	$.....	$.....
¼ in.	12.30	13.30	13.75	15.55
5-16 in.	11.05	11.75	12.00	14.00
⅜ in.	9.90	10.50	11.75	12.75
7-16 in.	9.70	10.50	11.75	12.75
½ in.	9.45	10.50	11.75	12.75
⅝ in.	9.35	10.50	11.75	12.75
¾ in.	9.20	10.50	11.75	12.75

Montreal and Toronto.

American Proof Coil Chain

	B.B.	B.B.B.
3-16 in.	$16.75	....
5-16 in.	12.00	$12.75
⅜ in.	11.00	11.90
7-16 in.	10.75	11.70
½ in.	10.50	11.60
⅝ in.	10.35	....

Electric Welded B.B.B.—Chain, ¼ in., $13.75; 5-16 in., $12 F.o.b. Toronto.

Cow ties, 12½-15%; trace chains, net list; dog chains, 25 to 32½%; halter chains, 25 to 32½%; tie-out chains, 50%; stall fixtures, net list; breast chains, 2½%. F.O.B. Montreal, Toronto, Hamilton, London.

CEMENT

Cement, per bbl., $2.70 in carlots; $3.25 bbl. in small lots.

Paris plaster, five-barrel lots, $3.25; single barrel, $3.25.

F.O.B. Toronto.

CHURNS

List price hand churns:—No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.

List prices power churns:—No. 0, $11; No. 1, $11; No. 2, $12; No. 3, $13; No. 4, $17; No. 5, $20.

Discount of 20% f.o.b. Toronto, Hamilton, Fergus, London, St. Marys.

Discount of 17½% f.o.b. Montreal, Ottawa, Kingston.

St. John, N.B., 20%.

CHOPPERS, FOOD

Universal (doz.)—	Montreal	Toronto
No. 0	$15 20	$15 20
1	18 80	18 80
2	23 95	24 00
3	30 35	30 35

Russwin—

No. 0	$17 70
No. 1	21 70
No. 2	24 95
No. 3	34 60

CLOTHES LINE (Galvanized)

No.	Per 1000 ft.
17—7-strand, 100 ft. lengths	$6 80
17—7-strand, 50 ft. lengths	7 00
18—6-strand, 100 ft. length	5 40
18—6-strand, 50 ft. lengths	5 45
19—6-strand, 100 ft. lengths	4 75
19—6-strand, 50 ft. lengths	5 00

F.O.B. Montreal, Toronto, London

COPPER	Montreal	Toronto
Casting ingot, see weekly report.		
Bars, ½ to 2 in.	$42 50	$43 00
Plain sheets, base 16 oz. and heavier	46 00	35-44
Copper sheet, tinned, 14x60 in., 14 oz.	48 00	....
Copper sheet, planished, base 16 oz. and heavier	57 00	36-45
Braziers' in. sheets, 6x4 base	45 00	44 00

Above prices are full sheets and bars. Cut sheets and bars are 5c per lb. higher.

COMBS

Curry combs, list, plus 25%.
F.O.B. Montreal, Toronto, Hamilton, London

CORD (SASH)

No. 6, lb.	72
No. 7, lb.	71
Nos. 8, 9, 10, 12	70

F.O.B. Montreal, Toronto, Hamilton, London

CANADA PLATES

Prices nominal.	Montreal	Toronto
Ordinary, 52 sheets	$11 75	$ 8 50

Galvanized

	Apollo	Crown	Gorbals
18x24x52	......	....	....
60	......	....	....

CHARCOAL, TIN PLATES

M.L.S. and Famous—	Per box
IC, 20x28 base	$28 00
IX, 20x28 base (nominal)	32 00
IXX, 20x28 base (nominal)	36 00
IXXX, 20x28 base (nominal)	40 00

F.O.B. Toronto

Raven and Murex Grades—

IC, 20x28 base, 112 sheets	$40 00
IX, 20x28 base, 112 sheets	39 00
IXX, 20x28 base, 56 sheets	20 00
IXXX, 20x28 base, 56 sheets	21 00

(Nominal) f.o.b. Montreal.

TERNE PLATES

I C, 20x28, 112 sheets 25 00

F.O.B. Montreal.

COKES, AMERICAN

Bessemer Steel—
20x28 IC, 112 sheet 30 00

F.O.B. Montreal.

"DOMINION CROWN BEST"—DOUBLE COATED TISSUE

	Nominal
IC, 14x20 base	$20 00
IX, 14x20 base	18 75
IXX, 14x20 base	19 50

F.O.B. Montreal.

CLOCKS

Big Ben	$2 92
Good Morning, each	1 15
Lookout	1 45-1 50

F.O.B. Montreal, Toronto, London. Hamilton.

CROWBARS, $8.50-$9.50 per 100 lbs.

DRILLS

Bit Stock Drills, 30 to 37½%.
Rd. Shk., 30 to 37½%.
Wood Drills, 37½%.

DOORS, SCREEN

Kasement, No. 1, $24.84 to $27.24 doz.; No. 2 and 3, $28.20 to $30.60 doz.

F.O.B. Toronto.

EMERY CLOTH

See under Sandpaper.

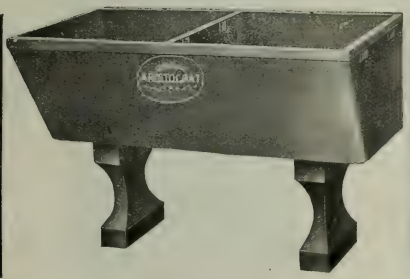
ENAMELWARE

See prices under heading Wares etc.

WE MANUFACTURE SHEET LEAD

Uniform in Quality
Uniform in Thickness

PIG LEAD, PIG TIN, INGOT COPPER, ZINC, ANTIMONY, ALUMINUM
THE CANADA METAL CO. LIMITED
TORONTO



SHEET LEAD, SOLDER
BLOCK LEAD
THE CANADA METAL CO. LIMITED
TORONTO

We Manufacture
THE "ARISTOCRAT"
Laundry Tub.

THE CANADA METAL CO., LTD., TORONTO

ATKINS

Sterling Quality Cross-Cut Saws

The Saw that brings a *higher price*—a *bigger profit*. Their Service makes them worth it.

Sterling quality steel backed by sixty years' experience has produced these popular Saws. Get quotations and resale prices immediately. *Ask for catalog "H.M."*

Made in Canada.

E. C. ATKINS & CO.

Makers of Sterling Saws

Factory—Hamilton, Ont. **Vancouver Branch—109 Powell St.**

If interested, tear out this page and keep with letters to be answered.

FILES AND RASPS

Discounts below apply to list of Nov. 1, 1899.

	%
Great Western, Amer.	50
Kearney & Foot, Arcade	50
J. Barton Smith, Eagle	50
P.H. and Imperial	50
Disston Brand	40
Globe	50
Nicholson	30
Black Diamond	37½
Delta Files	37½

F.O.B. Toronto, Montreal, London, and Hamilton.

FITTINGS

Malleable fittings, class A, 20% on list; class B and C, net list. Cast iron fittings, 25% off list. Malleable bushings, 25 and 7½%; cast bushings, 25%; unions, 40%; plugs, 20% off list. Net prices malleable fittings: Class B black, 24½c lb.; Class C black, 15¾c lb.; galvanized, Class B, 34c lb.; Class C, 24½c lb. F.o.b. Toronto.

GRILLS, ELECTRIC

Single heat, round $6 00
Three heat, round 7 15

F.o.b. Toronto.

GRINDSTONES Per 100 lbs.

Over 40 lbs. and 2 in. thick 1.80-2.25
Under 40 lbs. 1.90-2.35
Bi-Treadle, each 6.25

F.o.b. Toronto.

HALTERS (SNAP AND RING)

	Doz.
Russet rope shank, 1"	$11.25-$12.75
Russet rope shank, 1¼ in.	13 85
Black rope shank, 1 in.	18 75
Black rope shank, 1¼ in.	12.50- 13.85
Hand sewn, no shank, 1 in.	17.40
Hand sewn, no shank, 1¼ in.	20.20

Halters (Sisal).

7-16 in. gross, $24; 9-16 in., $36. F.o.b. Toronto. London—7-16 in., $2.10 doz.; ½ in., $2.65 doz.

HAMMERS, SLEDGE

Can., 5 lbs. and over, cwt...$17 50
Masons, 5 lbs. and over, per cwt. 20 00
Masons, 5 lbs. and under.... 22 50
Napping, up to 2 lbs. 25 00

F.o.b. Montreal, Toronto, Hamilton, London.

HANDLES (WOOD)

All hickory handles, 10%. All neckyokes, whiffletrees and doubletrees, 10%. All ash and maple handles, wood hay rakes, horse pokes, 20%.

F.o.b. St. Thomas, London, Strathroy, Toronto.

HANGERS, BARN AND PARLOR

	List
Atlas, No. 0	8 15-8 45
Atlas, No. 1	8 95-9 25
Atlas, No. 2	10 40-10 75
Stearns, 4 in.	7 40-7 65
Stearns, 5 in.	10 25-10 65
Perfect, No. 1	10 45
Perfect, No. 1½	13 20-13 80
Storm King and safety hangers, doz.	10 25-10 65
Steel track, 1¼ in.	9.00-12.00

F.o.b. Montreal, Toronto.

HEATERS, ELECTRIC

Majestic, 1 Burner 7 50
Majestic, 2 Burner 11 25

F.o.b. Toronto.

HINGES, TEE AND STRAP

Heavy, Net Prices.

	Strap	Tee
4-inch, dozen pairs	$2 34	$1 99
5-inch	2 59	2 50
6-inch	3 12	2 81
8-inch	4 22	3 21
10-inch	7 49	5 70
12-inch	9 28	9 05
14-inch	10 61	9 20

Light, List Prices.

3-in., doz. pairs...	$1 00	$1 00
4-in., doz. pairs...	1 20	1 10
5-in., doz. pairs...	1 40	1 30
6-in., doz. pairs...	1 70	1 50
8-in., doz. pairs...	2 50	1 80
10-in., doz. pairs...	3 50	2 40

Discount 20 and 2½% off list.

Screw Hook and Strap Hinge—
Under 12 in., per 100 lbs.... 8 00
Over 14 in., per 100 lbs..... 7 50
Extra hooks for above ⅝ in., per lb. 8
Extra hooks for above, ¾ in., per lb. 7¾

F.o.b. Toronto, London, Hamilton and Montreal.

HAY KNIVES

Spear Point $14 00
Lightning 12 50
Heath's 12 50

HOES, Grub $7.25

HOOKS, GRASS.

	Canadian	English Fox
No. 2, per doz.	$3 40	$5 50
No. 3, per doz.	3 50	6 40
No. 4, per doz.	3 60	7 40
Little Giant	5 25	....
Berden	5 25	....

F.o.b. Montreal, Toronto.

HORSESHOES Price per keg

Patterns	Sizes made	No. 2 and larger	No. 1 and smaller Less 20c
Light iron	0-7	$6 25	$6 50
Long heel light iron	3-7	6 25	....
Medium iron	1-8	6 25	6 50
Heavy iron	6-8	6 25	....
Snow	1-6	6.50	6 75
New light "XL" steel	1-6	6 70	6 95
Featherweight "XL" steel	0-4	8 10	....
Special countersunk	0-4	8 60	....
Toe weight (front only)	1-4	9 10	....

*All sizes.

Packing—Up to 3 sizes in one keg, 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra. F.o.b. Montreal and Belleville.

Terms—Cash in thirty days, less 2% discount.

TOE CAULKS

Nos. 0, 1, 2 and larger, sharp and blunt, $2.25 to $2.90 box.

HOSE, LAWN Toronto

Corrugated, ½ in., 100 ft...$15 75
Corrugated, ⅝ in., 100 ft.... 18 75
Corrugated, ¾ in., 100 ft... 21 50
Corrugated, 1 in., 100 ft.... 31 50

Less 5% for full reels, 500 ft.

F.o.b. Toronto and London.

HAT AND COAT HOOKS

Coppered wire, 3 in., 95c gross. F.o.b. Montreal, Toronto, Hamilton, London.

IRON AND STEEL.

See weekly report.

IRON, TINNED

Prices nominal. Subject to premium where stocks are obtainable.

72x30 up to 24 gauge, case lots ....
72x30, 26 gauge, case lots.. ....

Less than case, 50c per 100 lbs. extra. F.o.b. Montreal.

IRONS (SAD)

Mrs. Potts, No. 55, polished, per set 1.75-1.90
Mrs. Potts, No. 50, nickel-plated, set 1.85-2.00
Mrs. Potts, handles, japanned, doz. 1.30- 1.50
Sad irons, common, plain, 3, 4 and 5 lbs. 9 20
Sad irons, plain, 6 lbs. up.... 7 00
Sad irons, common, plated... 5 50
Princess Electric, each 3 35
Canadian Beauty Electric Irons—
Style A $3 75
Style B 4 12
Hotpoint Domestic Electric Iron, each 4 75
Gasoline Sad Irons, each.... 4 25

F.o.b. Montreal, Toronto, London, Hamilton.

LADDERS, ETC.

Step Ladders	Per ft.
Crescent	19c ft.
Household	15c ft.
Standard, 4-12 ft.	21c ft.
Electrician	30c ft.
Heavy duty	47c ft.
Extension	35c ft.

Common and Roped Extension.

	Per ft.
Up to 32 ft.	21c ft.
34 to 44 ft.	24c ft.

London—32 ft., 18c; 34-44 ft., 20c.

Fire Ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

Single and Fruit Picking.

10 ft. to 16 ft............. 17c ft.
18 ft. to 22 ft............. 18c ft.
Chair ladders, each 2 00

F.o.b. Toronto, Hamilton, London, Montreal.

LANTERNS Per doz.

Short Globe, doz. $12 50
Jap'd Dash, doz............ 15 00
Search Dash, doz. X-ray.15.75-16.10
Little Bobs ....$2.10-$4.20
Copper, well japd., doz.... 18.25

F.o.b. Toronto, Hamilton, London, Montreal.

LANTERN GLOBES Dozen

Cold blast, short ....95c-$1.10
Cold blast ....95c-$1.10

3 doz. cases, 85-90c doz.; 6 doz. cases, 85c dozen.

Cold blast, short ruby.... 4.00-4.20
Cold blast, common ruby. 4.00-4.20

Less 5c a doz. in 6 doz. lots.

F.o.b. Toronto, London, Hamilton and Montreal.

LATCHES

Steel Thumb, No. 2, per doz. 1 90
Steel Thumb, No. 3, per doz. 2 50
Steel Thumb, No. 4, per doz. 4 70
Barn Door, No. 5, per doz. 2 55
Barn Door, No. 9, doz........ 4 70

F.o.b. Montreal, Toronto, London.

LEAD

For pig lead and lead and zinc products see weekly report.

MACHINES (WASHING)

	List Each
Canadian	9 00
Dowswell	9 00
Noiseless	15 50
Hamilton	11 00
Snowball	15 00
Momentum	16 50
New Century, style A	16 50
New Century, style B	18 00
Playtime, engine drive	19 50
Ideal Power	28 00
Seafoam, electric	102 00
Seafoam, engine drive	44 00
New Idea, electric	134 00
Sunshine	8 50
Popular, No. 1	9 50
Economic	11 50
Champion	17 00
New Excell-All	18 00
Blue Bell, without stand	16 50
Puritan Water Motor Washer, complete	28 00
Hydro, One Tub, engine drive	45 50
Low pressure water motor washer, each	30 00
Connor ball-bearing, with rack	18 50
I X L	18 50
Gem	16 50
Winner, plain	13 50
Connor Improved	9 00
Jubilee	15 00
Canada First	19 00

Discount, 40%. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

MALLETS Per doz.

Tinsmiths, 2½ x 5½ in.$1.00-$1.75
Carpenters', No. 3 .... 5.80

F.o.b. Montreal, Toronto, Hamilton.

MATTOCKS

Cutter, doz.	$12 00	$12 50
Pick doz.	12 00	12 50

F.o.b. Montreal, Toronto, London, Hamilton.

MOPS

Mops, O-Cedar, doz. net.....$12 00
Sprustex, No. 2, doz....$8 00 8 40
S. W. Mops, complete, doz... 4 85
Mop Sticks, doz., No. 8....1 55-1 85
Cast Head Mops, doz....... 2 00
Crescent, doz. 3 10
Crank wringing, doz. 6 25

F.o.b. Montreal, Toronto, Hamilton, London.

MOWERS, LAWN

Adanac	50%
Woodyatt	40%
Empress	40%
Mayflower	40%
Star, Ontario, Daisy	40%

F.o.b. Toronto, Guelph, London, Hamilton.

NAILS

List adopted July 10, 1912.

Advances over base on common wire nails in kegs.

		2¾ inch	15c
1 inch	$1	3 inch	10c
1⅛ inch	1	3¼ inch	10c
1¼ inch	65c	3½ inch	10c
1½ inch	40c	4 inch	5c
1¾ inch	40c	4½ inch	5c
2 inch	30c	5 inch base.	
2¼ inch	30c	5½ inch base.	
2½ inch	15c	6 inch base.	

6½ to 12 inch-2 Ga. and heavier, 25c over base.

Standard Steel Wire Nails, f.o.b Toronto, London, Hamilton, Milton $5.20 base.

Freight equalized on above points

F.o.b. Montreal, Gananoque, Collingwood and Owen Sound, $5.25 base.

Freight equalized on above points.

Windsor, Walkerville, Sandwich. fo.b. factory points, carload freight allowed, $5.32½.

Sault Ste. Marie, Port Arthur Fort William, $4.95-$5.25 base. f.o.b. factory; no freight allowance.

Moulding, Flooring, Slating, Box. Fence, Barrel Nails, 25c per 100 lbs. over common nail price. Finishing Nails, 50c per 100 lbs. advance over common nail price. Clinch Nails and Sash Pins, 75c per 100 lbs. over common nail price.

Miscellaneous wire nails, 60% off miscellaneous list, f.o.b. Toronto. Montreal, Hamilton, London.

Cut Nails—Montreal, $5.70 base; Toronto, $5.65 base; London, $5.60; Hamilton, $5.65. No equalization of freights.

Roofing Nails — American, large head, keg, $8.50. London, $8.25.

F.o b. Montreal, Toronto, Hamilton. London.

NAILS (HORSE)

Size	C Brand Per box of 25 lbs.
No. 3	$19 50
No. 4	9 50
No. 4½	8 25
No. 5	4 50
No. 6	4 25
No. 7	4 00
No. 8	4 00

JAMIESON'S

Crown and Anchor Brand

PREPARED PAINTS

Ready for Use

Proving Their Selling Power

You have to show the buyers of your goods attractive values these days; War and high prices have taught the consumer many lessons in thrift.

The demand for JAMIESON'S PAINTS AND VARNISHES continues stronger than ever, proving that the consumer appreciates the GOOD VALUE found in these old and reliable products.

Quality and good value may attract a lot of paint business, but benefit the dealer only so far as bringing custom to his store. But with Jamieson's Paints and Varnishes the dealer is assured of good returns on every sale. When you write and get our dealer's proposition you'll be convinced that there is something unusually profitable handling this line.

If you are a JAMIESON dealer it will pay you to put our lines to the front, where they will be seen, then push them for the spring painting and varnishing. If you are not a dealer in our lines get in touch with us without delay.

In the Day of Thrift People Want Jamieson's Paints and Varnishes

R. C. JAMIESON & CO., Limited, Montreal, Canada

ESTABLISHED 1858

Owning and Operating P. D. DODS & CO., LIMITED

If interested, tear out this page and keep with letters to be answered.

No. 9	3 75
No. 11	3 75
No. 10	3 75
No. 12	3 75

Discount from above is 10% in small quantities and 10 and 5% in larger quantities.

F.o.b. Montreal, Toronto, Hamilton. London

"M.R.M." BRAND
Net Price List

No.	Lengths	of 25 lbs.
3	1⅝"	$19 00
4	1¾"	9 00
5	1 15-16"	4 00
6	2⅛"	3 75
7	2 5-16"	3 50
8	2½"	3 50
9	2 11-16"	3 25
10	2⅞"	3 25
11	3 1-16"	3 25
12	3¼"	3 25

F.o.b. London, Hamilton, Montreal, Toronto

NETTING, POULTRY

List prices per roll of 50 lineal yards. Adopted March, 1909.

2-inch mesh and 19 ga. wire.

12 inch	$1 80	48 inch	$ 6 20
18 inch	2 65	60 inch	7 70
24 inch	3 40	72 inch	9 20
30 inch	4 00	84 inch	10 50
36 inch	4 75	96 inch	12 00
42 inch	5 50		

1½ inch mesh and 19 ga. wire.

12 inch	$3 50	42 inch	$10 50
18 inch	5 00	48 inch	12 00
24 inch	6 30	60 inch	15 00
30 inch	7 75	72 inch	18 00
36 inch	9 90		

1 inch mesh and 20 ga. wire.

12 inch	$4 00	42 inch	$12 00
18 inch	5 50	48 inch	14 00
24 inch	7 00	60 inch	17 00
30 inch	8 50	72 inch	20 00

¾ inch mesh and 20 ga. wire.

24 inch	10 50	36 inch	$15 00
30 inch	12 75		

½ inch mesh and 22 ga. wire.

24 inch	$16 50	36 inch	$24 00
30 inch	20 10		

Discounts at present quoted apply only to 1 and 2 inch mesh netting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Canadian netting 15% off list.

Montreal, 15% off list.

American netting, 10% off list.

		Per rod
Invincible	1640	$ 0 75
	1848	0 85
	2060	0 95

Put up in 10, 20 and 30-rod rolls.
F.o.b. Montreal.

OAKUM

Best (American)		$21 00
U.S. Navy (unspun)		.....
Clipper (spun)		21 00
Clipper (unspun)		19 50
U.S. Navy, Eng., (unspun)		.....
U.S. Navy, Eng., (spun)		.....
Plumbers (spun)	$8 00	$10 50

F.o.b. Montreal, Toronto

OIL

	Montreal	Toronto
Royalite	0 19	0 18
Palacine	0 22	0 21
Gasoline, gal.	0 34	0 33
Black oil (Summer)	0 16	0 15
Black oil (Winter)	0 18	0 15½
Cylinder Green, med.	0 55	0 56
Capital cylinder	0 50½	0 49½
Machine oil, regular grades	25½-42	29½-30
Standard gas engine oil	38½	38½-37½
Paraffine	0 21	0 21
XXX machine	0 24½	0 28
Fuel oil, bbls.	0 14½	0 13½
Fuel oil, tank cars	0 13	0 12

OLD MATERIALS

See weekly report.

PACKING

	Per lb.
Fine jute	$0 14
Coarse jute	0 12
Hemp	0 34
Square braided hemp	0 38
No. 1 Italian	0 44
No. 2 Italian	0 36

F.o.b. Montreal and Toronto.

PAPER

	Per 400-ft. roll
Dry Fibre, No. 1 roll	1 10
Dry Fibre, No. 2 roll	0 59
Anchor Brand	1 10
Glazed sheeting	0 59
Tarred Fibre, No. 1 roll	1 25
Tarred Fibre, No. 2, roll	0 72
Surprise Fibre	0 66
Tarred felt, per cwt.	3.30-3.45

Asbestos sheeting (per 100 lbs.)	$12-$15
Carpet Felt, 16 oz., per 10 lbs.	$4 50 $5 50

F.o.b. Toronto, Hamilton, London, Montreal, freight equalized thereon.

PICKS—

Clay—

5 to 6 lbs., doz.	$10 75	$11 80
6 to 7 lbs., doz.	11 50	12 60
7 to 8 lbs., doz.	12 25	13 50

Rock—

7 to 8 lbs., doz.	12 25

F.o.b. Montreal and Toronto.

PINS, CLOTHES

	Per case
5 gross, 4-in. (loose)	80c-97c
4 gross (cartons), 4½ in.	85c-$1.00

F.o.b. Montreal and Toronto.

PIPE, STANDARD WROUGHT

Effective Feb. 26, 1918.

Per 100 feet

Standard Buttweld

	Black	Galvanized
⅛ in.	$ 6 00	$ 8 00
¼ in.	5 16	7 29
⅜ in.	5 16	7 29
½ in.	6 55	8 12
¾ in.	8 28	10 41
1 in.	12 24	15 39
1¼ in.	16 56	20 82
1½ in.	19 80	24 89
2 in.	26 64	33 49
2½ in.	42 72	53 53
3 in.	55 85	70 00
3½ in.	70 84	87 86
4 in.	83 93	104 10

Standard Lapweld.

	Black	Galvanized
2 in.	29 60	36 08
2½ in.	44 46	54 70
3 in.	58 14	71 53
3½ in.	72 68	90 62
4 in.	86 11	107 37
4½ in.	97 79	122 56
5 in.	114 00	142 82
6 in.	147 80	185 28
7 in.	192 80	241 57
8 L in.	202 50	253 75
8 in.	233 30	292 32
9 in.	279 50	350 18
10 L in.	259 20	324 80
10 in.	333 70	418 18

Terms 2% 30 days, approved credit.

Prices—Ontario, Quebec and Maritime Provinces. .. ....

While the foregoing prices on iron pipe are the nominal prices, it has been found in practice that prospective buyers should ask for quotations on sizes 2½ inches and larger on account of the shortage of these sizes and the extra difficulty of procuring supplies.

WROUGHT NIPPLES

4" and under, 40-45%.

4½" and larger, 40%.

4" and under, running thread 25%.

Standard couplings, 4" and under, 35%.

4½" and larger, 15%.

Terms 2% 30 days. Approved credit, Ontario, Quebec and Maritime Provinces.

PIPE (Conductor)

Plain	List
2 in., in 10-ft. lengths, list	$8 00
3 in., in 10-ft. lengths, list	9 70
4 in., in 10-ft. lengths, list	12 80
5 in., in 10-ft. lengths, list	17 50
6 in., in 10-ft. lengths, list	21 30

Discount 10%.

F.o.b. Toronto, Ottawa, Oshawa

PIPE, LEAD

See weekly report

PIPE (SOIL)

	Montreal %	Toronto %
Medium and extra heavy, 6" and under	35, 2½	35, 2½
8" soil pipe	30	30
Medium and extra heavy fittings, 6" and under	40, 2½	40, 2½

PIPE (STOVE)

See prices under Wares, etc.

PITCH

Pine, black, per bbl.	4 75
Navy pitch, per bbl.	6 50

F.o.b. Montreal, Toronto.

POLISH (O-Cedar)

4-oz. bottles, doz.	$ 3 00
12-oz. bottles, doz.	6 00
1-qt. can, doz.	15 00
½-gal. cans, doz.	24 00
1-gal. cans, doz.	36 00

Discount, 33 1-3 per cent.

Liquid Veneer—

4 oz., doz.	$2 00
12 oz., doz.	4 00
32 oz., doz.	8 40
64 oz., each	1 20
128 oz., each	2 10

F.o.b. Toronto, London.

PUMPS

Pumps, Well	....
Cistern Pumps	....
Set Lengths	....
Brass Lined Cylinders	....
Brass Body Cylinders	....

F.o.b. Montreal, Toronto, Hamilton, London.

RIVETS AND BURRS

Iron rivets, blacked and tinned, 25%; Iron Burrs, 25%.

Copper rivets, usual proportion of burrs, add 30%; burrs, add 50%.

Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¼-lb. pkgs., 2c lb. Coppered Rivets, net extras, 3c per lb.

F.o.b. Montreal, Toronto, London.

ROOFING

	Per square
Samson, 1-ply, roll	1 90
Samson, 2-ply, roll	2 50
Samson, 3-ply, roll	3 10
R. S. Special, 1-ply	1 25
R. S. Special, 2-ply	1 50
R. S. Special, 3-ply	1 75
Amazon, 1-ply	2 00
Amazon, 2-ply	2 50
Amazon, 3-ply	3 00
Everlastic, 1-ply	1 50
Everlastic, 2-ply	1 80
Everlastic, 3-ply	2 10
Good Luck, 1-ply	1 60
Good Luck, 2-ply	1 80
Good Luck, 3-ply	2 10
McCombe Sp., 1-ply	1 35
McCombe Sp., 2-ply	1 55
McCombe Sp., 3-ply	1 75
Black Cat, 1-ply	1 85
Black Cat, 2-ply	2 15
Black Cat, 3-ply	2 45
Liquid roofing cement, per gal. in barrels	0 27
5 and 10 gal. lots, per gal.	0 38
Coal Tar, bbl.	$5.75-$6.00

Roofing Pitch, $1.05 to $1.10 cwt.
F.o.b. Toronto, London, Montreal.

ROPE

	Lb.
Pure Manila basis	39
British Manila basis	33
New Zealand hemp basis	33
Sisal basis	27½

Above quotations are basis prices ⅝ and larger diameter. The following advances over basis are made for smaller sizes:—Smaller than ⅝ and down to 7/16 dia.—½c above basis; ⅜ dia., 1c above basis; ¼ and 5/16 dia. 1½c above basis; 3/16 dia., 2c above basis.

Single lath yarn basis	27½	
Double lath yarn	28	
Yacht marline, tarred	57	
Halyards	50	
Hemp, deep sea line basis	50	
Hemp, tarred ratline basis	43	
Hemp, tarred bolt rope basis	45	
Marline and Houseline	45	
Jute rope basis	18-19½	
Italian rope basis	On application	
Cotton, ⅛ in.	0 73	0 77
5-32 in.	0 72	0 75½
3-16 in.	0 69	0 72½
¼ in. and up	0 68	0 71½

F.o.b. Toronto, Montreal, Brantford, London, Hamilton.

SANDPAPER

B. & A. sandpaper, 15% to 20% on list.

B. & A. emery cloth, 5% to 20% on list.

B. & A. sandpaper in rolls, 33 1-3 per cent. on list. F.o.b. Toronto, Montreal.

SCALES

Champion—	Scale List	Stamping extra
4 lb.	$ 4 60	$0 20
10 lb.	6 00	0 30
240 lb.	10 00	0 50
600 lb.	25 00	1 00
1200 lb.	30 00	1 00
2000 lb.	39 00	1 00
2000 lb. Drop lever	46 00	1 00
10-lb. Household	5 00	0 10
25-lb. Household	6 00	0 30

Champion list prices subject to a discount of 10%; Household scales subject to 25% discount. No discount allowed on stamping charge. F.o.b. Toronto, Montreal, Hamilton.

SCYTHES

	Doz.
Cast Steel	$12 50
Golden Clipper	13 50
Little Giant	14 50
Little Giant, Genuine	15 00

F.o.b. Toronto, London.

SNATHS

Net list.

SCREWS

Discounts off Standard List adopted Aug. 1, 1903.

Wood, F. H., bright	72½
Wood, R. H., bright	67½
Wood, O. H., bright	67½
Wood, F. H., brass	37½
Wood, R. H., brass	32½
Wood, O. H., brass	32½
Wood, F. H., bronze	27½
Wood, R. H., bronze	25
Wood, O. H., bronze	25
Square cap	20
Hexagon cap	20

F.o.b. Toronto, Hamilton, London and Montreal.

Wooden Bench Screws

Dozen	$7 00

SHEETS, BLACK

See Montreal and Toronto report

SHEETS, CORRUGATED

See weekly report.

SHEETS, GALVANIZED

Premier Galvanized

	Per 100 lbs.
10¾ oz.	$9 25
U.S. 28	8 95
U.S. 26	8 65
22 and 24	8 50
18 and 20	8 35
16	8 20
14	8 10

F.o.b. Hamilton and Toronto.

Colborne Crown — 16-20 gauge. $12.55; 22-24 gauge, $12.75, 26-gauge, $13; 28 gauge, $13.25. Less 25c in cash lots. F.o.b. Montreal.

Apollo Brand	Montreal	Toronto
14 gauge	$12 05	$ 8 10
16 gauge	12 05	8 20
18-20 gauge	10 30	8 35
22-24 gauge	10 45	8 50
26 gauge	.....	8 65
28 gauge	.....	8 95
10¾ ozs.	11 05	9 25

Add 20c for less than ton lots

B.W. gauge	Queen's Head	Fleur-de-Lis	Gorbals "best-best"
16	$12 55	$12 55	$ 8 70
18-20	12 55	12 55	8 85
22-24	12 25	12 25	9 05
26	12 25	12 25	9 25
28	13 00	13 00	9 65
10¾ oz.	.....	.....	10 00

Less 25c in case lots.

F.o.b. Montreal.

SHINGLES

	Per sq
Standard galvanized	$10 25

Shipping weight, 90 lbs.

Standard painted	8 00

Shipping weight, 80 lbs.

Discount 7½%.

F.o.b. Toronto, Ottawa, Oshawa

SIDING METAL

Standard galvanized	$8 75
Standard painted	7 00

Discount 7½%.

F.o.b. Montreal, Toronto, Ottawa, Oshawa.

SOLDERING COPPERS

Base, 3-8 lbs., 64c lb. F.o.b. Toronto and Hamilton.

SOLDER, BAR

See Weekly Report.

STAPLES

See Wire Products.

STOVES

Oil Burning Cooking	Each
Perfection 2-burner	$12 75
Perfection 3-burner	$16 50
Perfection 4-burner	21 00
No. 22G oven for above stoves	5 00
McClary Glass Front Oven No. 70	4 25
Detroit Oven No. 85	4 50

F.o.b. Sarnia, London, Toronto. Ottawa

Oil Burning Heaters.	List
No. 525 (125), each	6 50
No. 530 (130), each	7 25
No. 630 (230), each	9 25

F.o.b. Toronto, Sarnia, London. Hamilton, Ottawa.

Discount 25% off list.

Lucas

Imperial French Greens in Oil and Dry Colors Now Made in Canada

McArthur, Irwin, Limited, of Montreal, has secured the Canadian Rights to make Lucas Dry Colors and to grind Imperial French Greens in oil on the Lucas formulae, and are now manufacturing under the same conditions as obtain at the Lucas factories at Gibbsboro and Chicago.

The McArthur, Irwin, Limited, Dry Color Plant (formerly the Allan Munro Plant), has been entirely remodeled according to the Lucas plan, and the latest and most improved equipment has been added, making it the most modern Color Plant in the country.

The manufacturing is carried out in this plant in the most natural way, involving the least handling of products, freedom from contamination, together with every modern device for the safety and well being of the workmen.

The production is in charge of practical color chemist, who was with the Lucas Company for years. He is thoroughly familiar with the Lucas process of manufacture, which means the Lucas standard of high quality will be maintained.

A most important feature of the plant is the completely fitted laboratory devoted to the chemical control of the raw materials entering into the production of the colors, and the analytical work in connection with the matching and duplication of colors.

For over 60 years Lucas has been making Colors which have become world renowned for their brilliancy and purity of tone. This extensive experience, combined with McArthur, Irwin, Limited's, 75 years as manufacturers of paint in Canada, and such excellent facilities assure the users of paint, in Canada, the best that the market affords.

Established 1842

McARTHUR, IRWIN, LIMITED

MONTREAL

Lucas Imperial French Greens in oil and Lucas Dry Colors are sold by all paint and hardware jobbers.

If interested, tear out this page and keep with letters to be answered.

SPADES, SHOVELS AND SCOOPS

	1st Grade	2nd Grade	4th Grade
Plain Back Shovels and Spades....	50%	50%	50%
Draining Tools	50%	50%	....
Hollow Back Scoops	50%	....	50%
Sand Shovels	50%	....	50%
Hollow Back Shovels	50%	....	50%
Hollow Back Coal Shovels	50%	....	50%
Riveted Back Scoops	50%	50%	50%
Miners' Spring Point Shovels	50%	....	....

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List; Black List prices being as follows:

BLACK LIST PRICES

Plain Back Shovels and Spades..	$29.00	$28.00	$25.00
Draining Tools, No. 2, black	29.00	27.50	....
Hollow Back Scoops, No. 2, black.	34.50	....	32.00
Coal Shovels, Hollow Back, No. 2, black	32.00	....	30.00
Sand Shovels, No. 2, black	27.50	....	24.00
Hollow Back Shovels, No. 2, black	27.50	....	24.00
Riveted Back Scoops, No. 2 black	37.50	35.50	34.00
Miners' Spring Point Shovel, No. 2, black	36.50	....	....

NET EXTRAS—

For each size larger than No. 2, add 25c dozen net.
Full polished ....$1.00 per dozen net
Half polished .... 50c per dozen net

F.o.b. London, Hamilton, Toronto, Gananoque, Ottawa, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon.

SWEEPERS, CARPET .. Bissell's
American Queen, nic'd trim, ball bearing ....Doz. $39 00
Club, nic'd trim., "Cyco" bearing 82 00
Champion, nic'd trim 30 00
Champion, Jap'd trim 27 00
Elite, nic'd trim., B.B....... 41 00
Grand Rapids, nic'd trim., B. B. 36 00
Grand Rapids, Jap'd trim., B. B. 32 00
Parlor Queen, nic'd trim., B. B. 42 00
Princess, nic'd trim., B.B.... 37 00
Standard, nic'd trim 32 00
Standard, Jap'd trim 29 00
Universal, nic'd trim, "Cyco" bear 34 00
Universal, Jap'd trim., "Cyco" bear 30 00
F.o.b. Toronto, Hamilton, London,

SWEEPERS (VACUUM)
Grand Rapids, nic'd trim.... 81 00
Household, Jap'd trim...... 67 00
Superba, nic'd trim......... 96 00

SWEEPERS (ELECTRIC)
Steel frame 33 75
Aluminum frame 41 25
Attachments, set 7 50
F.o.b Toronto, Hamilton, London.

TACKS Discount
Wire Tacks ....60 and 10%
Revised Hardware Tack List adopted Jan. 1, 1916 ....60 and 15%
Double pointed tacks....60 10%
Shoe findings list adopted July 5, 1917—Net list.
List of Capped Goods adopted Jan. 1, 1916..60 and 15%
F.o.b. Toronto, Hamilton, Montreal, London.

TINNERS' TRIMMINGS
See prices under head of Wires.

TOASTERS, ELECTRIC
Upright, with rack $4 00

TOOLS, HARVEST
Waverly, Wellandvale, Rixford, Maple Leaf, Bedford, 25% discount.
Samson, 20% discount.
F.o.b. Montreal, Toronto, Hamilton, London.

TROUGH (EAVE)
O. G. Square bead and half round.

Size in girth		Per 100 ft.	
8 in.....	$ 6 90	15 in.....	$12 50
10 in.....	7 70	18 in.....	16 00
12 in.....	9 10		

Discount 10%.
F.o.b. Toronto, Oshawa, Ottawa

TRAPS (GAME) Doz. with chain
Victor, No. 1 .... 2 20
Jump, No. 1 .... 2 95
Hawley & Norton, No. 1.... 3 45
Newhouse, No. 1........... 4 70
F.o.b. Toronto, London, Hamilton, Montreal.

TWINE (BINDER) Per lb.
500 ft. $0 23½
550 ft. 0 25¼
600 ft. 0 26½
650 ft. 0 28
In 5-ton lots ¼c discount from above; 10 tons and upwards, ¼c discount. Freight paid on 300 lbs. and over to nearest station.
F.o.b. Montreal, Toronto, Brantford, Hamilton, London

TWINE (COTTON)
3-ply wrapping, lb...........69-72
4-ply, wrapping, lb...........73-76
F.o.b. Toronto, Hamilton, London.

WOOD TUBS
No. 0, per dozen $18 15
No. 1, per dozen 15 70
No. 2, per dozen 13 20
No. 3, per dozen 11 55
F.o.b. Newmarket

VALVES %
Ground work 50
Compression work, standard.. 52
High grade 45
Cushion work 46
Fuller work, standard 50
High grade 43
Basin cocks, No. 0 standard.. 46
High grade 46
Bath cocks 53
Flatway stop and waste cocks, standard 53
High grade 50
Roundway Stop and Waste Cocks, standard 53
High grade 50
Brass Steam Cocks, standard.. net
Radiator valves, standard.... 15
High grade 7½
Globe, angle and check valves, standard 10
Do., high grade 7½
Patent quick opening valves.. 35
F.o.b. Toronto

WARES, ETC.
Scotch Grey Ware, 50, 5%.
Colonial, 33 1-3%.
Imperial Ware, 33 1-3%.
Pearl, 33 1-3%.
Premier, 10%.
Canada Ware, 10%.
Diamond, 10%.
White Ware, 50%.
Japanned Ware, list plus 20%.
Japanned Ware, White, list, plus 30%.
Plain and Jap Sprinklers, list plus 20%.
Stamped Ware, plain, 50%.
Stamped Ware, retinned, 45%.
Copper Bottoms, list, plus 10%.
Tinners' Trimmings, plain, 50%.
Tinners' Trimmings, retinned, 45%.
Tinners' Trimmings, general, list plus 10%.
Factory Milk Cans, list plus 30%.
Milk Can Trimmings, list, plus 60%.
Cream Cans, list ,plus 25%.
Railroad Cans, list, plus 20%.
Pieced Tinware, C.B., list, plus 50%.
Sheet Iron Ware, list, plus 10%.
Pieced Ware, ordinary, list, plus 30%.
Fry Pans, 40 and 10%.
Spiders, steel, 25%; cast iron, 17½%.
Fire Shovels, list, plus 10%.
Steel Sinks, painted, list, plus 10%.
Steel Sinks, galvanized, list, plus 15%.
Light Galv. Pails and Tubs, list plus 20%.
Heavy Galv. Pails and Tubs, list, plus 10%.
Garbage Pails, list, plus 10%.
Jap. Coal Hods, list, plus 25%.
Galv. Coal Hods, list, plus 40%.
Paper Lined Boards, 40 and 5%.
Wood Lined Boards, 30 and 10%.
Stove and other Pipes, list, plus 60%.
Stove Pipe Thimbles, 50, 10%.
Copper Boilers, list, plus 10%.
Copper Tea Kettles, list, plus 10%.
Copper Tea Kettles, 3 doz. lots, list, plus 10%, less 10%.
Copper Tea and Coffee Pots, list, plus 10%.
Copper Tea and Coffee Pots, in 3 doz. lots, list, plus 10%, less 10%.
F.o.b. Montreal, Toronto, London, Hamilton.

WASHERS, IRON
Full box, 10% on list. Net prices per 100 lbs.: ¼ in., $21.80; 5-16 in., $18.50; ⅜ in., $16.30; 7-16 in., $13.55; ½ in., $13; 9-16 in., $12.15; ⅝ in., $11.70; 11-16 in., $11; 13-16 in., $11.70; 15-16, $11.70; 17-16 in., $11.70; 50 lbs. of one size, $2 per 100 lbs. less.
F.o.b. Montreal, Toronto, London

WEIGHTS, SASH

	Tor'to	Lond'n	Mont'l
Sectional, 1 lb. per 100 lbs...	$4 50	$4 25	$4 75
Section, ½ in. per 100 lbs...	4 50	4 50	4 75
Solid, 3 to 30 lbs. per cwt.	3 00	3 50	3 40

WHEELBARROWS
Navvy, steel wheel, doz..37.50-51.50
Garden steel wheel, doz.51.00-75.00
Light garden, doz. 37.00-54.00
F.o.b. Montreal, Toronto, London.

WIRE PRODUCTS
F.o.b. Toronto, London, Hamilton, Montreal

Cut Hay Baling Wire
Per 100 lbs.
No. 9 .... $6 60
No. 10 .... 6 65
No. 11 .... 6 70
No. 12 .... 6 85
No. 13 .... 6 95
No. 13½ 6 95
No. 14 .... 7 10
No. 15 .... 7 35

Stovepipe Wire
No. 18 .... 8 25
No. 19 .... 8 75

Hay Wire in Coils
No. 13 .... 6 80
No. 14 .... 6 90
No. 15 .... 7 05
No. 16 .... 7 20

Smooth Steel Wire.
Nos. 0-9 gauge, base 6 25
Extras over base sizes on smaller gauges are as follows:
No. 10, 6c extra; No. 11, 12c; No. 12, 30c; No. 13, 30c; No. 14, 40c; No. 15, 55c; No. 16, 70c extra.
Extra net per 100 lbs.—Oiled wire, 10c; spring wire, $2.50; bright, soft drawn, 15c; charcoal (extra quality), $1.25; packed in casks or cases, 15c; bagging and paperings, 10c; 50 and 100-lb. coils, in 25-lb. coils, 15c; in 5 and 10-lb. coils, 25c; in 1-lb. coils, 50c; in ½-lb. coils, 75c; in ¼-lb. coils, $1.

Fine Steel Wire
List Price on Fine Steel Wire

No. 17......	$5 00	No. 26....	$ 9 50
No. 18......	5 50	No. 27....	10 00
No. 19......	6 00	No. 28....	11 00
No. 20......	6 65	No. 29....	12 00
No. 21......	7 00	No. 30....	13 00
No. 22......	7 30	No. 31....	14 00
No. 23......	7 65	No. 32....	15 00
No. 24......	8 00	No. 33....	16 00
No. 25......	9 00	No. 34....	17 00

For prices of fine steel wire add 45% to above list.

Extra net
List of extras in 100-lb. lots, net.
Tinned wire, Nos. 17-25 .... $3 00
Nos. 26-31 .... 5 00
Nos. 32-34 .... 7 00
Coppered 0 75
Oiling 0 10
In 25-lb. bundles 0 15
In 5 and 10-lb. bundles.... 0 25
In 1-lb. hanks 0 25
In ½-lb. hanks 0 28
In ¼-lb. hanks 0 50
Packed in casks or cases.... 0 15
Bagging or papering......... 0 16

Oiled and Annealed Wire
No. 10 .... $6 45
No. 11 .... 6 47
No. 12 .... 6 55

Wire Bale Ties
No. 12 .... $ 75
No. 13 .... 6 85
No. 13½ 6 90
No. 14 .... 7 00
No. 15 .... 7 20
No. 16 .... 7 45

Fence Wire. Toronto
Barb ....$6.25-$6.50
No. 9 pl. galv........... 5.35- 5.90
No. 12 pl. galv.......... 5.50- 6.00
No. 13 pl. galv.......... 6.00- 6.15
No. 9 coil sp............ 5.50- 5.90
No. 12 coil sp........... 5.80- 6.20
Quotations are at times made on wire at lower figures than the general market by jobbers having large stocks to dispose of.

Fence Staples
Fence staples, bright $5 50
Fence staples, galvanized.$6.25-6.50
In 25-lb. boxes add 25c extra

Poultry Netting Staples
Poultry netting staples, galvanized, list $12 00
Less discount of 12½%.
Bright poultry netting staples $1.10 less than galvanized after discount has been made.

Copper and Brass Wire
Copper wire list, plus.........10%
Brass wire, 3 to 24 gauge, add 40%
25 to 36 gauge, add 25%

Wire Cloth
Black Fly Screen Cloth, per 100 sq. ft. in 100-ft. rolls...$3 50
In 50-ft. rolls 3 55
Galvanized, per 100 sq. ft. in 100 ft. rolls 4 75 5 50
Bronze, sq. ft. 0 14
F.o.b. Toronto, Hamilton, London.

Wire Goods
Discounts apply to list adopted Nov. 20, 1916.
Bright Screw Eyes Suits, A.B.C.M. 82½%
Bright Iron Gate Hooks and eyes 82½%
Bright square cornered screw hooks, and stove pipe eyes 82½%
Brass, screw eyes suits, A.B.C. 70%
Brass Screw Hooks 70%
Brass Gate Hooks and eyes 70%
F.o.b. Toronto, Montreal, London, Hamilton.

WRINGERS
Royal Can., 11 in., doz. list $84 72
Eze, 11 in., per doz. 91 80
Trojan, 12 inch 185 00
Favorite 511E 105 80
Unexcelled, 1041E 129 60
Easy Work 90 50
Challenge, 3111E 94 30
Gem, 141E 91 80
Sunlight, 111E 82 80
Ottawa, 341E 103 30
Empire, 11 in. 93 80
Superior, 11 in. 84 80
Majestic, 11 in. 88 00
Perfect, 11 in. 97 50
Bicycle, 11 in. 103 30
Daisy, No. 2 .... 114 72
Daisy, No. 1 .... 105 84
Maple Leaf No. 2 .... 103 20
Maple Leaf No. 1 .... 94 32
Sun 78 90
Rapid 82 80
Universal 63 00
Eureka, 10 in. 65 00
Eureka, 11 in. 71 00
Eclipse 97 70
Discount off above list. 40%.
Freight equalized on shipments of ¼ doz. and upwards on Montreal Toronto, Kingston, Hamilton, London, St. Mary's.
For zinc products and zinc sheets See weekly report.

WRENCHES

Trimo—	Doz. net		Doz. net
8 in....	$14 00	18 in....	$31 20
10 in....	15 60	24 in....	45 25
14 in....	21 85		

Coes—	Doz. net		Doz. net
6 in....	$13 00	15 in....	$31 20
8 in....	15 60	18 in....	41 60
10 in....	18 20	21 in....	50 70
12 in....	23 40		

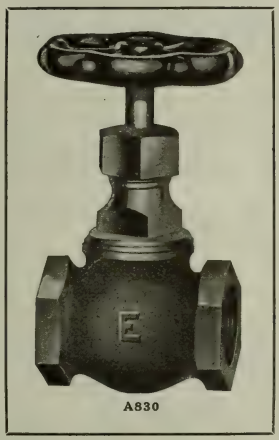
Stillson—	Each	Dozen Net	
6 in.	$1 10	$12 00	$12 50
8 in.	1 25	13 50	14 00
10 in.	1 40	15 00	15 60
14 in.	1 95	21 00	21 85
18 in.	2 75	30 00	31 20
24 in.	3 95	43 50	45 25
36 in.	....	81 00	84 25
48 in.	....	....	124 80

EMPIRE MFG. CO., LIMITED

LONDON - - TORONTO

Brass Valves, Bibbs, Basin Cocks, Steam Stops, Plumbing material for country homes.

Water Closets,

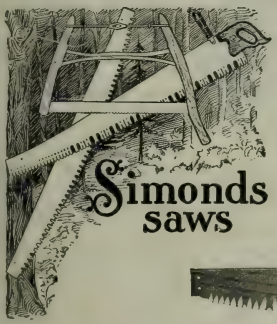


A830

Bath Tubs, Wash Basins, Soil Pipe and Fittings, Iron Pipe, Iron Fittings.

Full Stock carried in London and Toronto.

SEND FOR OUR CATALOGUE ON RURAL PLUMBING.



The best way to build a big business is to sell goods that satisfy. In the Saw line you know there is nothing which gives the user such complete satisfaction as Simonds Crescent Ground Cross-Cut Saws and Simonds Hand Saws. They will help to keep your business big or build it big. Write for catalog and terms.

No. 22. Full Width Cross-Cut Saw, Lance Tooth.

No. 315. Hollow Back Cross-Cut Saw.

Simonds Canada Saw Co.,
Limited

St. Remi St. and Acorn Ave., Montreal, Que.
Vancouver, B.C. St. John, N.B.

No. 10½. Sway Back Hand Saw.

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE

Colors and white—2½-lb. packages, $8 for 100 lbs.; 5-lb. packages, $7.80 for 100 lbs. F.o.b. Montreal, Toronto, London.

BEESWAX Per lb.
Small quantities $0 45
Larger quantities 0 40
F.o.b. Toronto.

BLUE STONE Montreal Toronto
Per lb. 13-14 14-16

BRONZING LIQUID
Bronzing liquid, No. 1.$1.50-$2.00
Banana oil, gal. 3.50- 7.00
F.o.b. Montreal, Toronto.

BRUSHES
Weighted, 15 lbs., each..$1.35 $2.00
Weighted, 20 lbs., each.. 1.60- 2.25
Acme, 15 lbs., each...... 1.75
Acme, 20 lbs., each...... 2.00
Acme, 25 lbs., each...... 2.35
F.o.b. Toronto.

COATING
Cement Coating $3 00 $3 75
F.o.b. Montreal, Toronto.

COLORS (DRY) Per lb.
Raw Umber, No. 1, 100-lb. kegs 0 07
Do., pure, 100-lb. kegs.... 0 15
Burnt Umber, No. 1, 100-lb. kegs 0 07
Do., pure, 100-lb. kegs.... 0 15
Raw Sienna, No. 1, 100-lb. kegs 0 07
Do., pure, 100-lb. kegs.... 0 15
Burnt Sienna, No. 1, 100-lb. kegs 0 07
Do., pure, 100-lb. kegs.... 0 15
Imp. green, 100 lb. kegs.... 0 28
Chrome green, pure 0 85
Chrome yellow 17-31
Brunswick green, 100 lb. k.. 0 12
Indian red, 100-lb. kegs.... 0 15
Indian red, No. 1, 100 lb. k.. 0 06
Venetian red, best bright... 0 04
Venetian red, No. 1 .... 0 02½
Drop black, pure dry....... 0 15
Golden ochre, 100 lb. kegs.. 0 06½
White ochre, 100 lb. kegs.. 0 04
White ochre, barrels 0 03
Yellow ochre, barrels 2½-3¼
Spruce ochre, 100-lb. kegs.. 4c-6c
Canadian red oxide, bbls..:.2 -2¼
Super magnetic red...... 2¼-2½c
Vermilion 0 40
English vermilion 2 50
F.o.b. Montreal, Toronto.

COLORS IN OIL, PURE
1 lb. tins—
Venetian red 0 15
Indian red 20-26
Chrome yellow, pure 45
Golden ochre, pure 22
French spruce ochre, pure.... 16-18
Chrome green, pure 18-26
French permanent green, pure 28
Signwriters' black, pure 25
Lampblack 0 24
Marine black, 5 lb. irons.... 0 17
F.o.b. Montreal, Toronto.

ENAMELS (White) Gal.
Duralite 6 15
Albagloss 6 05

GLUE Per lb.
Brantford All Round Glue—
Case No. 7—50-lb. pkgs......$28 00
Case No. 8—100 ½-lb. pkgs.. 31 00
Case No. 9—200 ¼-lb. pkgs.. 38 00
Discount.
French medal (prices withdrawn)
English common sheet....... 32-34
English prima 35-38
White pigsfoot 0 50
Cake bone, 112-lb. bags...... 0 35
Hide, 112-lb. bags 0 45
Gelatine, 112-lb. bags........ 45-60
Ground glues, 112-lb. bags, No. 1 28-30
Ground glue, No. 2, 112-lb. bags 22-24
Do., No. 2, less than bags.. 24

GLASS

Per 100 ft.	Single Thick	Double Thick
Under 25	$16 80	$22 90
26 to 34	17 60	24 85
35 to 40	18 35	26 40
41 to 50	23 50	30 00
51 to 60	24 60	30 80
61 to 70	26 50	32 70
71 to 80	29 70	35 40
81 to 85	....	45 45
86 to 90	....	48 85
91 to 94	....	49 80
95 to 100	....	58 55
101 to 105	....	65 35
106 to 110	....	73 10

F.o.b. Montreal. Discount 25% on box glass.
Discount from pane list 10%.

Ontario Prices.	B.S.	B.D.
Up to 25	$16 80	$22 90
26 to 34	17 60	24 85
35 to 40	18 35	26 40
41 to 50	23 50	30 00
51 to 60	24 60	30 80
61 to 70	26 50	32 70
71 to 80	29 70	35 40
81 to 84	....	45 45
85 to 90	....	48 85
91 to 94	....	49 80
95 to 100	....	58 55
101 to 105	....	65 35
106 to 110	....	73 10

Discount box glass, 25%.
Cut lights, 10%. Cash 2%.
F.o.b. Toronto, London, Hamilton.

GLASS, PLATE

Discounts below apply to plate glass list.

Montreal city price, 10% off list; country, 5%.

Toronto, Hamilton, London, 20%.

For shipments of glass outside of Toronto, Hamilton or London, 10% discount from the list. Freight charges paid to destination, provided the gross list value of the glass is $75 or over. Under $75 in value, 10% discount from the list, f.o.b. Toronto. These prices apply to glass under 90 inches in height. Over 90 inches, then special flat car rates apply.

GLAZIERS' POINTS

Zinc coated, $1.56-$1.62 per doz. packages 6 lbs. gross.

Zinc, pure, prices withdrawn.
F.o.b. Montreal, Toronto.

LEAD, WHITE (Ground in oil.)

Prices are per 100 lbs. in ton lots. Less than ton lots are 35c per 100 lbs. higher than quoted below.

	Montreal	Toronto
Anchor, Pure	$16 00	$16 20
Crown Diamond	16 00	16 20
Crown Pure	16 00	16 20
Green Seal	16 00	16 20
Tiger Pure	16 00	16 20
Ramsay's Pure	16 00	16 20
Moore's Pure	16 00	16 20
O.P.W. Dec. Pure	16 00	16 20
Red Seal	16 00	16 20
Decorators' Pure	16 00	16 20
O.P.W. English	16 20	16 40
Elephant Genuine	16 60	16 70

B.B. Genuine Lead, less than tons, $17.95 Toronto; $17.20 Montreal. Ton lots 5% off; five-ton lots 10% off.

LEAD (RED DRY)
Genuine, 560-pound casks, per cwt.....$14 00 $14 50
Genuine, 100-pound kegs, per cwt..... 14 75 15 50
Less quantity 16 00 17 00
F.o.b. Montreal, Toronto.

LEAD, ARSENATE OF

	Dry, Pound	Paste, Pound
Barrels, 600 lbs.	....	0 24½
Half bbls., 300 lbs.	....	0 24¾
100s	0 45	0 25
50s	0 45½	0 25½
25s	0 46	0 26
10s	0 47½	....
5s	0 49½	0 29½
2s	....	0 31
1s	0 52	0 32½

F.o.b. Toronto, Montreal and Hamilton

MURESCO

Tints, 5-lb. packages, per 100 lbs., $7.80; white, 5-lb. packages, $7.20.
F.o.b. Toronto.

LINSEED OIL

For prices see weekly report.

PAINTS, PREPARED
Price per gallon
Elephant, white 3 70
Elephant, colors 3 30
B.H. English, white 3 80
B.H. English, colors 3 55
Minerva, white 3 60
Minerva, colors 3 40
Crown Diamond, white 3 55
Crown Diamond, colors 3 30
B.H. Frescouette, white 3 30
B.H. Frescouette, colors 3 10
Moore's House Colors, white.. 3 50
Moore's House Colors, colors. 3 40
Moore's Egyptian Paint, all colors 2 75
Moore's Floor Paint 2 90
Moore's Sani-Flat 3 00
Jamieson's Crown Anchor.... 3 30
C.P.C. Pure, white 3 80
C.P.C. Pure, colors 3 55
O.P.W. Canada Brand, white 3 55
O.P.W. Canada Brand, colors 3 25
O.P.W. Canada Brand, floor. 2 80
O.P.W. Flat Wall, white 3 05
O.P.W. Flat Wall, colors.... 2 85
Ramsay's Pure, white 3 65
Ramsay's Pure, coors 3 35
Martin-Senour, 100%, white.. 3 80
Martin-Senour, 100%, colors. 3 55
Martin-Senour, Porch Paint.. 3 55
Martin-Senour, Neutone, white 3 35
Martin-Senour, neutone, col.. 3 10
Senour's Floor Paint 3 00
Sherwin-Williams, white 3 80
Sherwin-Williams, colors 3 55
Flat Tone, white 3 30
Flat Tone, colors 3 10
Lowe Bros. H.S., white...... 3 80
Lowe Bros. H.S., colors 3 55
Mellotone, white 3 35
Mellotone, colors 3 20
Sanitone, white 3 30
Maple Leaf, white 3 80
Maple Leaf, colors 3 55
Maple Leaf, floor 3 00
Maple Leaf, flat wall........ 3 10
Pearcy's Prepared, colors..... 2 75
Pearcy's Prepared, white..... 3 15
F.o.b. Montreal, Toronto.

PARIS GREEN C.P. Berger's and Munro's Per lb.
In barrels, about 600 lbs. 0 60¼ 0 61
In arsenic wegs, 250
In 50 lb. and 100 lb. drums 0 61¼ 0 62
In 25 lb. drums..... 0 62¼ 0 63
In 1 lb. packets, 100 lbs. in case....... 0 64¼ 0 65
In ½ lb. packets, 100 lbs. in case 0 66¼ 0 67
In 1 lb. tins, 100 lbs. in case 0 66¼ 0 67

Above prices f.o.b. Montreal, Quebec, Moncton, St. John and Halifax. Toronto, Hamilton, London, Yarmouth and P.E.I. are ¼c per lb. higher. Terms one month net or 1% in 15 days.

PASTE WOOD FILLER
Pound
1 lb. cans 16-19
2 lb. cans 16-19
5 lb. cans 15-19
12½ lb. cans 14-15
25 lb. cans 14-15
F.o.b. Montreal, Toronto.

PUTTY

	Standard Less than tons Montreal	Toronto
Bulk, in casks	$4 35	$4 55
Bulk, 100-lb. drums	5 20	5.30-5.40
Bulk, 25-lb. drums	5 20	5 40
Bulk, 12½-lb. irons	5 20	5.45-5.65
Bladder, in bbls.	5 20	5.45-5.65

Ton lots standard are 20c per hundred pounds less.

Pure Putty, $2 cwt. advance.

London and Hamilton prices same as Toronto.

SHELLAC

Pure White, gal., $4.40-$4.50.
Pure Orange, gal., $4.15-$4.25.
Gum Shellac, TN, 74-76c lb.; finest orange, 79-95c; bone dry white, 82-85c
F.o.b. Toronto, London.

PAINT AND VARNISH REMOVER
Taxite, 1 gal. cans........... 3 00
B.H. Vanisher $2 75
Cumoff 3 00
Takof 3 25
O.P.W. Presto 3 00
Lingerwett 2 80-3 25
Solvo 3 00
F.o.b. Montreal, Toronto.

TURPENTINE

See weekly report elsewhere in this issue for prices.

SLATING Gal.
Liquid Slating, B.B..........$2 20

VARNISHES Per gal. cans
No. 1 Furniture, extra, barrels, $1.10-$1.21 gal.; gal. tins ....$1.32-$1.45
B.H. Stovepipe Varnish, ½ pints, per dozen 1 54
Depend-on, list 3 25
B.H. Maritime Spar, list.... 7 90
Everlastic, Depend-on and Maritime Spar subject to discount of 40%.
Elastilite 2 90
Granitine 2 90
Hydrox Spar 3 65
Sun Varnish 2 64
Sun Spar 4 59
Sun Waterproof Floor 3 02
Jasperite Interior and Exterior 2 65
Jasperite Pale Hard Oil ... 1 90
Jasperite Indestructo Floor Finish 2 65
Jamieson's Copaline 3 02
M-S Marble-Ite Floor 3 29
M-S Wood-Var 3 29
M-S Double Spar 4 57
M-S Finest Interior 3 86
Elastic Interior 2 64
Mar-not 3 52
Quick Action House 2 47
Rexspar 4 62
Sear-Not 3 34
Kyanize Spar 4 95
Kyanize Cabinet Rubbing .. 3 85
Kyanize Interior 3 85
Luxeberry light 3 30
Luxeberry granite 3 52
Luxeberry spar 4 95
Ramsay's Universal 2 64
F.o.b. Montreal, Toronto.

WATER PAINTS
Opalite, 300 lb. bbls....... 0 13½
Opalite, 100 lb. kegs...... 0 14
1 gal. packages, per pkg... 0 75
½ gal. package, per pkg... 0 40
Coralite, 5-lb. pkgs., white 0 05½
Coralite, 5-lb. pkgs., colors 0 06
B.H. Frescota, 5 lbs. white, $6.50; colors 7 00
F.o.b. Montreal, Toronto.

WASTE
Extra Quality XXX........$0 20
XX Quality 0 18
X quality 0 17
F.o.b. Toronto

WHITE WIPING
XXX Extra 0 21
X Grand 0 19½
XLCR 0 18½
X Empire 0 17½
X Press 0 16

WASTE, COLORED WIPING
Quality I 0 15
Quality IA 0 13
Quality IB 0 11
No. 5 .... 0 16
No. 7 .... 0 14
Japanese 0 15

WIPING WASTE, COLORED
Fancy 16½
Lion 15
Standard 13½
Popular 12
Keen 10½
This line subject to trade discount for quantity.

WAX Per lb.
C. & B. Floor Wax $0 35
B.H. Wax 0 35
Ronuk Floor Wax, lb. 0 38
Berry Bros. 0 34
Imperial Floor Wax 0 30
Anchor 0 33
O.P.W. Lion Brand 0 35
Old English 0 45-0 55
Johnsons 0 45-0 55
Jamieson's liquid wax, gal... 2 75
Gold Medal 0 42
Ramsay's 0 30
S. & W. 0 40
F.o.b. Montreal and Toronto.

WHITING
Plain, in bbls. $2 50
Gilders, bolted, in bbls....... 3 00
F.o.b. Montreal, Toronto, London.

WOOD ALCOHOL per gal.
In five gallons..........$1.80-$1.90
In barrels ....- 1.70
$4 extra for barrels
F.o.b Montreal, Toronto, London.

WHY BUY THE STUDENTS COPIES WHEN THE ORIGINALS COST NO MORE?

TRADE SIMMS SET IN RUBBER MARK

BRUSHES are recognized as the **QUALITY STANDARD** by the brush trade in practically every quarter of the Globe, and the brush trade KNOW BRUSHES. If they are good enough to be copied and used as quality standards by the brush trade, should they not be good enough to satisfy the other fellow who knows good brushes, namely,

THE MAN WHO USES THEM?

We like comparison. Lay our brush, be it paint, varnish, shaving or any other, alongside the other make. If it is not better stocked, better rubberized, better ferruled, better finished, better nickelled, better cleaned, and in fact, A BETTER BRUSH in every way, why buy the other brush.

"BETTER BRUSHES"

ARE MADE BY

T. S. SIMMS & COMPANY, LIMITED

ST. JOHN (FAIRVILLE), N.B.

RED S BRAND WINDOW GLASS

GLASS BENDERS TO THE TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

DON ROADWAY TORONTO

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863
Twelve Medals of Award at INTERNATIONAL Expositions.

INCORPORATED 1895
Special Grand Prize
GOLD MEDAL
Atlanta, 1895.

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY - - - - PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

If interested, tear out this page and keep with letters to be answered.

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, $11.00.

Shot, soft, per cwt., $17.20; chilled, $18.70; buckshot, $18.00; ball, $18.40.

Dominion Metallics—B.B. Caps, $2.80; C.B. Caps, $3.50; 22 Short Black or Lesmok, $4; 22 Long Black or Lesmok, $4.80; 22 Short Smokeless, $4.80; 22 Long Smokeless, $6; 22 Long Rifle Black, $5.60; 22 Long Rifle Smokeless, $7 per M. net. Center Fire Pistol, 22%; Center Fire Sporting, 25% off American list.

American Metallics—B.B. Caps, $3.06; C.B. Caps, $3.85; 22 Short Black, $4.35; 22 Long Black, $5.25; 22 Long Rifle Black, $7.70; 22 Short Smokeless, $4.69; 22 Long Smokeless, $6.55; 22 Long Rifle Smoke, $7.65 per M. net. Center Fire Pistol, 10% on list; Center Fire Sporting, 10% on list.

Loaded Shells—Crown Black Powder, 12 ga., $31; Sovereign Smokeless, 12 ga., $38; Regal Smokeless, 12 ga., $38; Nitro Club Smokeless, 12 ga., $41; Canuck Smokeless, 12 ga., $41 per M. net. Empty Paper Shot Shells, $14 per M.; Empty Brass Shot Shells, $6.65 per 100.

ANVILS

Peter Wright, 80 lbs. and up, 24c per lb.; clip horn, 25c lb.

Norris, 80 lbs. and over, 16c.

AXES

Single Bit	$14 50	$20 00
Double Bit	16 50	21 50
Broad axes	32 00	35 00

AUGER BITS

Standard List Prices per Dozen

3/16	$6 00	18/16	$12 00
4	5 00	19	14 00
5	5 00	20	14 00
6	5 00	21	16 00
7	5 00	22	16 00
8	5 00	23	18 00
9	6 00	24	18 00
10	6 00	25	21 00
11	7 00	26	21 00
12	7 00	27	24 00
13	8 25	28	24 00
14	8 25	29	27 00
15	9 50	30	27 00
16	9 50	31	30 00
17	12 00	32	30 00

Discounts from standard list prices

Irwin	20%
Gilmour	50%

BARS, CROW. $10.25 per 100 lbs.

BAR IRON

Bar iron, 3-16, ¼, 5-16 in., $8.00 base; other sizes, $5.25 base; Swedish iron, $5.25; sleigh shoe steel, $5.80; spring steel, $6.50; machinery steel, $7.50; tool steel, octagon, 100 lbs., $18.

BELTING

Rubber, 6 in. and under, 25-2½%; over 6 in., 20%.

Agricultural or No. 1 leather belting, 47½% off list.

Standard, 30, 10 and 5% off list.

The "double" list is just twice the price of "single."

BELT LACING

In sides, tanned, $1.55 per lb.; cut, $1.75 per lb.; rawhide, sides, $1.50; cut, $1.70.

Blue Stone (Vitrol), 12c lb.

BOARDS—Wash

	Doz.
Improved Globe	$4 00
Diamond King, Glass	4 75
Western King, Enamel	4 75

BOLTS

Carriage, ⅜ and smaller, 5%; 7-16 and larger, 5% on list; machine, ⅜ and under, 5%; 7-16 and over, 5% on list; machine set screws, 25%; plough bolts, 5% on list; stove bolts, 50%; shaft bolts, 5% on list; tire bolts, 25%; sleigh shoe bolts to ⅜ and smaller, 5% on list; 7-16 and up, 5% on list.

BORAX. Borax, per lb., 14c.

BUILDING PAPER

Tarred, $1.10 to $1.60 per roll, according to quality; plain, 80c to $1.45.

BUTTS

Plated—No. 241 Antique Copper and Dull Brass Finish

	Per pr.
2½ x 2½ in.	35
3 x 3 in.	37
3½ x 3½ in.	35
4 x 4 in.	47
4½ x 4½ in.	68
5 x 5 in.	80

Wrought Steel—

No. 840	Net list
No. 800	5% on list
No. 838	Net list
No. 804	5% off list

CHAIN

Coil, 3-16 in., $18.50; ¼, $13.65; 5-16 in., $12.20; ⅜, $11; 7-16, $10.70; ½, $10.40; 9-16, $10.40; ⅝, $10.25; ¾, $10.15; 1 in., $9.90. Logging, 5-16 in., 14c; ⅜, $12.80; ½, $12.20; tie-out, 47½%.

CHURNS

Barrel, No. 0, $7.20; No. 1, $7.20; No. 2, $8; No. 3, $8.80; No. 4, $10.40 each.

CLEVISES, MALL. 15c per lb.

CLOCKS—Alarm

	Each
Big Ben	$2 90
Baby Ben	2 90
America	1 25
Lookout	1 50
Sleepmeter	1 65

COPPER

Sheet and planished copper, 75c per lb. Tinned, 60c.

CORD SASH

Coils or Hanks

8, 9, 10 .... 66c lb.

DRILLS

Bit stock, 35%; Blacksmith, ½ in. round shank, 20%.

EAVETROUGH

Eavetrough, per 100 ft., 8 in., $6.50; 10 in., $7.20; 12 in., $8.45.

Conductor pipe, 2 in., per 100 ft., $7.55; 3 in., $9.15; 4 in., $12.05.

ENAMELWARE

See Wares.

FILES

Globe	Discount 45%
Nicholson Gen.	Discount 35%

FITTINGS

Malleable	Black	Galv.
Class B	$ 26	$ 36½
Class C	17	26
Bushings	25%	..
Unions	35%	..
Nipples 4" and under	45%	..

FORMALDEHYDE

400-lb. bbls., 29c lb.; 200-lb. barrels, 30c lb.; 100-lb. barrels, 31c lb.; 10-lb. jugs, $3.40 each; 5-lb. jugs, $1.90 each; 2-lb. jugs, 90c each.

GALVANIZED WARE

See Wares.

GLASS, WINDOW

	Single	Double
Up to 25 in.	$12 00	$17 50
26 to 40	13 25	20 00
41 to 50	16 75	23 00
51 to 60	17 50	23 50
61 to 70	18 75	25 00

GLASS (Plate)

Net list.

GLOBES—LANTERN

	Doz.
Short Pattern	$1 10
Cold Blast, regular	1 00

GRINDSTONES

Per 100 lbs., $2.75.

Mounted on steel frames, $5.00 to $6.75.

HARVEST TOOLS. 25%.

HINGES

Light T and strap, 10%.

Corrugated Strap Hinges — 4, $1.70; 5, $$2.10; 6, $2.85; 8, $4.60; 10, $7; 12, $10.75.

Corrugated Tee Hinges—4, $1.90; 5, $2.55; 6, $3.25; 8, $5.65; 10, $8.75; 12, $12.40.

HORSESHOES

Iron, No. 0 to 1, $7.35; No. 2 and larger, $7.10; snowshoes, No. 0 to No. 1, $7.60; No. 2 and larger, $7.35; steel, No. 0 to 1, $7.80; No. 2 and larger, $7.55; featherweight, $8.95.

IRON, GALVANIZED

	Premier	Apollo and "Fleur de Lis"
10¾ oz. or 28 Eng.	$10 90	$19 90
28 Am. or 26 Eng.	10 60	10 60
26 Am. or 26 special	10 30	10 30
24	10 15	10 15
22	10 15	10 15
18 and 20	10 00	10 00
16 Am.	9 85	9 85

IRONS, SAD

Common Sad Irons, 8 lbs., 11c per lb.; 4 lbs., 14c per lb.

Mrs. Pott's No. 55, set......$1 95

Mrs. Pott's No. 50, set...... 2 05

Mrs. Pott's common sad iron handles, $1.30 dozen. Mrs. Pott's improved, $2 a dozen.

JACKSCREWS

10% off list.

KNIVES—HAY

	Doz.
Heath's	$12 50
Lightning	12 50

LAMP CHIMNEYS

A, per case 8 doz., $7.80 per doz., $1.05; B, per case 6 doz., $6.50; per doz., $1.15.

LANTERNS

No. 2, plain	$13 00
No. 25, Dash-board	17 50
Short Globe, doz.	13 00

LEAD PIPE, $14.40.

LEAD WASTE, $15.40.

LATCHES—THUMB, STEEL

	Doz.
2	$2 00
3	2 70
4	4 75
Barn Door	
5	2 70
8	2 90
9	5 00

LINSEED OIL

See weekly report.

MACHINES—WASHING

	Each
Dowswell	$ 5 00
New Century B	10 15
New Idea	11 35
Snowball	9 00

MATTOCKS

Pick, $11; cutter, $11.

MOPS

	Doz.
O'Cedar Polish, No. 1	$12 00
O'Cedar Polish, No. 3	12 00
Self-Wringing	4 75

MOWERS—LAWN

	14 in.	16 in.
Woodyatt	$7 75	$8 25
Empress	10 00	10 60
Daisy	6 15	.....
Star	7 00	7 50

NAILS

Wire, f.o.b. Fort William, $5.60 base; Winnipeg, $6 base. Cut f.o.b. Winnipeg, $6.55.

NETTING—POULTRY

Net Prices Per Roll

1 in. mesh x	24 in.	$5 95
	30 in.	7 20
	36 in.	8 50
2 in. mesh x	24 in.	2 90
	30 in.	3 40
	36 in.	4 05
	48 in.	5 25
	60 in.	6 55
	72 in.	7 80

NETTING. Poultry, 15%.

Banner Netting, 24 in., $4.15; 36 in., $5.30; 48 in., $6.25; 60 in., $7.40; 72 in., $8.40.

NUTS

Square, small lots, blank, 4½c tapped, 4¾c advance on list; Hexagon, small lots, blank, 4¾c; Tapped, 5c advance on list; case lots all styles, 1c less than above.

OILS

"Buffolite," 22½c; Ideal Thresher, 47c; "B" Castor machine oil, 38c; Buffalo engine gasoline, 35½c; Buffalo "A" gas engine oil, 50c; Royal gasoline, 35c; Family safety coal oil, 23½c; "Engoline" engine coil oil, 19½c; Summer black oil, 22½c; Kelso engine oil, 47c; Electro oil, 45c; Royalite oil, 19c; Standard gas engine oil, 46c; Prairie Harvester oil, 40c.

PAINTS

Stephens' Out White, $3.70; Stephens' House, $3.45; Stephens' Floor, $2.90; Silkstone, $2.90; Stephens' Barn Paint, $1.70.

DRY COLORS

Yellow ochre, in bbl. lots, 3c; less than barrel lots, 4c; golden ochre, barrels, 4c less; than barrels, 5c; Venetian red, barrels, $2.50; less than barrels, $3.50; American vermillion, 20c; English vermillion, $3 per lb.; Canadian metallic oxides, barrel lots, 3½c; English purple oxide, in casks, 3½c; less quantities, 4c per lb. Red lead, kegs, $19; less quantities, 20c.

PICK, Clay, 6-7, $12.25 per doz.

POLISH—

O-Cedar—	Doz.
4 oz.	$2 00
12 oz.	4 00
1 quart	10 00
½ gal.	16 00
1 gal.	24 00
Liquid Veneer—	
4 oz.	2 00
12 oz.	4 00
1 quart	8 40
½ gal.	14 40

(Continued on second page.)

Stephens' Stephens' Stephens' Stephens' Stephens' Stephens' Stephens'

This is Silkstone's Season'

SILKSTONE

(REGISTERED TRADE MARK)

FLAT WALL COLOURS

Spring is always a good selling time for Silkstone Flat Wall Colors, and this season should be even better than usual. Added to the appeal that Silkstone makes on the score of beautiful finish, cleanliness and ease of application, is the great appeal of economy. The public are willing to listen to economy reasons to-day, because they are waking to the necessity of saving. The great economical advantage that Silkstone holds over wall papers should be used to increase sales by all Stephen Paint Agents.

Urge the economy of Silkstone—and urge it at every opportunity.

If you would like to have all the advantages pertaining to a Stephen Paint Agency, write us to-day!

G.F.Stephens & Co.,Ltd.

PAINT AND VARNISH MAKERS

Winnipeg and Calgary

Stephens' Stephens' Stephens' Stephens' Stephens' Stephens' Stephens'

Winnipeg Hardware Quotations—Continued

PIPE, WROUGHT IRON

Per 100 Ft.	Black	Galv.
¼ inch	$ 6 08	$ 8 42
⅜ inch	6 16	8 50
½ inch	7 83	9 63
¾ inch	9 95	12 38
1 inch	14 67	18 27
1¼ inch	19 88	24 75
1½ inch	23 76	29 57
2 inch	32 04	39 78
2½ inch	51 30	63 59
3 inch	67 05	83 16
3½ inch	84 92	.....
4 inch	100 62	.....
4½ inch	116 10	.....
5 inch	135 00	.....
6 inch	174 60	.....

PLASTER. Paris, per bbl., $4.50.

PLATES, CANADA

18x21 per box, half polish, $10.25; full polished, $11.75; 18x24, half polished, $10.25; full polished, $11.75; 20x28, half polished, $10.25; full polished, $11.75.

PLOW SHARES, 21c per lb.

POINTS

Landslide plow, 1½x14 in., $3 55 per dozen.

PUTTY

100-lb. irons	$5 50
25-lb. irons, per cwt.	5 80
1½-lb. tins	0 10

RIVETS AND BURRS

Iron rivets, 10%; copper, No. 7, 65c lb.; No. 8, 66c; No. 9, 69c; No. 10, 71c; No. 12, 76c.

Five-lb. assorted boxes, No. 8, 74c; No. 10, 79c lb.

Copper Burrs, No. 7, 65c; No. 8, 66c; No. 9, 69c; No. 10, 71c; No. 12, 76c.

ROPE

Sisal, 27½c base; pure Manila, 38½c base; British Manila, 32½c base; lath yarn, 27½c base; African hemp, 32½c base; cotton rope, ¼ and over, 65c lb.

Tarred Marline Hanks, per lb., 50c.

SANDPAPER—

Star—	Quire	Ream
00, 0, ½	$0 38	$ 7 20
1	0 39	7 50
1½	0 43	8 10
2	0 46	8 70
2½	0 49	9 30
3	0 57	10 80
B. & A.—		
00, 0, ½	0 45	8 50
1	0 47	9 00
1½	0 50	9 60
2	0 55	10 50
2½	0 60	11 00
3	0 67	12 75

SASH BALANCES (Caldwell). Net list.

SAWS, BUCK

Happy Medium, $10.00; Watch Spring, $10.40; Lance Tooth or Lightning Blades, $10.90.

SCREWS

Bright iron round head, 60%; flat head, 65%; round head, brass, 25%; flat head, brass, 30%; coach, 20%

SCYTHES—

	Doz.
Bramble	$13 25
Bush	13 25
Excelsior	14 50
Cast	12 50

SNATHS—

No. 2 loop	11 50
Bush	13 00

SWEEPERS, Carpet—

	Each
Bissell's Grand Rapids, jap'd.	$2 85
Bissell's Grand Rapids, nick.	3 20
Bissell's Vacuum "Superba"	8 25

STEEL SHEETS, BLACK

10 gauge	$8 50
12 gauge	8 50
14 gauge	8 40
16 gauge	8 50
18-20 gauge	8 80
22-24 gauge	8 85
26 gauge	8 90
28 gauge	9 00

SHOVELS AND SPADES

Shovels—Fox and Olds, D.H., Sqr Pt., $12.40 per doz.; D.H. Rd. Pt., $12.40 per doz.; L.H. Sqr. Pt., $12.40; L.H. Rd. Pt., $12.40; Bulldog and Jones, D.H., Rd. Pt., $13.30; D.H. Sqr. Pt., $13.30; L.H., Rd Pt., $13.30; L.H., Sqr. Pt., $13.30; L.H., Rd. Pt., $13.30. Black Cat and Crescent Scoops—No. 4, $15.80 doz.; No. 6, $16.80; No. 8, $17.80; No. 0, $18.80; Moose & Jones Scoops, No. 4, $16.90; No. 6, $17.80; No. 8, $18.70; No. 10, $19.60.

SOLDER. Per pound, 54 to 55c.

SPIKES

Pressed, ¼ in., $8.30; 5-16, $7.95 ⅜, $7.75; ½, $7.55.

STAPLES

Bright wire, per cwt., $5.85 at Fort William, $6.25 Winnipeg; galvanized staples, $6.65 Fort William $7.05, Winnipeg.

STEEL

Sleighshoe, $5.80 base per cwt.; plow, common, $6.50; crucible plow, $7.50; angle, $5.35; harrow, $5.50 base; cast, octagon tool steel, 18c base; square tool, 18c base; spring, $7.50; machine, $8.00 base; tire, $5.60. Mid, 3-16, ¼, 5-16, $8.00 base; other sizes $5.75 base. Band Steel, $5.75 base.

STEEL HOOPS

½ in., $9.75; ⅜ in., $9.50; ¾ in., $8.75; ⅞ in., $8.50; 1 in., $8.50; 1¼ in., $8.50; 1½ in., $8.

STEEL SQUARES

5% on list.

TACKS. Carpet, 65% list.

TIES. Cow, 5%.

TIN AND TERNE PLATE

20 x 28 I.C.	$30 00
20 x 28 I.X.	32 00
20 x 33 I.C.	35 40
20 x 33 I.X.	37 45
Terne plates	24 00

TRAPS, GAME— Doz.

	Victor	H.& N.	Jump
No. 0	$1 80	....	....
No. 1	2 12	$3 25	$2 75
No. 1½	3 17	[illegible] 88	4 12
No. 2	4 44	[illegible] 63	6 05
No. 3	5 90	9 10	8 05

TUBS—

	Wood	Fibre
No. 0	$18 30	$20 95
No. 1	15 65	18 00
No. 2	13 20	14 90
No. 3	11 45	12 70

TURPENTINE

See weekly report.

TWINE (WRAPPING)

	Lb.
Cotton, 4-ply	0 67
Cotton, 3-ply	$0 63
	Dozen

VARNISHES

Stephens Luminette, gal.	$2 20
Stephens Exalite, gal.	3 00

WARES, ETC.

Scotch Grey, 40, 12½% discount.

Colonial, Imperial, Pearl, 20, 7½% discount.

Premier, Canada, Diamond, 2½% discount.

Whiteware, 40, 10% discount.

Japanned Ware, list, plus 30%.

Japanned Ware, white, list, plus 40%.

Japanned Sprinklers, list, plus 30%.

Stamped Ware, plain, 40, 10% discount.

Stamped Ware, ret'd, 40% discount.

Pieced Tinware, ordinary, list, plus 40%.

Pieced Tinware, copper bottoms, list, plus 60%.

Sheet Iron Ware, list, plus 20%.

Light Galv'd Pails and Tubs, list, plus 27½%.

Heavy Galv'd Pails and Tubs, 17½% discount.

Jap. Coal Hods, list, plus 35%.

Galv'd Coal Hods, list, plus 50%.

WASHERS

Iron, small lots, 15% on list + 75c; full boxes, iron, 10% on list + 75c.

WHITE LEAD

Decorators' pure, ton lots, $16.65; less than ton lots, $17.00.

WIRE, BARB

Lyman, 4-point, $4.95 f.o.b. Fort William, $5.25 Winnipeg; Glidden Cattle, 2-pt., $4.80 Fort William, $5.10 Winnipeg; Baker 2-pt., $4.75 Ft. William, $5.05 Winnipeg; plain twist, cwt., Ft. William, $4.95; Winnipeg, $5.25 spool; plain galvanized, Ft. William, No. 9, $5.65; No. 12, $5.85; Winnipeg, No. 9, $6.05; No. 12, $6.25; coil spring, Ft. William, No. 9, $5.70; No. 12, $5.95; Winnipeg, No. 9, $6.10; No. 12, $6.35.

Patented screen in 100-ft. rolls $3.50 per hundred sq. ft.; in 50-ft. rolls, $3.60 per 100 sq. ft.

WIRE, PLAIN

Bale ties, 14 gauge, single loop $7.65 Winnipeg; $7.25 Ft. William

Brass snare wire, per lb., 80c.

WIRE ANNEALED

No. 9, $6.75; 10, $6.80; 12, $6.95; 14, $7.15; 15, $7.25; 16, $7.40 per 100 lbs.

WRENCHES (NUT)—

Agricultural—	Doz.
6 in.	$ 6 00
8 in.	7 20
10 in.	8 40
12 in.	10 80
15 in.	14 40
Perfect Handle—	
6 in.	13 00
8 in.	15 60
10 in.	18 20
12 in.	23 40
15 in.	31 20
18 in.	41 60

WRENCHES (PIPE)—

Stillson—	Each
6 in.	$1 00
8 in.	1 13
10 in.	1 25
14 in.	1 75
18 in.	2 50
24 in.	3 60
36 in.	6 75
Trimo—	
10 in.	$1 45
14 in.	2 00
18 in.	2 90
24 in.	4 15

	Dozen	
Always Ready—	Black	N.P.
No. 1	$4 20	$4 50
No. 2	5 75	6 00

WRINGERS

Royal Canadian, $51,90 per doz.; Eze, $56.10 per doz.; Bicycle, $62 per doz.; Ajax, $125.00 doz.

STEEL IRON METALS

WINNIPEG WAREHOUSE STOCK

REINFORCING BARS IN ALL SIZES, IN LENGTHS UP TO 60'
BOLTS, MACHINE, CARRIAGE, DRIFT, SHIPBUILDING, ELEVATOR
BAR IRON, FLAT, ROUND AND SQUARE, SMALLEST TO THE LARGEST

BOILER TUBES	NUTS	RIVETS	SHAFTING
ANGLES	CHANNELS	RAILS	TEES
FORGING BILLETS	CAP SCREWS	WASHERS	SET SCREWS

GAUGE SHEETS, BLACK AND GALVANIZED, IN ALL GAUGES

GET OUR MONTHLY STOCK LIST

A COMPLETE LINE FOR

THE MANUFACTURER — THE WHOLESALER — THE RETAILER — THE CONSUMER

IF IT'S STEEL OR IRON WE HAVE IT

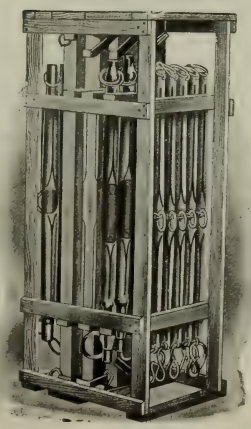
The MANITOBA STEEL & IRON COMPANY.

WINNIPEG, MANITOBA LIMITED

Protected by the Westwo Guarantee

Selling Westwo Painted Waggon, Implement and Plow Sets is satisfactory and profitable. They are made from selected No. 1 quality Oak and Hickory, are carefully painted (2 coats), striped and varnished, and are absolutely guaranteed against defects in material and workmanship.

The best way to order Westwo Painted Sets is in crates of six sets. Then you're sure of getting them in perfect condition. —no bruised woods—no marred finish.



Guarantee

All Westwo Sets are guaranteed, and any defective part will be replaced free.

Send to-day for the Westwo folder that describes the various Westwo lines.

D. ACKLAND & SON, Limited

WINNIPEG
CALGARY

THE BUYERS' GUIDE

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Thos. Birkett & Son Co., Ltd., Ottawa.
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Lewis Bros., Ltd., Montreal.

Babbitt Metal
Thos. Birkett & Son Co., Ltd., Ottawa.
Can. B. K. Morton Co., Montreal.
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal.
Heyl Metal Co., Toronto.
Owl Metal Co., Ltd., Winnipeg.
Lewis Bros., Ltd., Montreal.
Tallman Brass & Metal Co., Hamilton.

Barrel Liners
J. N. Warminton & Co., Montreal, Que.

Basins, China and Enamelled Iron
Empire Mfg. Co., London, Ont.

Batteries, Dry
Canadian National Carbon Co., Toronto.
Canada Dry Cells, Ltd., Winnipeg.
Great West Electric Co., Ltd., Winnipeg, Man.
Canadian General Electric Co., Toronto.
Dominion Battery Co., Ltd., Toronto, Ont.
Northern Electric Mfg. Co., Montreal.

Baths, Enamelled and Copper
Canada Metal Co., Toronto.
Empire Mfg. Co., London, Ont.

Bath Room Fixtures
Empire Mfg. Co., London, Ont.
Kinzinger, Bruce & Co., Ltd., Niagara Falls, Ont.
Newell Mfg. Co., Prescott, Ont.

Bends, Brass, Iron and Lead
Empire Mfg. Co., London, Ont.
Jas. Morrison Brass Mfg. Co., Toronto.

Bibbs, Basin and Bath Cocks, Compression
Empire Mfg. Co., London, Ont.
Jas. Morrison Brass Mfg. To., Toronto.
United Brassfounders, Ltd., Manchester, Eng.

Bibbs, Basin and Bath Cocks, Fuller
Empire Mfg. Co., London, Ont.
Jas. Morrison Brass Mfg. To., Toronto.
United Brassfounders, Ltd., Manchester, Eng.

Brass Goods
Stratford Brass Co., Ltd., Stratford, Ont.

Brass Castings and Goods
Booth-Coulter Co., Toronto.
Canada Metal Co., Toronto.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Empire Mfg. Co., London, Ont.
Jas. Morrison Mfg. Co., Toronto.
Tallman Brass & Metal Co., Hamilton.
United Brass Founders, Ltd., Manchester, Eng.
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Brass, Sheets and Rods
Booth-Coulter Co., Toronto.
Canada Metal Co., Toronto.
Empire Mfg. Co., London, Ont.
A. C. Leslie & Co., Montreal.
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Bevels
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.
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Can. Consolidated Rubber Co., Montreal, Que.
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Gutta Percha & Rubber, Ltd., Toronto.

Belting, Cotton
Dominion Belting Co., Hamilton, Can.

Blacksmiths' Supplies
D. Ackland & Son, Winnipeg.

Blankets, Saddle
Burlington Windsor Blanket Co., Ltd., Toronto.
Galt Robe Co., Galt, Ont.

Bolts and Nuts
Baines & Peckover, Toronto.
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
C. Kloepper, Limited, Toronto, Ont.
Lewis Bros., Ltd., Montreal.
London Bolt & Hinge Works, London, Ont.
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton.
Northern Bolt & Screw Co., Owen Sound.
Wilkinson & Kompass, Hamilton.

Boiler Tubes
Baines & Peckover, Toronto.

Boilers, Heating and Range
Empire Mfg. Co., London, Ont.

Bolts, Panic
Wm. Newman & Sons, Birmingham, Eng.

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Toronto Lock Mfg. Co., Toronto.

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Canadian Wood Products Co., Toronto, Can.

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Steel Co. of Canada, Ltd., Hamilton.

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Box Opening Tools
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Bale Ties
Beauchamp, J. E., Montreal.
Laidlaw Bale Tie Co., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

Bale Tie Buckles
J. N. Warminton & Co., Montreal, Que.

Barbed Wire
Banwell, Hoxie Wire Fence Co., Ltd., Hamilton.

Baskets
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Barn Door Hangers
Canada Steel Goods Co., Hamilton.
National Mfg. Co., Sterling, Ill.
Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Guelph, Ont.

Barrel Stands
Wakyte Mfg. Co., Winnipeg.

Balers, Steel
Climax Baler Co., Hamilton.
Spielmann Agencies, Montreal.

Bit, Braces
Caverhill, Learmont & Co., Montreal.
Russell, Jennings Mfg. Co., Chester, Conn.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Brackets, Shelf
Canada Steel Goods Co., Hamilton.
The Stanley Works, New Britain.

Box Strapping
J. E. Beauchamp & Co., Montreal.
The Stanley Works, New Britain, Conn.
J. N. Warminton & Co., Montreal, Que.

Blasting Supplies
Dupont Powder Co., Wilmington, Del.

Butter Molds
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Walter Woods & Co., Hamilton, Can.

Butter Workers
Beatty Bros., Ltd., Fergus, Ont.

Butts and Hinges
Canada Foundries & Forgings, Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Caverhill, Learmont & Co., Montreal.
Chicago Spring Butt Co., Chicago, Ill.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.

Burrs
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton.
Parmenter & Bullock, Gananoque.

Bread and Cake Makers
Thos. Davidson Mfg. Co., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.

Breast Drills
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.

Brushes and Brooms
Boeckh Bros. Co., Ltd., Toronto.
Meakins & Sons, Ltd., Hamilton.
Megantic Broom Co., Lake Megantic, Que.
T. S. Simms & Co., Ltd., St. John.
Walter Woods & Co., Hamilton.

Bits, Auger
Caverhill, Learmont & Co., Montreal.
Russell, Jennings Mfg. Co., Chester, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.
Wilkinson & Kompass, Hamilton.
Scythes, Ltd., Toronto.

Bits, Forstner
Progressive Mfg. Co., Torrington, Conn.

Bicycles
A. E. Bregent & Co., Montreal, Que.
Canada Cycle & Motor Co., Toronto.
Hyslop Bros., Ltd., Toronto.
Iver Johnson Arms & Cycle Works, Ltd., Fitchburg, Mass.

Canada Cycle & Motor Co., Ltd., Weston, Ont.

Builders' Hardware
J. Brais & Co., Cleveland, Ohio.
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Canada Steel Goods Co., Hamilton.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
National Hardware Co., Orillia, Ont.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.
Stratford Brass Co., Ltd., Stratford, Ont.
Toronto Lock Mfg. Co., Toronto.

Cabinet Hardware
Stratford Brass Co., Ltd., Stratford, Ont.

Calipers and Dividers
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Cans
A. R. Whittall Can Co., Montreal, Que.

Cans, Gasoline, Oil
Cannon Oiler Co., Keithsburg, Ill.

Canoes
Canadian Canoe Co., Peterboro, Ont.

Carriage Hardware
Stratford Brass Co., Ltd., Stratford, Ont.

Cartridges
Dominion Cartridge Co., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.

Cash Carriers
Gipe-Hazard Store Service Co., Toronto.

Casters
Faultless Caster Co., Evansville, Ind.
Canada Foundries & Forgings, Ltd., Brockville, Ont.

SPRING BUSINESS

Your Painter Wants SWP

It Insures Perfect Results

Your Customer Wants SWP

It Always Produces Satisfaction

It's SWP

Be in a position to supply the demand for S.W.P. and S.W. products that is being created by our Spring national advertising.

Your customers are now talking the matter over, and your painters are looking for the business. Satisfy both by being able to supply them with S.W.P., the best paint to produce satisfactory results.

Your customers know that true conservation is not putting off painting and allowing their property to rot, but using paint and preserving their property from decay.

Paint must be used, and S.W.P. will be in demand. See that your shelves are well filled before this big demand is on.

THE SHERWIN-WILLIAMS CO.
of Canada, Limited

PAINT, VARNISH & COLOR MAKERS
LINSEED OIL CRUSHERS
MONTREAL, TORONTO, WINNIPEG, VANCOUVER, LONDON, ENG.

If interested, tear out this page and keep with letters to be answered.

THE BUYERS' GUIDE

Carpet Sweepers
Bissell Carpet Sweeper Co., Niagara Falls, Ont.
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Walter Woods & Co., Hamilton.

Chains, Coil, Boom, Hammock, Tether, Dog, Halter, Cow, Breast, Trace, Tire
McKinnon Chain Co., St. Catharines, Ont.
Reeder-Weekes Mfg. Co., Ltd., Hamilton, Ont.

Cable Carriers
Gipe-Hazard Store Service Co., Toronto.

Cement, Roofing
Geo. W. Reed & Co., Ltd., Montreal, Que.

Chisels, Cape, Cold, etc.
Brown-Boggs Co., Ltd., Hamilton.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
Buck Bros., Millbury, Mass.
Stanley Rule & Level Co., New Britain, Conn.
National Machinery & Supply Co., Hamilton

Checking Floor Hinges
Chicago Spring Butt Co., Chicago, Ill.
Toronto Lock Mfg. Co., Toronto.

Chemical Closets
Wakyte Mfg. Co., Winnipeg, Man.

Chemical Specialties
Vol-Peek Mfg. Co., Montreal.

Chucks, Tap
Wells Bros. of Canada, Galt.

Churns, Hand and Power
Beatty Bros., Ltd., Fergus.
Thos. Birkett & Son Co., Ltd., Ottawa
Caverhill, Learmont & Co., Montreal.
Dowswell, Lees Co., Hamilton.
Faultless Caster Co., Evansville, Ind
Landers, Frary & Clark, New Britain, Conn
Reliable Churn Co., Toronto, Can.
Walter Woods & Co., Hamilton

Clocks
Western Clock Co., La Salle, Ill.

Clothes Racks
Walter Woods & Co., Hamilton.

Clamps
Can. Foundries & Forgings, Ltd., Brockville, On

Clippers
American Shearer Mfg. Co., Nashua, N.H.
Chicago Flexible Shaft Co., Chicago, Ill.

Closet Seats
Can. Foundries & Forgings, Ltd., Brockville, Ont

Clothes Dryers
Dowswell, Lees Co., Ltd., Hamilton, Can.

Canadian Woodenware Co., St. Thomas, Ont.

Coffee Percolators and Urns
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man
Landers, Frary & Clark, New Britain, Conn.

Corrugated Fasteners
J. E. Beauchamp, Montreal.
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

Collar Pads
American Pad & Textile Co., Chatham.

Cotton Gloves
American Pad & Textile Co., Chatham.

Coal Chutes
Toronto Lock Mfg. Co., Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Coal Hods
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

Cobblers' Sets
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Cookers, Steam
Louis McLain Co., Ltd., Winnipeg, Man.

Cookers, Fireless
Royal Fireless Cooker Co., Ottawa, Ont.

Concrete, Reinforcing Steel
Baines & Peckover, Toronto.

Conductor Pipe, Hooks, etc.
Metallic Roofing Co., Toronto and Winnipeg.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Winnipeg Ceiling & Roofing Co., Winnipeg.
Wheeler & Bain, Toronto.
Empire Mfg. Co., London, Ont.

Coping Saws
Thos. Birkett & Son Co., Ltd., Ottawa.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Cordage
Brantford Cordage Co., Brantford, Ont.
Consumers Cordage Co., Montreal.
Plymouth Cordage Co., Toronto.

Cooking Ware
Corning Glass Works, Corning, N.Y.

Crowbars
B. J. Coghlin & Co., Montreal.

Cultivators
J. E. Gilson Mfg. Co., Port Washington, Ill.
C. S. Norcross & Sons, Bushnell, Ill.

Cutlery
Bridgeport Hdwe. Mfg. Co., Bridgeport, Conn.
Geo. Butler & Co., Ltd., Sheffield, Eng.
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
James Hutton & Co., Montreal.
Canadian Wm. A. Rogers, Ltd., Toronto.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
Lewis Bros. Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Wm. Rogers Mfg. Co., Niagara Falls, Ont.
J. Wiss & Sons.

Cutters
Butterfield & Co., Inc., Rock Island, Que.
Trimont Mfg. Co., Roxbury (Boston, Mass.).

Cuspidors
Thos. Davidson Mfg. Co., Ltd., Montreal.

Dairy Pails
Thos. Davidson Mfg. Co., Ltd., Montreal.

Dampers, Stove Pipe
Canada Foundries & Forgings, Brockville.

Dampers, Fire Place
Toronto Lock Mfg. Co., Toronto.

Desks, School
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Dies, Stocks, Etc.
Butterfield & Co., Rock Island, Que.
Canadian Fairbanks-Morse Co., Montreal.
Pratt & Whitney Co., Ltd., Dundas, Ont.
Wells Bros. Co. of Canada, Galt.

Dish Washers
Home Helps Sales Co., Montreal.

Display Racks and Stands
Cameron & Cameron, Toronto.
National Mfg. Co., Sterling, Ill.

Doors, Metal
Metallic Roofing Co., Toronto and Winnipeg.

Doors, Screen
Kasement Skrene Dore Co., Toronto.

Door Bolts
Canada Steel Goods Co., Hamilton, Can.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.
Toronto Lock Mfg. Co., Toronto.

Door Checks
Canadian Yale & Towne, St. Catharines.
G. W. Mallory Co., Blenheim, Ont.
Wm. Newman & Sons, Birmingham, Eng.
Toronto Lock Mfg. Co., Toronto.

Door Hangers
Canada Steel Goods Co., Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.
National Mfg. Co., Sterling, Ill.
Toronto Lock Mfg. Co., Toronto.

Door Springs
Jas. Carlland & Son, Ltd., Birmingham, Eng.
G. W. Mallory, Blenheim, Ont.
Wm. Newman & Sons, Birmingham, Eng.

Door Pulls
Stratford Brass Co., Ltd., Stratford, Ont.

Draining Tools
Canadian Shovel & Tool Co., Hamilton, Can.

Drills, Breast
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.

Drill Chucks
Goodell-Pratt Co., Greenfield, Mass.

Drills, Blacksmiths'
Canada Foundries & Forgings, Brockville.

Drills
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Butterfield & Co., Inc., Rock Island, Que.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.
Wilkinson & Kompass, Hamilton, Ont.

Dry Colors
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
Ottawa Paint Works, Ottawa.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.
Martin-Senour Co., Ltd., Montreal.
McArthur Irwin, Montreal.

Dusters
Channell Chemical Co., Toronto.

Dynamite
Du Pont American Industries, Wilmington, Del.

Dry Cells
Canada Dry Cells, Ltd., Winnipeg.
Canadian National Carbon Co., Toronto.
Canadian H. W. Johns-Manville Co., Toronto.
Canadian General Electric Co., Ltd., Toronto.
Dominion Battery Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man
Spielmann Agencies, Ltd., Montreal, Que.

Eavetrough
Metallic Roofing Co., Toronto and Winnipeg
Pedlar People, Limited, Oshawa.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Toronto Lock Mfg. Co., Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg

Egg Beaters
Louis McLain Co., Ltd., Winnipeg, Man.
Collette Mfg. Co., Collingwood.

Egg Cases
Walter Woods & Co., Hamilton.

Ejectors and Syphons
Jas. Morrison Brass Mfg. Co., Toronto.

Elbows
Thos. Davidson Mfg. Co., Ltd., Montreal.
Pedlar People, Ltd., Oshawa, Ont.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Electric Bells
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Electric Fans
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man
Northern Electric Co., Ltd., Montreal.
A. C. Gilbert Co., New Haven, Conn.

Electric Fixtures
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man
Northern Electric Co., Ltd., Montreal.
Tallman Brass & Metal Co., Hamilton.

Electric Grates
Great West Electric Co., Ltd., Winnipeg, Man
Toronto Lock Mfg. Co., Toronto.

Electric Plates
Louis McLain Co., Ltd., Winnipeg, Man.

Electric Specialties
Benjamin Electric Co., Toronto.
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
Dominion Battery Co., Ltd., Toronto, Ont.
Faultory Products Co., Toronto.
A. C. Gilbert Co., New Haven, Conn.
Great West Electric Co., Ltd., Winnipeg, Man
Interstate Electric Novelty Co., Toronto.
Landers, Frary & Clark, New Britain, Conn.
National Electric Heating Co., Toronto.
Northern Electric Co., Ltd., Montreal.
Spielmann Agencies, Ltd., Montreal, Que.

Electrical Toys
A. C. Gilbert Co., New Haven, Conn.

Electro-plating
Toronto Lock Mfg. Co., Toronto.

Enamels
Boston Varnish Co., Everett Station, Boston, Mass.

Enamelled Ware
McClary Mfg. Co., London, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
E. T. Wright Co., Hamilton, Can.

Engines
Cushman Motor Works, Ltd., Winnipeg, Man.

Emery Glass and Papers
John Oakey & Sons, London, Eng.

Eveners
Gregg Mfg. Co., Ltd., Winnipeg, Man.
D. Auckland & Son, Ltd., Winnipeg, Man.

Expansion Tanks
Pease Foundry Co., Ltd., Toronto.

Explosives
Du Pont Powder Co., Wilmington, Del.

Escutcheon Pins
Parmenter & Bulloch Co., Ltd., Gananoque, Ont.

Extinguishers, Fire
Booth-Coulter Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man
Northern Electric Co., Montreal.

Fanlight Openers
Jas. Cartland & Son, Ltd., Birmingham, Eng.

Fanning Mills
Cushman Motor Works, Ltd., Winnipeg, Man.

Fasteners, Storm, Sash and Screen
National Mfg. Co., Sterling, Ill.
Stratford Brass Co., Ltd., Stratford, Ont.
The Stanley Works, New Britain, Conn.

Farm Lighting Outfits
Canadian General Electric Co., Ltd., Toronto.
Northern Electric Co., Montreal.

Faucets, Petroleum
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Feed Boxes
Canada Foundries & Forgings, Brockville.
Toronto Lock Mfg. Co., Toronto.

Feed Cookers
Wheeler & Bain, Toronto.
James Bros. Co., Perth.

Fencing and Gates
Banweli-Hoxie Wire Fence Co., Hamilton.
McGregor-Banwell Fence Co., Ltd., Walkerville
Standard Tube & Fence Co., Woodstock.
Steel Co. of Canada, Ltd., Hamilton.

Ferrules, Brass, Iron and Lead
Empire Mfg. Co., London, Ont.

Fibre Ware
E. B. Eddy Co., Hull, Que.

Files
E. C. Atkins Co., Hamilton, Can.
G. & H. Barnett Co., Philadelphia.
Can. B. K. Morton Co., Montreal, Toronto.
Delta File Works, Philadelphia.
Henry Disston & Sons, Ltd., Philadelphia, Pa
Nicholson File Co., Port Hope, Ont.
Plewes, Ltd., Winnipeg.
Port Hope File Mfg. Co., Port Hope, Ont.
Simonds Canada Saw Co., Montreal.
Wilkinson & Kompass, Hamilton.

Fillers
Boston Varnish Co., Everett Station, Boston, Mass.

Fire Arms
Colts Patent Fire Arms Mfg. Co., Hartford, Conn.
Johnson Iver Arms & Cycle Works, Fitchburg, Mass.

Fire Door Fittings
Taylor-Forbes Co., Guelph, Ont.
Toronto Lock Mfg. Co., Toronto.

Fire Department Supplies
Booth-Coulter Co., Toronto.
Canadian Consolidated Rubber Co., Montreal.
Dunlop Tire & Rubber Co., Toronto, Can.
Gutta Percha & Rubber, Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
Northern Electric Co., Montreal.

CARTER'S

QUALITY THE BEST

Your customers will need Red Lead to protect the iron work around their homes.

The Painters want a Genuine Red Lead for their work. Are you prepared for this demand? If not, put in a good stock of

Carter's Genuine Dry Red Lead
and
Carter's Genuine Powdered Litharge

They are the best quality you can buy. Made in Canada from the best grade of Canadian Pig Lead.

Do you know the quality of these goods? Your customers know it and will insist on using Carter's Brands. Look over your requirements and order now.

Manufactured by
The Carter White Lead Company
of Canada Limited
91 Delorimier Ave. Montreal

Everybody will be Gardening this Spring

No. 21 Liberty Adjustable Cultivator-Weeder

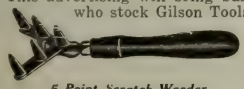
Patent Applied for

The High Cost of Living will combine this Spring with Government Back - Yard Garden Campaigns to make many new gardeners.

These inexperienced as well as the experienced tillers of the soil will be particularly pleased with the labor-saving features of Gilson Garden Tools and will buy them in preference to the ordinary kind. You will in particular sell many Liberty Adjustable Cultivator-Weeders because this double-efficiency tool is just the one to keep garden soil in perfect condition with the least labor.

If you want to carry the best line of efficiency garden tools ask your jobber about Gilson Tools. If he can't tell you, write us direct.

Through our advertising space in these publications readers of MacLean's Magazine and of Farmers' Magazine are learning why these tools are best. This advertising will bring business only to dealers who stock Gilson Tools. Stock quickly.



5 Point Scratch Weeder Patent Applied For.

J. E. GILSON CO.
PORT WASHINGTON
WISCONSIN, U.S.A.

Dougall's White Enamel never cracks or chips

A practically indestructible enamel retaining its original beauty indefinitely. Never marred by cracking or chipping off. It is the finish par excellence for indoors or outdoors.

A pure white but can be tinted to any color desired.

The information we can give you on White Enamel is very interesting. Shall we send it?

The Dougall Varnish Co.
Limited
MONTREAL

If interested, tear out this page and keep with letters to be answered.

THE BUYERS' GUIDE

Furnaces
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Flashlights, Electric
Canadian General Electric Co., Ltd., Toronto
Canadian National Carbon Co., Toronto.
Canada Dry Cells, Ltd., Winnipeg.
Dominion Battery Co., Ltd., Toronto, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.
Metal Specialties Mfg. Co., Chicago.
Northern Electric Co., Montreal.
Spielmann Agencies, Montreal.

Flatware
Canadian Wm. A. Rogers, Toronto.
Oneida Community, Ltd., Oneida, N.Y.

Food Choppers
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.

Force Cups
Canadian Consolidated Rubber Co., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Funnels
Thos. Davidson Mfg. Co., Ltd., Montreal.

Fixtures, Store
Milbradt Mfg. Co., St. Louis, Mo.

Furnaces
Canada Foundries & Forgings, Brockville.
Enterprise Mfg. Co., Sackville, N.B.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.
Hall Zryd Foundry Co., Ltd., Hespeler, Ont.

Fruit Jars
Dominion Glass Co., Ltd., Montreal.
Walter Woods & Co., Hamilton.

Furniture Polish
Canada Paint Co., Montreal.
Sherwin-Williams Co., Montreal.
Channell Chemical Co., Toronto.

Fuse Wire
Canada Metal Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Floor Stands
Jenkins Bros., Ltd., Montreal.

Floor Checks, Single or Double
Chicago Spring Butt Co., Chicago, Ill.
Toronto Lock Mfg. Co., Toronto.

Flint Cloths
John Oakey & Sons, London, Eng.

Galvanized Steel Sheets
Dominion Sheet Metal Co., Ltd., Hamilton.
A. C. Leslie & Co, Montreal
Pedlar People Ltd., Oshawa, Ont.
Wheler & Bain, Toronto
Winnipeg Ceiling & Roofing Co , Winnipeg.

Garden Cultivators and Weeders
J. E. Gilson Co., Port Washington, Wis.
C. S. Norcross & Sons, Bushnell, Ill.
Erie Iron Works, St. Thomas, Ont.
Eureka Planter Co., Woodstock.

Garage Hardware
Allith Mfg. Co., Hamilton, Can.
Canada Steel Goods Co., Hamilton, Can.
National Mfg. Co., Sterling, Ill.
Richards Wilcox Canadian Co., London, Ont.
The Stanley Works, New Britain, Conn.

Garbage Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.
J. Samuels, Toronto.
Soren Bros., Toronto.

Galvanized Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.

Galvanizing
Thos. Davidson Mfg. Co., Ltd., Montreal.
Toronto Lock Mfg. Co., Toronto.

Galvanized Iron Cornices
Metallic Roofing Co., Toronto and Winnipeg.
Pedlar People Ltd., Oshawa, Ont.

Galvanized Pipe
Canada Metal Co., Ltd., Toronto.

Generators
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Glass Jars
Dominion Glass Co., Ltd., Montreal.

Gas Water Heaters
Empire Mfg. Co., London and Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.

Gasoline
Imperial Oil Co., Toronto.
Prairie City Oil Co., Winnipeg.

Gauges
L. S. Starrett Co., Athol, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Wells Bros. Co. of Canada, Galt.
Canadian Fairbanks-Morse Co., Ltd., Montreal.

Glassware
Leeks & Potts, Hamilton, Ont.

Glass, Window, Plate, Ornamental
Leeks & Potts, Hamilton, Can.
Toronto Plate Glass Importing Co., Toronto.
G. F. Stephens Co., Winnipeg.

Glue, Sheet and Ground
Canada Glue Co., Brantford, Ont.
R. C. Jamieson & Co., Montreal.
A. Ramsay & Son Co., Montreal.

Glass Cutters
Goodell-Pratt Co., Greenfield, Mass.

Glass Benders
Toronto Plate Glass Importing Co., Toronto.

Glaziers' Diamonds
Cushman Motor Works, Ltd., Winnipeg, Man.
A. Ramsay, Son & Co., Montreal, Que.
Sharrett & Newth, London, Eng.
A. Shaw & Son, London, Eng.

Gloves
Hamilton-Carhartt Co., Toronto.

Granaries, Portable, Metallic
Pedlar People Ltd., Oshawa, Ont.
Metallic Roofing Co., Toronto and Winnipeg.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Greases
Prairie City Oil Co., Ltd., Winnipeg, Man.

Grinders, Hand and Power
American Grinder Mfg. Co., Milwaukee, Wis.
The Carborundum Co., Niagara Falls, N.Y.

Grindstones
The Carborundum Co., Niagara Falls, N.Y.
Cleveland Stone Co., Cleveland, Ohio.

Grindstone Fixtures
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Grinding Wheels
American Grinder Mfg. Co., Milwaukee, Wis.
The Carborundum Co., Niagara Falls, N.Y.

Guns
Thos. Birkett & Son Co., Ltd., Ottawa.
Cavenhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.
Harrington & Richardson Arms Co., Worcester, Mass.
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.

Gunsights
Marble Arms & Mfg. Co., Gladstone, Mich.

Hack Saws
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.
National Machinery & Supply Co., Hamilton.
Victor Saw Works, Ltd., Hamilton, Ont.

Hack Saw Blades
Diamond Saw & Stamping Wks., Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Henry Disston & Sons, Ltd., Toronto.
Victor Saw Works, Ltd., Hamilton, Ont.

Hack Saw Frames
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Henry Disston & Sons, Ltd., Toronto.
Goodell-Pratt Co., Greenfield, Mass.
National Machinery & Supply Co., Hamilton.
L. S. Starrett Co., Athol, Mass.

Hack Saw Machines
Diamond Saw & Stamping Wks., Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Victor Saw Works, Hamilton.

Halters
G. L. Griffith Son, Stratford, Ont.
Johnson Halter Co., Sarnia, Ont.
R. R. Kinread, Winnipeg, Man.

Hammers
Canada Foundries & Forgings, Brockville.
Stanley Rule & Level Co., New Britain, Conn.

Hammocks
Galt Robe Co., Galt, Ont.

Hand Drills
Goodell-Pratt Co., Greenfield, Mass.

Handles
J. H. Steel Mfg. Co., St. Thomas, Ont.

Hand Pulls
North Bros. Mfg. Co., Philadelphia, Pa.

Hangers, Door
Allith Mfg. Co., Hamilton, Can.
Beatty Bros., Ltd., Fergus.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton, Can.
Cushman Motor Work, Ltd., Winnipeg, Man.
National Machinery & Supply Co., Hamilton.
National Mfg. Co., Sterling Ill.
F. E. Myers & Bro., Ashland, Ohio.
The Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Guelph, Ont.
Toronto Lock Mfg. Co., Toronto.

Hangers, Door and Track
Allith Mfg. Co., Hamilton, Can.
Beatty Bros., Fergus, Ont.
Canada Steel Goods Co., Hamilton.
Cushman Motor Work Ltd., Winnipeg, Man.
National Mfg. Co., Sterling Ill.

Hooks, Hat and Coat
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Hangers, Storm, Sash and Screen
National Mfg. Co., Sterling Ill.
The Stanley Works, New Britain, Conn.

Hand Taps
Wells Bros. Co. of Canada, Galt.

Handscrews
National Machinery & Supply Co., Hamilton.

Harness
Samuel Trees & Co., Toronto.

Hardware Specialties
Belleville Hardware Mfg. Co., Belleville, Ont.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Lyons & Marks, Toronto.
Louis McLain Co., Ltd., Winnipeg, Man.
Metal Specialties Mfg. Co., Chicago, Ill.
National Mfg. Co, Sterling Ill.
Stratford Brass Co., Ltd., Stratford, Ont.
Taylor-Forbes Co., Guelph, Ont.
Toronto Lock Mfg. Co., Toronto.

Hardware Fixtures
Duluth Show Case Co., Duluth, Minn.

Hardware Shelving
Duluth Show Case Co., Duluth, Minn.

Hardware Store Fittings
Stratford Brass Co., Ltd., Stratford, Ont.

Hatchets
Canada Foundries & Forgings, Ltd., Brockville, Ont.
Marble Arms & Mfg. Co., Gladstone, Mich.

Hasps
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton.
National Mfg. Co., Sterling Ill.

Headlights, Auto
Canadian Lamp & Stamping Co., Ford, Ont.

Heaters
Beauchamp, J. E., Montreal.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.

Hinges, Strap and Tee
Canada Steel Goods Co., Hamilton, Can.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
National Mfg. Co., Sterling, Ill.

Hinges, Adjustable Ball
Toronto Lock Mfg. Co., Toronto.

Hockey Sticks
J. H. Still Mfg. Co., St. Thomas.
St. Mary's Wood Specialty Co., St. Mary's, Ont.

Hoes
Ward & Payne, Sheffield, Eng.

Hoists
Manitoba Bridge & Iron Works, Ltd., Winnipeg.

Hones
American Hone Co., Winnipeg, Man.

Horse Singers
Collins Mfg. Co., Toronto.

Hones, Razor
The Carborundum Co., Niagara Falls, N.Y.

Horse Covers, Rubber
Canadian Consolidated Rubber Co., Montreal.

Horse Nails
C. Kloepper, Limited, Toronto, Ont.

Horse Shoes
D. Ackland & Son, Winnipeg.
C. Kloepper, Limited, Toronto, Ont.
Steel Co. of Canada, Ltd., Hamilton.
Wilkinson & Kompass, Hamilton.

Hose, Fittings and Supplies
Canadian Consolidated Rubber Co., Montreal.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Cavenhill, Learmont & Co., Montreal.
Empire Mfg. Co., London, Ont.
Lewis Bros., Ltd., Montreal.
Jas. Morrison Brass Mfg. Co., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Hollow Ware
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Ice Scrapers
James Bros. Co., Perth, Ont.

Ice Cream Freezers
Wm. Crane & Sons Co., Ltd., Newmarket, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.

Implement Repairs
D. Ackland & Son, Ltd., Winnipeg.

Incubators
Collins Mfg. Co., Toronto.
Cushman Motor Works, Ltd., Winnipeg, Man.

Indicators, Speed
H. Disston & Son, Ltd., Toronto.
L. S. Starrett Co., Athol, Mass.

Injectors, Automatic
Jas. Morrison Brass Mfg. Co., Toronto.

Instruments of Precision
L. S. Starrett Co., Athol, Mass.

Iron Enamels
Boston Varnish Co., Everett Station, Boston, Mass.

Iron Boards
J. E. Beauchamp & Co., Montreal.

Iron, Corrugated
Baines & Peckover, Toronto.
Canada Metal Co., Toronto.
Metallic Roofing Co., Toronto and Winnipeg.

Iron Handles
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Iron and Steel Bars
Baines & Peckover, Toronto.
Thos. Birkett & Son Co., Ltd., Ottawa.
Can. Rolling Mills Co., Ltd., Montreal, Que.
Cavenhill, Learmont & Co., Montreal.
Dominion Iron & Steel Co., Sydney, N.S.
A. C. Leslie & Co., Ltd., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
Lewis Bros., Ltd., Montreal.
London Rolling Mills, London, Ont.
Manitoba Bridge & Iron Works, Winnipeg, Man.
Nova Scotia Steel Co., New Glasgow, N.S.
Toronto Lock Mfg. Co., Toronto.

Iron and Steel, Structural
Baines & Peckover, Toronto.

Irons
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Irons, Gas and Gasoline
National Stamping & Electric Works, Chicago.
Royal Iron Mfg. Co., Big Prairie, Ohio.

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Jack Screws
Canada Foundries & Forgings, Brockville, Ont.

Japans
Boston Varnish Co., Everett Station, Boston, Mass.

Kettles
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Keyhole Saws
Bridgeport Hardware Co., Bridgeport, Conn.

Kitchen Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.

Kitchen Ware, Transparent
Corning Glass Works, Corning, N.Y.

Knife Sharpeners
J. E. Beauchamp & Co., Montreal.

Knives, Pocket and Table
Geo. Butler & Co., Ltd., Sheffield, Eng.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
James Hutton & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.

Knives, Sportsmen's
Marble Arms & Mfg. Co., Gladstone, Mich.

Knives, Putty
Bridgeport Hardware Co., Bridgeport, Conn.

Ladders, Step, Extention, Store, etc.
Beatty Bros., Ltd., Fergus, Ont.
John Calander Mfg. Co., St. Paul, Minn.
Milbradt Mfg. Co., St. Louis, Mo.
Evan L. Reed Mfg. Co., Sterling, Ill.

Lath, Metallic
Baines & Peckover, Toronto.
Metallic Roofing Co., Toronto and Winnipeg.

Lamps, Nitrogen and Tungsten
Basters Jackson Co., Toronto.
The Canadian Laco-Philips Co., Toronto.
Churton & Taylor, Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Lamp Black
L. Martin Co., New York, N.Y.
A. Ramsay & Son Co., Montreal.
Wilkes-Martin-Wilckes Co., New York.

Lamp Chimneys
Walter Woods & Co., Hamilton.

Lamp Coloring and Frosting
Great West Electric Co., Ltd., Winnipeg, Man.
Spielmann Agencies, Ltd., Montreal.

Lamps, Bicycle and Automhobile
Dominion Battery Co., Ltd., Toronto, Ont.

Lamps, Laaterns, Electric, Hand
Canadian General Electric Co., Toronto.
Canadian National Carbon Co., Toronto.
Dominion Battery Co., Toronto.
Interstate Electric Novelty Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Spielmann Agencies, Montreal.

Lamps, Tungsten
Canadian Laco-Philips Co., Toronto.
Canadian Tungsten Lamp Co., Hamilton, Ont.

Lamps, Nitrogen
Canadian Laco-Philips Co., Toronto.
Canadian Tungsten Lamp Co., Ltd., Hamilton, Toronto, Montreal, Winnipeg.

Lamps and Lanterns, Gasoline and Kerosene
National Stamping & Electric Works, Chicago, Ill.
Powerlight Co., Winnipeg, Man.

Lanterns, Oil
Thos. Davidson Mfg. Co., Montreal.
Ontario Lantern & Lamp Co., Hamilton, Ont.
Schultz Mfg. Co., Hamilton, Can.
E. T. Wright Co., Hamilton, Ont.

Latches
Can. Foundries & Forgings, Ltd., Brockville, Ont.
National Mfg. Co., Sterling, Ill.

Laundry Tubs, Iron, Plate, Cement
Empire Mfg. Co., London, Ont.

Lawn Swings
J. E. Beauchamp & Co., Montreal.

Lawn Mowers
Canada Foundries & Forgings, Ltd., Brockville.
Clipper Lawn Mower Co., Dixon, Ill.
Milbradt Mfg. Co., Sterling, Ill.
Taylor-Forbes Co., Guelph, Ont.
S. P. Townsend & Co., Orange, N.J.

Lead, Black
John Oakey & Sons, London, Eng.

Leather Belting and Soles
Beardmore & Co., Toronto.

Lead, Sheets and Pipe
Canada Metal Co., Toronto.
Empire Mfg. Co., London, Ont.
Hoyt Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

Lead Traps and Bends
Canada Metal Co., Toronto.
Empire Mfg. Co., London and Toronto.
Hoyt Metal Co., Toronto.

Lace Leather
Wm. Taylor, Parry Sound, Ont.

Lead Washers
Canada Metal Co., Ltd., Toronto.

Lens
McKee Glass Co., Buffalo, N.Y.
Stopglare Co., Hamilton, Can.

Levels
H. Disston & Sons, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

Level Glasses
Stanley Rule & Level Co., New Britain, Conn

Lines, Wire, Clothes
Walter Woods & Co., Hamilton.
Western Wire & Nail Co., London.

Linoleum Finishes
Boston Varnish Co., Everett Station, Boston, Mass.

Linseed Oil
Brandram-Henderson, Montreal.
Dominion Linseed Oil Co., Baden and Toronto.
R. C. Jamieson & Co., Ltd., Montreal.
Prairie City Oil Co., Winnipeg, Man.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Ltd., Montreal.

Lumber Tools
Canadian Warren Axe & Tool Co., St. Catharines, Ont.
Thos. Pink & Co., Pembroke, Ont.

Mantles, Gas
Hamilton Gas Mantle Co., Hamilton, Can.

Marine Brass Work
Empire Mfg. Co., London, Ont.

Matches
E. B. Eddy Co., Hull, Que.

Mauls
Can. Foundries & Forgings, Ltd., Brockville, Ont

Meat Choppers
Landers, Frary & Clark, New Britain, Conn.

Metal Boxes and Drawers
Cameron & Campbell, Toronto.

Metals, Expanded
Baines & Peckover, Toronto, Ont.

Metals, Expanded, Ingot, Sheet, Tubes, etc.
Atlas Metals & Alloys Co., Montreal.
Baines & Peckover, Toronto.
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
Tallman Brass & Metal Co., Hamilton, Can.
A. C. Leslie & Co., Montreal.
Empire Mfg. Co., London, Ont.

Metallic, Ceilings, Walls, Roofing, Skylights, Siding, Cornices, Ventilators, Valley Windows, Doors, etc.
Metallic Roofing Co., Toronto.
Pedlar People, Oshawa, Ont.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Menders, Utensils
Collette Mfg. Co., Collingwood.
H. Nagle Co., Montreal.

Meters
Canadian General Electric Co., Toronto.

Menders, Graniteware, Pot and Pan
Vol-Peek Mfg. Co., Montreal.

Micrometers
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.
Canadian Fairbanks-Morse Co., Ltd., Montreal.

Milling Cutters
Pratt & Whitney Co., Ltd., Dundas.

Milk Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.

Mirrors
Leeks & Potts, Ltd., Hamilton, Ont.
Toronto Plate Glass Importing Co., Toronto.

Mitre Boxes
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Mitre Box Saws
H. Disston & Sons, Ltd., Toronto.

Molasses Gates
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Mops
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Motor Trucks
Ford Motor Co., Ford Ont.

Motors
Canadian General Electric Co., Ltd., Toronto.

Motor Cycles
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.

Motor Generators
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal.

Nails, Wire
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Colonial Wire Mfg. Co., Ltd., Montreal.
H. S. Howland, Sons & Co., Toronto.
Laidlaw Bale Tie Co., Ltd., Hamilton.
Lewis Bros., Ltd., Montreal.
Steel Co. of Canada, Ltd., Hamilton, Ont.
Parmenter & Bulloch, Gananoque, Ont.
Western Wire & Nail Co., London.

Nail Pullers
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn

Nails, Horse Shoe
Steel Co. of Canada, Ltd., Hamilton, Ont.

Neckyokes
Gregg Mfg. Co., Ltd., Winnipeg, Man.

Oil Cans
Cannon Oiler Co., Keithsburg, Ill.

Oil Cake and Meal
Dominion Linseed Oil Co., Toronto.

Oil, Coal
Imperial Oil Co., Toronto.

Oils, Cylinder
Prairie City Oil Co., Winnipeg, Man.

Oil Hole Covers
Canadian Winkley Co., Windsor.

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Thos. Davidson Mfg. Co., Ltd., Montreal.

Oil Tanks and Pumps
S. F. Bowser & Co., Inc., Toronto, Can.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Oilers
Cannon Oiler Co., Keithsburg, Ill.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Orange Deriders
J. E. Beauchamp & Co., Montreal.

Ornamental Tile Roofings
Metallic Roofing Co., Toronto and Winnipeg.

Ornaments, Pressed Zinc
Metallic Roofing Co., Toronto and Winnipeg.

Ornamental Fence
Banwell Hoxie Wire Fence Co., Ltd., Hamilton.
McGregor, Banwell Fence Co., Ltd., Walkerville.

Ornamental Gates
McGregor, Banwell Fence Co., Ltd., Walkerville

Packings
Consumers Cordage Co., Montreal.
Jenkins Bros., Ltd., Montreal.
Scythes, Ltd., Toronto.

Paint, Ready Mixed, Barn, Roof, Flat Wall, Concrete, Floor, Cement, Aluminum, Marine
Brandram-Henderson, Ltd., Montreal.
Canada Paint Co., Montreal.
R. C. Jamieson & Co., Montreal.
Imperial Varnish & Color Co., Toronto.
Lowe Bros, Ltd., Toronto.
Martin-Senour Co., Montreal.
McArthur-Irwin, Ltd.
The Ottawa Paint Works, Ottawa.
A. Ramsay & Son Co., Montreal.
Sanderson, Pearcy Co., Ltd., Toronto.
Standard Paint & Varnish Co., Ltd., Windsor, Ont.
Sherwin-Williams Co., Montreal.
G. F. Stephens Co., Winnipeg.
Benjamin Moore & Co., Toronto.

Paint Brushes
Boeckh Bros., Toronto.
Meakins & Sons, Hamilton.
T. S. Simms & Co., St. John, N.B.

Paint and Varnish Remover
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Martin-Senour Co., Ltd., Montreal.
Sherwin-Williams Co., Montreal.
A. Ramsay & Son Co., Montreal.

Paper Balers
Climax Baler Co., Hamilton.
Spielmann Agencies, Montreal.

Parcel Carriers
Gipe-Hazard Store Service Co., Montreal.

Paris Green
Canada Paint Co., Montreal.
McArthur Irwin, Montreal.
Sherwin-Williams Co., Montreal.

Paper Bags
Walter Woods & Co., Hamilton.

Paper, Wrapping
Walter Woods & Co., Hamilton.

Packing Rubber
Canadian Consolidated Rubber Co., Montreal.
Dunlop Tire & Rubber Co., Toronto.
Gutta Percha & Rubber Co., Ltd., Toronto.

Pads
D. Ackland & Sons, Winnipeg.

Pads for Horses
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto.

Pails
Thos. Davidson Mfg. Co., Ltd., Montreal.
Soren Bros., Toronto.

Pails, Wooden
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Perforated Sheet Metals
B. Greening Wire Co., Ltd., Hamilton.

Percolators, Coffee
Canadian General Eletric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man
Landers, Frary & Clark, New Britain, Conn.
Northern Electric Co., Ltd., Montreal.

Pick Handles
J. H. Still Mfg. Co., St. Thomas, Ont.

Pickling Machines
Cushman Motor Works, Ltd., Winnipeg, Man.

Pistols
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.

Phosphor Tin and Copper
Canada Metal Co., Ltd., Toronto.

Phonographs
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Nova Scotia Steel Co., New Glasgow, N.S.
Steel Co. of Canada, Ltd., Hamilton

Pins, Escutcheon
Parmenter & Bulloch, Gananoque

Pipe Cutters (Stand)
Trimont Mfg. Co., Roxbury (Boston), Mass.

Pipe Stocks and Dies
Wells Bros. Co., of Canada, Ltd., Galt

Pipe, Black and Galvanized
American Rolling Mills, Middletown, Ohio.
Canada Metal Co., Toronto
Canadian Tube & Iron Co., Ltd., Montreal
Caverhill, Learmont & Co., Montreal.
Empire Mfg. Co., London, Ont.
Steel Co. of Canada, Ltd., Hamilton
Thos. Davidson Mfg. Co., Ltd., Montreal.
Lewis Bros., Ltd., Montreal
Pease Foundry Co., Ltd., Toronto

Pipe, Galvanized, Conductor
Metallic Roofing Co., Toronto and Winnipeg
Pedlar People, Ltd., Oshawa
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg
Winnipeg Steel Granary Co., Winnipeg.

Pipe, Lead
Canada Metal Co., Toronto
Hoyt Metal Co., Toronto

Pipe, Stove
Collins Mfg. Co., Toronto
Soren Bros., Toronto

Pipe, Rain Water Conductor
Canada Metal Co., Toronto
Metallic Roofing Co., Toronto

Pliers, Cutting
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Pliers, Combination
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Goodell-Pratt Co., Greenfield, Mass.

Plowshares
D. Ackland & Son, Winnipeg

Plugs, Rubber
Canadian Consolidated Rubber Co., Montreal

Plumbers' Tools
Empire Mfg. Co., London, Ont.

Planes
Caverhill, Learmont & Co., Montreal
National Machinery & Supply Co., Hamilton.
Stanley Rule & Level Co., New Britain, Conn.

Plates, Plain and Chequererd
Baines & Peckover, Toronto.

Polishes
Buffalo Specialty Co., Buffalo, N.Y.
Channel Chemical Co., Toronto.

Polishing Heads
Goodell-Pratt Co., Greenfield, Mass.

Polishes, Knife
Jno. Oakey & Sons, London, Eng.

Poles, Electric Light
Northern Electric Co., Montreal

Pole Line Material
Canadian General Electric Co., Ltd., Toronto
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal
Pedlar People Ltd., Oshawa
Metallic Roofing Co., Toronto and Winnipeg.

Portable Coal Baskets
Toronto Lock Mfg. Co., Toronto.

Poultry Netting
Thos. Birkett & Son Co., Ltd., Ottawa.
A. C. Leslie & Co., Ltd., Montreal
E. Greening Wire Co., Ltd., Hamilton.

Poultry Leg Bands
Rideau Specialty Co., Smith's Falls, Ont.

Pulleys
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Pumps
Beatty Bros., Ltd., Fergus
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Empire Mfg. Co., London, Ont.
R. McDougall Co., Ltd., Galt.
F. E. Myers & Bro., Ashland, Ohio.

Pump Oilers
Cannon Oiler Co., Keithsburg, Ill.

Punches, Centre Drive, etc.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.

Punches, Ticket
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Putty
Brandram-Henderson, Montreal.
R. C. Jamieson & Co., Ltd., Montreal
Canada Paint Co., Montreal
Benjamin Moore & Co., Ltd., Toronto
A. Ramsay & Son Co., Montreal
Steel Co. of Canada, Ltd., Hamilton
G. F. Stephens & Co., Winnipeg
Sherwin-Williams Co., Montreal

Pneumatic Tubes
Gipe Hazard Store Service Co., Toronto

Racks, Hay
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Radiators
Empire Mfg. Co., London, Ont.

Radiator Valves
Jenkins Bros., Ltd., Montreal

Railings, Brass
Jas. Morrison Brass Mfg. Co., Toronto

Rakes
Doust Specialty Co., Toronto.
Ward & Payne, Sheffield, Eng.

Razors
Auto-Strop Safety Razor Co., Toronto
Geo. Butler & Co., Ltd., Sheffield, Eng.
Caverhill, Learmont & Co., Montreal
James Hutton & Co., Montreal
Gillette Safety Razor Co., Ltd., Montreal
Landers, Frary & Clark, New Britain, Conn.
Wilkinson Sword Co., Sheffield, Eng.

Reamers
Pratt & Whitney Co., Ltd., Dundas
Butterfield & Co., Rock Island, Que.

Ratchet Drills
Goodell-Pratt Co., Greenfield, Mass.

Reciprocating Drills
Goodell-Pratt Co., Greenfield, Mass.

Refrigerators
Thos. Davidson Mfg. Co., Ltd., Montreal.
Renfrew Refrigerator Co., Renfrew, Ont.
Soren Bros., Toronto

Refrigerator Hardware
Toronto Lock Mfg. Co., Toronto.

Registers
Barton Netting Co., Ltd., Windsor, Ont.
Canada Foundries & Forgings, Brockville
Empire Mfg. Co., Sackville, N.B.
Jas. Stewart Mfg. Co., Woodstock, Ont.

Rifles
Harrington & Richardson Arms Co., Worcester, Mass.

Rivets
Parmenter Bulloch Co., Gananoque, Ont.

Roadlighters
A. Shaler Co.

Roofing, Ready
Bird & Son, Hamilton, Can.
Bishopric Wall Board Co., Ltd., Ottawa, Ont.
Thos. Birkett & Son Co., Ltd., Ottawa.
Brantford Roofing Co. Ltd., Brantford, Ont.
Canadian Roofing Co., Ltd., Windsor, Ont.
Standard Paint Co., of Canada, Ltd., Montreal.

Rules
Jas. Chesterman & Co., Sheffield, Eng.
Lufkin Rule Co., Windsor, Ont.
L. S. Starrett Co., Athol, Mass.

Saws, Hand and Circular
E. C. Atkins Co., Hamilton, Can.
Henry Disston & Sons, Toronto.
Simonds Canada Saw Co., Montreal.

Scoops
Canadian Shovel & Tool Co., Hamilton, Can.

Screws
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Screw and Bolt Cases
Duluth Show Case Co., Duluth, Minn.

Screw Machines
Stratford Brass Co., Ltd., Stratford, Ont.

Shades, Electric
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Sheets, Galvanized and Black
American Rolling Mills, Middleton, Ohio.
Baines & Peckover, Toronto.
A. C. Leslie & Co., Montreal, Que.
Dominion Sheet Metal Co., Hamilton.
M. & L. Samuel Benjamin Co., Toronto.
M. & S. H. Thompson, Montreal, Que.

Shovels
Canadian Shovel & Tool Co., Hamilton, Can.

Show Cases
Duluth Show Case Co., Duluth, Minn.

Silo Lugs
Otterville Mfg. Co., Otterville, Ont.

Sinks
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Empire Mfg. Co., London, Ont.

Silver Plated Ware
Canadian Wm. A. Rogers Co., Toronto.
Oneida Community, Ltd., Niagara Falls, Ont.

Solder
Canada Metal Co., Toronto
Empire Mfg. Co., London and Toronto
Hoyt Metal Co., Toronto
Northern Electric Co., Montreal
Owl Metal Co., Ltd., Winnipeg
Geo. W. Reed, Montreal
Tallman Brass & Metal Co., Hamilton, Ont.

Soldering Paste
Canada Metal Co., Toronto
Great West Electric Co., Ltd., Winnipeg, Man.

Solderall
Thos. Davidson Mfg. Co., Ltd., Montreal.

Soap Dishes
Kinzinger Bruce & Co., Niagara Falls, Ont.

Spades
Eric Iron Works, St. Thomas, Ont.

Spark Plugs
Canadian Carbon Co., Ltd., Toronto
Canada Cycle & Motor Co., Ltd., Weston, Ont.
Canada Sales Co., Toronto, Can.
Great West Electric Co., Ltd., Winnipeg, Man.
Champion Spark Plug Co., Windsor, Ont.
Dominion Battery Co., Ltd., Toronto, Ont.
Eclipse Mfg. Co., Indianapolis, Ind.
W. T. Evans, 109 St. Urbain St., Montreal
Hyslop Bros., Toronto
Interstate Electric Novelty Co., Montreal
Northern Electric Co., Ltd., Toronto
Sharp Spark Plug Co., Cleveland, Ohio.

Spiders
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Spoke Shaves
Stanley Rule & Level Co., New Britain, Conn.

Sponge Baskets
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Sprayers
Collins Mfg. Co., Toronto
Thos. Davidson Mfg. Co., Ltd., Montreal.
Eureka Planter Co., Woodstock

Springs
B. J. Coghlin Co., Ltd., Montreal, Que.

Spring Dies
Wells Bros. Co. of Canada, Galt

Stable Fittings
Beatty Bros., Fergus, Ont.
Canada Foundries & Forgings, Brockville.
Toronto Lock Mfg. Co., Toronto.

Store Fixtures
Cameron & Campbell, Toronto.
Millbradt Mfg. Co., Sterling, Ill.
Walker Bin & Store Fixture Co., Kitchener, Ont.

Stoves
Burrow, Stewart & Milne, Hamilton, Can.
Canada Foundries & Forgings, Brockville.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Enterprise Foundry Co., Sackville, N.B.
Findlay Bros., Carleton Place
Gurney Foundry Co., Toronto
Hoosier Stove Co., Marion, Ind.
McClary Mfg. Co., London, Ont.
Record Foundry & Machine Co., Moncton, N.B.
Jas. Stewart Mfg. Co., Ltd., Woodstock

Stoves, Fireless Cook
Louis McLain Co., Ltd., Winnipeg, Man.

Stoves, Gasoline
National Stamping & Electric Works, Chicago

Stove Lining
Geo. W. Reed, Montreal.

Stove Pipe
Collins Mfg. Co., Toronto
Thos. Davidson Mfg. Co., Ltd., Montreal.

Stretchers, Wire
Banwell Hoxie Wire Fence Co., Ltd., Hamilton

Steel, Reinforcing
Baines & Peckover, Toronto.
Canadian Rolling Mills Co., Ltd., Montreal
Canadian Tube & Iron Co., Ltd., Montreal
London Rolling Mill Co., London, Ont.
Manitoba Rolling Mills Co., Winnipeg

Steel, Strip
Baines & Peckover, Toronto, Ont.
Dominion Sheet Metal Co., Ltd., Hamilton

Stencils and Ink
Hamilton Stamp & Stencil Co., Hamilton

Steamers and Boilers
Thos. Davidson Mfg. Co., Ltd., Montreal.

Steel Bending Brakes
Steel Bending Brake Works, Chatham

Steel, Mild, Sleigh Shoe, Tire
Baines & Peckover, Toronto, Ont.
Canadian Rolling Mills Co., Ltd., Montreal
Canadian Tube & Iron Co., Ltd., Montreal
London Rolling Mill Co., London, Ont.
Manitoba Rolling Mills Co., Winnipeg
Steel Co. of Canada, Hamilton

Stains
Brandram-Henderson, Montreal
Canada Paint Co., Ltd., Montreal
Dougall Varnish Co., Ltd., Montreal
The Lowe Bros. Co., Toronto
R. C. Jamieson & Co., Ltd., Montreal
Martin-Senour Co., Ltd., Montreal
McArthur-Irwin, Ltd.
Benjamin Moore & Co., Ltd., Toronto
A. Ramsay & Sons Co., Montreal
The Ottawa Paint Works, Ottawa.
Sanderson Pearcy & Co., Toronto.
Sherwin-Williams Co., Montreal
Standard Paint & Varnish Co., Windsor Ont.
Spielman Agencies Ltd., Montreal
G. F. Stephens & Co., Winnipeg

Staples
Canada Steel Goods Co., Hamilton
Laidlaw Bale-Tie Co., Ltd., Hamilton
National Mfg. Co., Sterling, Ill.
Steel Co. of Canada, Ltd., Hamilton
Western Wire & Nail Co., London

Stays, Friction
Toronto Lock Mfg. Co., Toronto.

Stools
Evan L. Reed Mfg. Co., Sterling, Ill.

STUCCO BOARD
Bishopric Wall Board Co., Ltd., Ottawa, Ont.

Sweat Pads
American Pad & Textile Co., Chatham
Burlington Windsor Blanket Co., Toronto.

Switches, Switchboards
Canadian General Electric Co., Ltd., Toronto
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal.

Supply Pipes, Iron and Brass, Bath and Basin
Empire Mfg. Co., London, Ont.

Talking Machines
Dominion Sewing Machine & Phonograph Co., Winnipeg

Parker Sheet-Metal Screws

For joining sheet metal.

Saves 75% cost and labor.

Used by all sheet metal workers.

Does away with bolting, riveting, etc.

Makes a pleasant job in its use.

Parker Damper Quadrant

"BEST IN THE WORLD"

FOR DAMPER REGULATION IN HOT AND COLD AIR DUCTS

PARKER SUPPLY CO.

Manufacturers

784 East 136th Street, New York

WRITE FOR SAMPLES

When in need of

Wrapping Paper

Twines & Cordage

Brooms
Brushes
Baskets

Grocers' Sundries

Walter Woods & Co.

Hamilton and Winnipeg

E. Roy,
65½ St. Andre St., Montreal, Que.

C. C. Cartwright,
35 Water St., Winnipeg, Man.

4 Good Reasons ---READ 'EM!

Why you should sell Rolled Thread Bolts and Screws:

BETTER QUALITY—Rolled Thread Bolts can only be made from first quality Basic Open-Hearth Stock.

STRONGER—Actual tests show 13 per cent. greater strength than Cut Thread Bolts.

NO USELESS WEIGHT—Shanks are smaller than threads. No useless weight to pay freight on.

BIG FIRMS ADOPTING THEM—Some of the largest users on the continent will accept nothing else—and they always investigate before acting.

THE NORTHERN BOLT, SCREW AND WIRE COMPANY, LIMITED - OWEN SOUND, ONT.

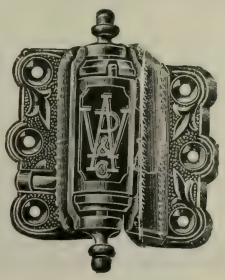
T-F Quality Spring Hinges

A Line that always makes good with the trade

Spring hinges will be in big demand as soon as the warm weather sets in. Now is the time to order from your jobber.

When you buy T-F Spring Hinges you are buying a line that will sell easily and give every satisfaction.

We take pride in producing a high quality article.



Taylor-Forbes Co., Limited, Guelph, Ontario

If interested, tear out this page and keep with letters to be answered.

THE BUYERS' GUIDE

Tanks, Cistern
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Tanks, Galvanized Steel
Empire Mfg. Co., London and Toronto
Winnipeg Ceiling & Roofing Co., Winnipeg
Taps
Butterfield & Co., Rock Island, Que.
Pratt & Whitney Co., Dundas, Ont.
Wells Bros. Co. of Canada, Galt, Ont.
Tap Holders
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Tapping Attachments
Pratt & Whitney Co., Dundas, Ont.
Wells Bros. of Canada, Galt
Tapes, Measuring
Caverhill, Learmont & Co., Montreal
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
Lufkin Rule Co., Ltd., Windsor, Ont.
L. S. Starrett Co., Athol, Mass.
Tea Pots and Urns, Tea Ball
Landers, Frary & Clark, New Britain, Conn.
Terne Plates
A. C. Leslie & Co., Ltd., Montreal
Thimbles, Smoke Pipe
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Tiling, Walls and Floor
Barton Netting Co., Windsor
Tiling, Rubber
Gutta Percha & Rubber Co., Ltd., Toronto.
Tinsmiths' Machinery
Brown, Boggs Co., Hamilton, Ont.
Steel Bending Brake Works, Chatham.
Tire Carriers, Automobile
Kinzinger Bruce & Co., Niagara Falls, Ont.
Tires and Tubes, Automobile
Canadian Consolidated Rubber Co., Montreal.
Dunlop Tire & Rubber Co., Toronto, Can.
Gutta Percha & Rubber Co., Toronto.
McGraw Tire & Rubber Co., East Palestine, O.
Tools
Buck Bros., Millbury, Mass.
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
B. J. Coghlin Co., Ltd., Montreal, Que.
Northern Electric Co., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.
Pratt & Whitney, Dundas, Ont.
Ward & Payne, Sheffield, Eng.
Tools, Garden
Eureka Planter Co., Woodstock
Ward & Payne, Sheffield, Eng.
Tools, Harvest
Beatty Bros., Ltd., Fergus, Ont.
F. E. Myers & Bro., Ashland, O.
Toys
American Flyer Mfg. Co., Chicago, Ill.
J. E. Beauchamp & Co., Montreal
A. C. Gilbert Co., New Haven, Conn.
Tools, Blacksmiths'
D. Ackland & Son, Winnipeg.
Tools, Machinists'
L. S. Starrett Co., Athol, Mass.
Goodell-Pratt Co., Greenfield, Mass.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
Tools, Woodworkers'
National Machinery & Supply Co., Hamilton
Towel Bars
Kinsinger Bruce & Co., Niagara Falls, Ont.
Newell Mfg. Co., Prescott, Ont.
Traps, Brass, Iron, Lead
Canada Metal Co., Toronto.
Empire Mfg. Co., London, Ont.
Traps, Game
Oneida Community, Ltd., Niagara Falls, Ont.
Troughs
Beatty Bros., Fergus, Ont.
Trammel Points
Stanley Rule & Level Co., New Britain, Conn.
Trowels
H. Disston & Sons, Toronto
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Ward & Payne, Sheffield, Eng.
Trucks, Warehouse
Canada Foundries & Forgings, Brockville
John Watson Mfg. Co., Ltd., Winnipeg, Man.
Try Squares
Henry Disston & Sons Co., Toronto
Stanley Rule & Level Co., New Britain, Conn.
Truing Devices
Cleveland Stone Co., Cleveland, Ohio
Tungsten Lamps
Canadian Tungsten Lamp Co., Hamilton, Ont.
Canadian Laco-Phillips Co., Toronto
Great West Electric Co., Ltd., Winnipeg, Man.
Turning Tools
Buck Bros., Milbury, Mass.
Ward & Payne, Sheffield, Eng.
Tubs
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Tumbler Holders
Kinsinger Bruce & Co., Niagara Falls, Ont.
Tubing, Steel
Standard Tube & Fence Co., Woodstock
Twines
Consumers Cordage Co., Montreal
Scythes & Co., Ltd., Toronto.
Walter Woods & Co., Hamilton
Valves, Standard, Globe, Angle and Check
Canadian Fairbanks-Morse Co., Montreal.
Empire Mfg. Co., London, Ont.
Jenkins Bros., Montreal, Que.
Jas. Morrison Brass Mfg. Co., Toronto.
T. McAvity & Sons, Ltd., St. John, N.B.
Penberthy Injector Co., Limited, Windsor, Ont.
United Brass Founders, Ltd., Manchester, Eng.
Valves, Radiator and Air, Iron Body, Composition, Globe, Angle, Check
Canadian Fairbanks-Morse Co., Montreal, Que.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Empire Mfg. Co., London, Ont.
Jenkins Bros., Montreal, Que.
Jas. Morrison Brass Mfg. Co., Toronto.
T. McAvity & Sons, Ltd., St. John, N.B.
Penberthy Injector Co., Limited, Windsor, Ont.
United Brass Founders, Ltd., Manchester, Eng.
Varnishes
Berry Bros., Walkerville
Boston Varnish Co., Everett Station, Boston.
Brandram-Henderson, Montreal
Canada Paint Co., Montreal
Dougall Varnish Co., Ltd., Montreal
McArthur Irwin, Montreal
Martin-Senour Co., Ltd., Montreal
Benjamin Moore & Co., Ltd., Toronto
A. Ramsay & Son, Montreal
R. C. Jamieson & Co., Montreal
Pratt & Lambert, Bridgeburg, Ont.
Sanderson, Pearcy & Co., Toronto.
Sherwin-Williams Co., Montreal
G. F. Stephens & Co., Ltd., Winnipeg
Ottawa Paint Works, Ottawa.
Wilkinson & Kompass, Hamilton
Ventillators, Metallic
Metallic Roofing Co., Toronto and Winnipeg
Winnipeg Ceiling & Roofing Co., Winnipeg
Vises
Thos. Birkett & Son Co., Ltd., Ottawa.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal
Goodell-Pratt Co., Greenfield, Mass.
Lewis Bros., Ltd., Montreal
National Machinery & Supply Co., Hamilton
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.
Vulcanizers
Adamson Mfg. Co., Hamilton
Northern Electric Co., Montreal
C. A. Shaler Co., Waupun, Wis.
Wagon Hardware
Gregg Mfg. Co., Ltd., Winnipeg, Man.
Wagons
Woodstock Wagon Mfg. Co., Woodstock, Ont.
WALLBOARD
Bishopric Wall Board Co., Ltd., Ottawa, Ont.
Warmers, Foot
Chicago Flexible Shaft Co., Chicago, Ill.
Washers
C. Kloepfer, Ltd., Toronto
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton
Wilkinson & Kompass, Hamilton
Washing Machines, Electric, Hand and Power
Beatty Bros., Fergus, Ont.
Canadian Woodenware Co., St. Thomas, Ont.
J. H. Connor & Son, Ltd., Ottawa
Cushman Motor Works, Ltd., Winnipeg, Man.
Dowswell, Lees & Co., Hamilton.
Great West Electric Co., Ltd., Winnipeg, Man
Maytag Co., Winnipeg, Man.
Northern Electric Co., Montreal
Waste, Cotton
Acme Waste Mfg. Co., Toronto.
Scythes & Co., Ltd., Toronto
Wilkinson & Kompass, Hamilton
Wash Boards
Canadian Woodenware Co., St. Thomas, Ont.
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Water Supply Systems
Empire Mfg. Co., London, Ont.
Weather Stripping
Swan Mfg. Co., Winnipeg
Wedges
Can. Foundries & Forgings, Ltd., Brockville, Ont
Canadian Warren Axe & Tool Co., St. Catharines, Ont.
Whitewash Outfits
Collins Mfg. Co., Toronto
Spramotor Co., London, Ont.
Weeders, Garden (hand)
J. E. Gilson Mfg. Co., Port Washington, Wis.
C. S. Norcross & Sons, Bushnell, Ill.
Weights
Can. Foundries & Forgings, Ltd., Brockville, Ont
Wheels, Well
Can. Foundries & Forgings, Ltd., Brockville, Ont
Wholesale Hardware
Thos. Birkett & Co., Ottawa, Ont.
Caverhill, Learmont & Co., Montreal
Frothingham & Workman, Montreal
H. S. Howland Sons & Co., Toronto.
Lewis Bros., Ltd., Montreal
Miller-Morse Co., Winnipeg, Man.
Rice Lewis & Sons, Ltd., Toronto
White's, Ltd., Collingwood, Ont.
White Lead
Brandram-Henderson, Montreal
Canada Paint Co., Ltd., Montreal
Carter White Lead Co., Montreal
Steel Co. of Canada, Ltd., Hamilton
McArthur Irwin, Montreal
Windows, Kalameined
Metallic Roofing Co., Toronto and Winnipeg
Windshields
Leeks & Potts, Hamilton, Ont.
Wire Cloth
B. Greening Wire Cloth Co., Ltd., Hamilton
Wire Cutters
Bridgeport Hardware Co., Bridgeport, Conn.
Northern Electric Co., Montreal
Wire Hoops
Laidlaw Bale-Tie Co., Ltd., Hamilton
Steel Co. of Canada, Ltd., Hamilton
Wire
Canadian Tube & Iron Co., Ltd., Montreal
British Aluminum Co., Ltd., Toronto
Caverhill, Learmont & Co., Montreal
B. Greening Wire Cloth Co., Ltd., Hamilton
Laidlaw Bale-Tie Co., Ltd., Hamilton
Lewis Bros., Ltd., Montreal
Northern Electric Co., Montreal
Northern Bolt Screw & Wire Co., Owen Sound, Ont.
Steel Co. of Canada, Hamilton
Western Wire & Nail Co., London
Wire Mats
B. Greening Wire Cloth Co., Ltd., Hamilton
Wire Rope
Baines & Peckover, Toronto.
Wrenches and Accessories
Can. Foundries & Forgings, Ltd., Brockville, Ont
Goodell-Pratt Co., Greenfield, Mass.
Keystone Mfg. Co., Buffalo, N.Y.
L. S. Starratt Co., Athol, Mass.
Trimont Mfg. Co., Roxbury, Mass.
Will B. Lane, Chicago, Ill.
J. H. Williams Co., Brooklyn, N.Y.
Wrenches, Alligator
Bridgeport Hardware Co., Bridgeport, Conn.
Wrenches, Ratchet
L. S. Starrett Co., Athol, Mass.
Spielman Agencies, Montreal
Wrought Nipples
Canadian Tube & Iron Co., Ltd., Montreal
Wrought Couplings
Canadian Tube & Iron Co., Ltd., Montreal
Wringers, Hand and Power
Beatty Bros., Fergus, Ont.
Caverhill, Learmont & Co., Montreal
Dowswell, Lees & Co., Hamilton.
J. H. Connor & Sons, Ltd., Ottawa
Lewis Bros., Ltd., Montreal
Zinc, Bar
Canada Metal Co., Ltd., Toronto

A Satisfied Customer the Best Advertisement

We are pleased to inform you that we are simply delighted with your CANADIAN GROCER.

It is certainly most interesting, and your market reports are about as reliable as they can be. In fact, we do not see how we could do without it now, and the best proof we can give you that we really appreciate your paper is in subscribing to another one of your trade papers, HARDWARE AND METAL, *which you will please send along with* CANADIAN GROCER.

P. PAUL & CO.,
Duncan Station, Que.

"I've Noticed this Pratt & Lambert Full-Page Advertisement in this Week's Saturday Evening Post, and I want some of their "61" Floor Varnish."

THERE are three classes of your customers who are influenced by Pratt & Lambert advertising. First is the type shown above. This scene has occurred in the stores of thousands of P&L dealers — so often in fact, that many dealers look on these cases alone as their share of the benefits derived from the national advertising of Pratt & Lambert Varnish Products, and are perfectly satisfied.

But this is only *one* of three types.

The second class is that very large class who read the advertising and ask for "61" Floor Varnish without mentioning the fact that their purchase is the result of the advertising — perhaps without even realizing themselves that such is the case.

But the third class is the largest of all — and one which you can cultivate enormously. These are the folks who come to you asking for "varnish," but smile in pleased recognition when you offer them "61" Floor Varnish.

All of the classes are reached by the big magazine advertising typified by the

FULL-PAGE PRATT & LAMBERT ADVERTISEMENTS IN THE SATURDAY EVENING POST ISSUES OF APRIL 27TH AND MAY 25TH

And this is not the end! The full-page spring campaign in the Post is not yet completed; big page advertisements in the American, Country Life and the others are still to appear; and when this series is over there'll be another huge campaign in the fall, followed by others, in the same steady, consistent fashion that has been characteristic of P&L advertising for the last *ten years*. The piled-up consumer influence of this decade in the limelight is waiting your call to shower its benefits on *your store* — on *YOU*.

Write today for the Pratt & Lambert Dealer Proposition.

PRATT & LAMBERT-INC. VARNISH MAKERS 69 YEARS

24 Courtwright Street, Bridgeburg, Ontario

Factories: Bridgeburg, Ontario New York Buffalo Chicago London Paris Sydney

If interested, tear out this page and keep with letters to be answered.

PEERLESS PERFECTION

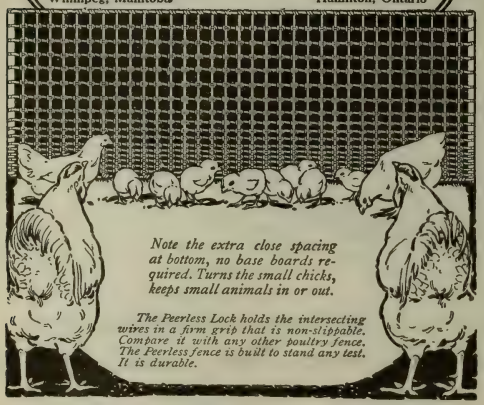
The fencing upon which you can **build a reputation** and hold the fence trade of your territory. You can put up the strongest kind of a guarantee—we back you up.

We build this fence of open hearth steel wire with all the impurities burned out and all its strength and lasting qualities retained. Peerless poultry fencing is extra strong, heavily galvanized, can't sag, won't rust, never gets out of shape, keeps in and keeps out—both great and small.

Write for Dealer's Proposition

We show you where the big trade is for parks, lawns, cemeteries, fences plain and ornamental for farms, ranches, all purposes.

THE BANWELL-HOXIE WIRE FENCE CO., Ltd.
Winnipeg, Manitoba Hamilton, Ontario



Note the extra close spacing at bottom, no base boards required. Turns the small chicks, keeps small animals in or out.

The Peerless Lock holds the intersecting wires in a firm grip that is non-slippable. Compare it with any other poultry fence. The Peerless fence is built to stand any test. It is durable.

Wrought and Steel Plate WASHERS OF ALL DESCRIPTIONS

ROUND AND SQUARE

PLAIN OR GALVANIZED

Annealed Rivet Burrs; Felloe Plates; Sheared and Punched Plates; Malleable Washers and Cast Iron Washers.

PROMPT SHIPMENTS

We Guarantee Quality and Service.

Wrought Washer Mfg. Co.
MILWAUKEE, WIS.

Sell Handles that are Most in Demand

STILL'S

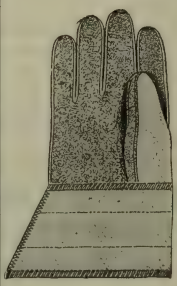
There are more of STILL'S HANDLES sold in Canada than any other make. What's the logical conclusion of this fact?—*they are the best.*

There's a Still Handle to meet every need: Axe, Pick, Sledge and Hammer Handles; Cant Hook and Peavie Handles.

There's nothing like selling the best of everything. Good profits in our handles, too.

J. H. Still Mfg. Company
ST. THOMAS -:- ONTARIO

TAPATCO
REGISTERED TRADE MARK BRAND



Cotton Gloves Selling Better Than Ever

There's more work being done in the gardens of Canada this year than ever before, and every garden worker feels the necessity of cotton work gloves. Sell them "TAPATCO" cotton gloves. They are the most comfortable and serviceable glove made. Good-looking, too.

Many Styles--Many Colors

Made in Band Top, Knit Wrist and Gauntlet Styles, light, medium and heavy weights. Jersey Gloves and Mitts in Oxford, Tan and Slate.

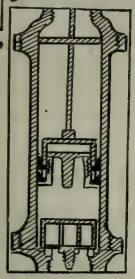
Also Leather and Leatherette Trimmed Gloves.

Put "TAPATCO" Gloves to the front. It will pay you. Big sales and good profits.

The American Pad & Textile Co.
CHATHAM, ONTARIO

If interested, tear out this page and keep with letters to be answered.

BT



BT

Ready-to-Ship Pumps, Pump Cylinders and Pump Leathers

BT PUMPS—Our "7 Pumps that take the place of 700" cover the field. They are low in price and high in quality because we specialize on our "7." They are easy to handle because they are Ready-to-ship, Ready-to-sell and practically Ready to install.

BT PUMP CYLINDERS— Here's another instance where BT concentration and specialization results in higher quality and better price. Where we once made over ten million styles we now make 67 and these 67 meet all demands perfectly.

BT PUMP LEATHERS—Made to give longer and better service than any other pump leathers. You can keep them in stock for years and they will not deteriorate.

Best way to learn of BT products and their selling features is to write for catalog.

BT

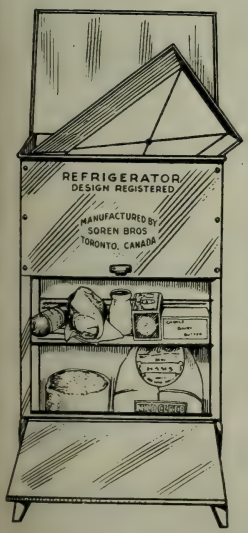
Order Without Delay

Raw materials are scarce and pump manufacturing may be affected. You should order now to be sure of deliveries in time for summer selling.

Beatty Bros., Limited, Fergus, Ont.

St. John, N.B., Montreal, Que., Winnipeg, Man., Edmonton, Alta.

This Little Food Conserver



should be on your floor right now. The Frost King All-Metal Refrigerator has just the size and price to appeal to the great number of "ordinary people" to whom a refrigerator will appear as a necessity this summer. Cheap, light, compact, attractive, strong, sanitary—the ideal food saver for the small home — big refrigerator service in small space. Get yours while you can.

Soren Bros. 545-7-9 King St. W. TORONTO

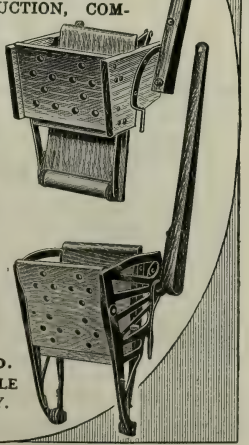
"White"

MOP WRINGERS

EASE OF OPERATION, THEIR GREAT UTILITY AND THEIR SUBSTANTIAL CONSTRUCTION, COMBINED WITH THEIR PRICE, MAKES THE WHITE MOP WRINGER A RAPID SELLER.

Made of malleable iron and the best of hard woods — Maple or Birch. Fits any kind of pail and wrings the mop thoroughly.

It has more than one use —often used for fruit and vegetable presses and works perfectly. The advent of the White Mop Wringer proved a boon to the housewife—it sells itself and is a good profit-maker.



White Mop Wringer Co.
FULTONVILLE
N.Y.

If interested, tear out this page and keep with letters to be answered.

CROWBARS

No. 102-A—CHISEL POINT

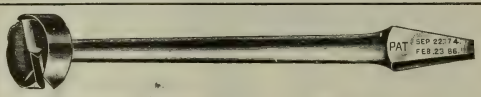
We offer you bars made of High Carbon Steel at the same price as you are buying the Mild Steel Bar elsewhere. Send us a trial order.

B. J. COGHLIN CO., LIMITED, Office and Factory: Ontario St. East, MONTREAL

TARRED FELT

SPECIFY DOMINION BRAND

J. H. McCOMB, LIMITED Manufacturers of all kinds of Building Paper, Pitch and Coal Tar **MONTREAL**



THE PROGRESSIVE MANUFACTURING CO.
Torrington, Conn., U.S.A.

FORSTNER BITS

bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTER. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability. Made for Brace—made for machine. Packed singly; packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Only through your jobber to-day.

CANADIAN ROLLING MILLS CO., LIMITED

WORKS: LACHINE CANAL, MONTREAL

MANUFACTURERS OF

BAR IRON and STEEL: Rounds, Squares and Flats.

ALSO

Twisted Steel Bars for Reinforcing

SELLING AGENTS:

CANADIAN TUBE & IRON COMPANY, Limited, MONTREAL

The Peterboro Lock Mfg. Company, Limited

Peterboro, Canada

Established 1885

MANUFACTURERS OF

BUILDERS' HARDWARE

Ship Hardware, Saddlery Hardware, Padlocks, Door Checks, Brass and Iron Castings, Stampings and other Hardware Specialties.

London Bar Iron

Has a reputation in the Canadian market, thoroughly established for the last eighteen years.

Compares in quality with the best imported brands, but is considerably lower in price.

Copy of tests made by Strength of Materials Laboratory (University of Toronto) March 27th, 1918, prove our claims as to quality.

	9-16 Sq.	⅞ Rd.	1 Sq.	1½x⅜
Elastic Limit, per sq. in.	39.000	33.300	33.000	35.300
Ultimate Strength	54.600	54.300	52.000	50.000
Elongation in 8 in.....	25%	27%	29%	26%
Reduction	47%	49%	50%	50%

Sales Agents: Manitoba, Bissett & Webb, Ltd., Winnipeg; British Columbia, McPherson & Teetzell, Vancouver.

All wholesale hardware dealers carry **London Bar Iron**

Drop us a line for full particulars and prices.

Manufactured in Canada by

London Rolling Mills Co.

LIMITED

LONDON, ONTARIO

Our CELEBRATED HOLLOW CABLE CLOTHES LINE WIRE

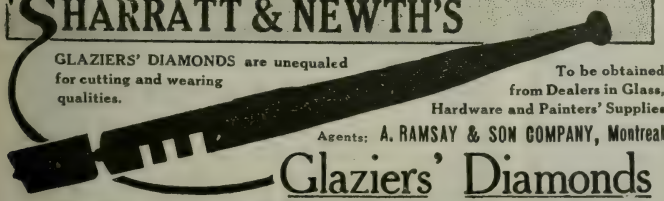
Smoothest and most pliable made.

Wire Nails, Coiled Spring, Barb and Plain Fence Wire, Oiled and Annealed Wire Staples, Fence Hooks, etc.

THE WESTERN WIRE & NAIL CO., Limited, LONDON, ONT

"Write for HARDWARE and METAL Electro Booklet"

SHARRATT & NEWTH'S

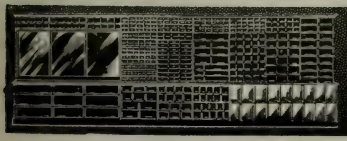


GLAZIERS' DIAMONDS are unequaled for cutting and wearing qualities.

To be obtained from Dealers in Glass, Hardware and Painters' Supplies

Agents: A. RAMSAY & SON COMPANY, Montreal

Glaziers' Diamonds



Wall Cases, Shelving, Display Counters, Nail Bin Counters, Screw Cases—all kinds of Store Fittings.

The quality of our goods is top-notch. Prices right.

CAMERON & CAMPBELL, Limited, Manufacturers

Toronto, Canada

"Delta" Files

—they'll make you many friends

When you pass a "Delta" File across your counter you offer your customer the best file service he can get anywhere. If he knows "Delta" he'll warm up to you right away. If he has never been fortunate enough before to meet up with a "Delta" you'll be introducing him to a degree of file quality which he has thought impossible of attainment. Whether he's an old "Delta" user or a new one he's going to gain a new conception of the quality of your stock and of your general business ability. The complete satisfaction which "Delta" Files give him will be reflected in his attitude towards you and your entire stock. He'll actually purchase other goods from you on the strength of "Delta" quality. Do you know our proposition?

DELTA FILE WORKS

PHILADELPHIA, PA.

CANADIAN AGENTS:

H. S. Howland, Sons & Co., Toronto; Starke, Seybold, Montreal; Wm. Stairs, Son & Morrow, Halifax; Merrick-Anderson Co., Winnipeg.

ALL LEADING JOBBERS.

If interested, tear out this page and keep with letters to be answered.

MANUFACTURERS SUPPLIES

Firms advertising in this department are particularly interested in supplying requirements of manufacturers, and solicit their inquiries.

Acme Waste Mfg. Co.

LIMITED

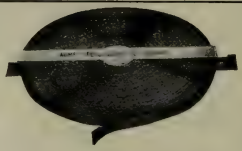
Cotton and Wool Waste Manufacturers

482 Wellington Street West, Toronto, Ont.
5 Queen Street, Montreal, Que.

Western Representatives:

P. A. C. McINTYRE & CO.
206 Scott Block, Winnipeg, Man.

Write to any one of these places when in need of waste.



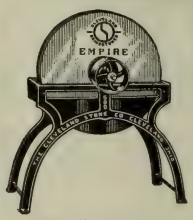
ACME
PATENTED

This is the trade mark to look for in buying your Box Strapping, Corrugated Fasteners, Steel Mats, Running Board Mats, Clasp, Box Corners, Bed Fasteners.

Acme Steel Goods Co. of Canada, Ltd.
MONTREAL
Agents—T. A. Corley & Son, Winnipeg; Lynch & Manley, Toronto; H. C. Brennan Co., Ottawa; Landry & Simard, Quebec.

Cleveland Grindstones

It's in the Grit



Sandstone of commerce is made from sand, which is pressed together in Nature's wonderful laboratory.
There are about 20 different grades—from coarse to fine.
"Cleveland Grindstones" are carefully selected by experts of years' experience.
Ask your jobber for "Clevelands." Write for folder, "Selection and Care of a Grindstone."

THE CLEVELAND STONE CO.
LEADER NEWS BLDG. CLEVELAND, O.
Bissett & Webb, Limited - Winnipeg - *Western Distributors*

C. KLOPFER, LIMITED

Edward Halloran, Manager
44-50 Wellington Street East, TORONTO
And at Guelph

IRON and STEEL
HEAVY HARDWARE
AUTOMOBILE ACCESSORIES

WILKINSON & KOMPASS

TORONTO HAMILTON WINNIPEG
IRON AND STEEL
HEAVY HARDWARE
MILL SUPPLIES
AUTOMOBILE ACCESSORIES
WE SHIP PROMPTLY

LACE LEATHER

in
Sides, Backs and Cut;
Raw-Hide and Tanned
W. TAYLOR
TANNER
PARRY SOUND, ONT.

If interested, tear out this page and keep with letters to be answered.

GLUE
IN PACKAGES

Put up in the way that best appeals to the people—that's "Brantford" GLUE

It's an all 'round glue and makes good profits for dealers.
In ¼, ½ and 1 lb. packages at your jobbers.

CANADA GLUE CO., Limited, Brantford, Ont.

JOSEPH RODGERS & SONS
SHEFFIELD, ENG. LIMITED

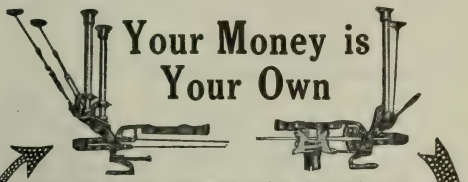
Avoid imitations of our
CUTLERY
By seeing that this exact mark is on each blade

REGISTERED TRADE MARK
GRANTED 1682.

SOLE AGENTS FOR CANADA
James Hutton & Company
MONTREAL

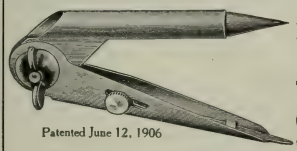
Look for the full name
Russell Jennings
stamped on the round of our
Auger Bits
The original double twist auger bit, patented by Mr. Russell Jennings in 1855
Russell Jennings Mfg. Co.
CHESTER, CONN., U.S.A.

Your Money is Your Own



You may lose it or you may save it, and use it to make more money, and we wish to tell you plainly that in the three hundred working days of every year you can make money by saving it—saving the change that is given out, made wrong by your salesmen—perhaps every day. We've thought much about this matter—as much as anybody—and by our long experience and exceptional opportunities are able to advise you how to prevent these losses.
Write for our four-page circular which tells about it.
Level, Grade and Perpendicular Wire Cash Carriers, Parcel Carriers, Cable Carriers and Pneumatic Tubes.
GIPE-HAZARD STORE SERVICE CO., LTD.,
113 Sumach St., Toronto, Can.

BOLTS
We have a large stock of high grade Carriage and Machine Bolts and Coach Screws and Rivets, Nuts and Washers.
All orders filled and shipped promptly
London Bolt & Hinge Works
London Canada



F. BRAIS & CO.
Manufacturers of
The Improved
Gem Scriber
Patented June 12, 1906

Made complete—no changing. No chance to lose parts—time saved. The cut will convince you.

Manufactured Exclusively by
F. BRAIS & COMPANY
1349 EAST 90th STREET CLEVELAND, OHIO

Mr. Manufacturer, We Get Results in the West

This organization includes a bunch of live salesmen who are calling regularly on both the wholesale and retail trade throughout Western Canada. We are getting good business for our clients because we know our field thoroughly and cover it often. If yours is a good line we certainly can get business for you. Get in touch with us.

Geo. W. Griffiths & Co., Ltd.
Winnipeg

Agencies WANTED FOR ENGLAND
THE BRITISH ISLES OR THE WHOLE OF EUROPE

Manufacturers and Exporters desirous of selling goods in England, etc., please send catalogues and suggestions.

We sell goods on commission.

CRAVENS' PATENT LIMITED
CORPORATION STREET, MANCHESTER
ENGLAND

TRADE MARKS

Any trade-mark shown on this page, when stamped on an article of hardware, is the manufacturer's personal "O.K.," guaranteeing the quality of the product.

BRASS CHECKS

Drop us a card for prices and particulars

HAMILTON STAMP & STENCIL WORKS, Ltd.
HAMILTON, ONT.

BLUE LABEL LAMPS

ALWAYS SATISFY
Made by
The Canadian Tungsten Lamp Co., Limited
Hamilton, Canada

FOOD CHOPPERS

Knives and plates made from wrought Swedish steel of finest quality. These choppers may be had tinned all over or enamelled white inside and japanned red outside. Stock carried.

F. W. LAMPLOUGH & CO.
Unity Bldg., Montreal

TRADE SAWYER MARK Registered

STITCHED CANVAS BELTS
"THE QUALITY BELT"
PLEWES LIMITED, Distributors, WINNIPEG

The PARMENTER BULLOCH CO., Ltd

GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

BEAR BRAND LAMP BLACKS

A Germantown of quality that gets big business
WILCKES, MARTIN, WILCKES CO.
135 WILLIAM ST NEW YORK

CANADIAN CANOES

All Wood and Canvas Covered
Catalogue "H" on request
THE CANADIAN CANOE COMPANY LIMITED
216 RINK STREET PETERBOROUGH ONT.

"Climax" Paper Balers

Turn Waste Paper Into Money
FREE—10 DAYS' TRIAL.

12 sizes.
Made of Steel.
Reduces your fire risk.
Salesmen and Dealers Wanted.
CLIMAX BALER CO.
HAMILTON, ONT.

BATH ROOM FITTINGS

K NIAGARA
KINZINGER, BRUCE & CO., LIMITED
NIAGARA FALLS, CANADA
WHAT WE MAKE WE GUARANTEE

AUTO ACCESSORIES

THE CLIPPER

There are three things that destroy your lawn: Dandelions, Buck Plantain and Crab Grass. In one season the Clipper will drive them all out. All dealers should investigate selling possibilities. Drop us a line and we will send circular and prices.

CLIPPER LAWN MOWER CO. Dixon, Ill.

STERLING

Hack Saw Blades and Machines
Manufactured by
Diamond Saw & Stamping Works
BUFFALO, N.Y.

NOH

Manufacturers of Builders' Hardware, Castings and Steel Stampings.
NATIONAL HARDWARE CO. LIMITED
ORILLIA ONTARIO. CANADA

NORCROSS Garden Cultivator-hoes

"Used the World Over"
Send for Catalog
C.S. Norcross & Sons, Bushnell, Ill.

Strong, Easy-Running Trucks

Made in all styles and sizes. Stocked for quick deliveries. Rubber tired if ordered. Made to order. Also hand trucks. Repairs supplied.

John Watson Mfg Co. Ltd.
Winnipeg

Make Your Own Paper Money

Paper you are burning or throwing away is worth money when baled. Left laying around, it is a nuisance and a danger. It can be turned into dollars with a

Perfect PAPER Baler

Strongest, simplest, most efficient and easiest to operate — Full particulars from
SPIELMANN AGENCIES RGD
45 St. Alexander St., Montreal
WRITE TO-DAY

ALLEN NON ACID SODERING FLUX

Stick, paste, liquid or salts — makes a sodered joint three times as strong as muriatic acid flux. Samples free.

L. B. Allen Co., Inc.
4525 North Lincoln St.
CHICAGO, ILL.

Canon Oilers

Easy Seller Because—

It is exceptionally convenient, quick-acting and an oil saver. Just what meets a long-felt demand for an oil can in which oil is entirely controlled by the operator in whatever position the can may be held. Not a drop of oil need be wasted, as the flow of oil stops the instant the pressure on the plunger stops. Ask any Thresherman, Mechanic or user. A sure good sale and splendid profit.

THE "CANNON OILER"

FORCES THE OIL ANYWHERE

Name Copyrighted.
Original Patents Owned.
All Rights Reserved.

Order NOW of Your Jobber.

Manufactured only by
THE CANON OILER COMPANY
Successor to R. E. Bloomer
Keithsburg, Illinois, U.S.A.

"the ability of Gargoyle Mobiloils to bring new customers"

Read the following letter from a well known Canadian Hardware Dealer. It contains business-building facts for you.

"Regarding the sale of Gargoyle Mobiloils, we are pleased to say that we had splendid success in selling these oils in connection with our retail automobile accessories during the past year.

"We have been handling Gargoyle Mobiloils for twelve months and they have proved a valuable asset to our business. *The chief reason that we are so strong for Mobiloils is the Chart of Recommendations.* By having this hanging on the wall, we know that our clerks cannot make any mistake. They simply ask the motorist that desires oil, the make of his car and they are able to give him the proper lubricants, which makes a satisfied customer.

"To the hardware merchant we highly recommend Gargoyle Mobiloils not only from the standpoint of profits, but also from the ability of Gargoyle Mobiloils to bring new customers to his store.

"Under separate cover we have mailed you a photograph of a Gargoyle Mobiloils window displayed by us for two weeks. This window display was a complete success, not only increasing our sales of Mobiloils considerably, but we feel that it was also the means of increasing our sales of accessories, as the motorist, when buying oil, would frequently buy other things he needed.

"We are very glad that we followed the suggestion of your representative and added Gargoyle Mobiloils to our line, and cannot recommend them too highly to other dealers in the hardware and accessory business."

GARGOYLE Mobiloils
A grade for each type of motor

Write us at Room 704, Imperial Oil Building, Toronto, for new 64-page booklet, "Correct Lubrication," containing Charts of Recommendations for all makes of automobiles, tractors, motorcycles and motorboat engines, and for full information regarding our offer to dealers.

IMPERIAL OIL LIMITED

Manufacturers & Marketers of POLARINE MOTOR OILS & GREASES
Marketers of *Gargoyle Mobiloils* in Canada
BRANCHES IN ALL CITIES

Fairbanks-Morse

Automobile Accessories

Tires
Inland Piston Rings
Thermoid Brake Lining
Eveready Storage Batteries
Pull-U-Outs
Genolite—The new lighting system for Ford Cars
Fyrfyters

Summer will begin with many more cars in the Dominion than there were a year ago.

This means that you must be prepared to supply an increased demand.

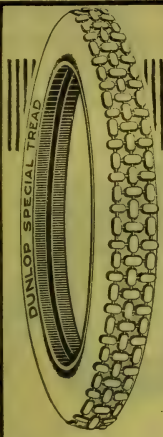
Fairbanks-Morse lines of automobile accessories have been selected on excellence. They will give good dealer profits.

Heavy stocks in seven warehouses all over the Dominion assure you prompt service.

The Canadian Fairbanks-Morse Co., Limited

"Canada's Departmental House for Mechanical Goods"

St. John, Quebec, Montreal, Ottawa, Toronto, Hamilton, Windsor, Winnipeg, Saskatoon, Calgary, Vancouver, Victoria



DUNLOP TIRES
SEAL OF QUALITY
AUTOMOBILE

Are You Seriously in the Tire-Selling Business?

Every tire dealer in every part of Canada will find food for thought in our next sentence:—

"No other rubber company in Canada can compare with Dunlop in length of auto tire manufacture or experience in co-operating with the dealer for successful tire-selling."

Our auto tire business alone to-day is greater than our total business in all lines two years ago. That surely indicates two things:—

That we have obtained a goodly measure of the new business, and **retained a goodly measure of the old.**

We need not point out to you that the automobile is now a mammoth industry; but it is important that you realize that the first automobile tires ever made in Canada were made by us. The auto tire to-day, with all its perfection, is the enlargement or outcome of our original patented bicycle tire.

Because we were successfully manufacturing bicycle tires and other rubber products when the automobile first came, we feel we have been in closer touch with every angle of the industry than any other tire-maker. All the more reason, we should think, why every dealer should know all about the Dunlop Line and the Dunlop Plans. Our men are competent to talk to you about tire-selling, and they'll be perfectly frank with you, too.

DUNLOP TIRE & RUBBER GOODS CO., LIMITED

HEAD OFFICE AND FACTORIES: TORONTO

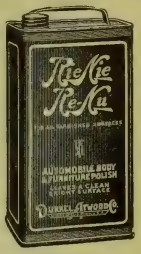
Branches: Victoria, Vancouver, Edmonton, Calgary, Saskatoon, Regina, Winnipeg, London, Hamilton, Toronto, Ottawa, Montreal, St. John, Halifax.

Makers of High-Grade Tires for Automobiles, Motor Trucks, Bicycles, Motorcyles and Carriages; and High-Grade Rubber Belting, Packing, Fire Hose and General Hose, Dredge Sleeves, Military Equipment, Mats, Tiling, Heels and Soles, Cements, Horse Shoe Pads and General Rubber Specialties.

Renovating Supplies *(The kind that every motorist will require)*

Rie Nie products are too well known to need demonstration; both Dealers and Car Owners have demonstrated their usefulness and reliability again and again. The articles here listed will be in great demand at this time. This is, therefore, just a reminder to put in your supplies now before our present stock is depleted. Many other lines equally useful will be found in our current catalogue.

"RE-NU" BODY POLISH



No. 7482

Requires very little rubbing. Leaves a clean, bright surface.

For cleaning and polishing all parts of an automobile, including the metal, woodwork and leather. Rie-Nie Re-Nu is made especially for the cleaning and polishing of those surfaces like Auto Bodies, where high-grade, sensitive varnishes were used. It removes the mud and water spots and puts new life into the finish, bringing out the beautiful lustre, and sets the varnish so it will not crack.

No. 7482—Price, Quart Can $0.90
(Mailing weight, 3 lbs.)

MOHAIR DRESSING AND WATERPROOFING

Gives Perfect Satisfaction

No. 7483

An excellent preparation that brings out the original Silky Mohair effect and water-proofs the material, in one application.

Rie-Nie Mohair Water-proofing is guaranteed not to stiffen the material or cause the mohair to crust or crack when folded. Any auto top made of mohair, duck or canvas can be re-finished very satisfactorily, and with little effort.

No. 7483—Price, Pint Can $1.00
(Mailing weight, 2 lbs.)

LINING TOP DYE

No. 7485

Rie-Nie Lining Top Dye is a blue black dye which will give to a faded or spotted top lining a clean and beautiful new appearance. One application with a sponge is sufficient and it is not necessary to remove the top to make this application. For use on Mohair or Pantasote Lining.

It spreads easily and evenly, and a small amount will cover a large area. This dye will not wash out or rub off when the top is wet, and will not fade.

No. 7485—Price, Pint Can $0.70
(Mailing weight, 2 lbs.)

RADIATOR COMPOUND

Every Motorist Should Be Prepared

Mends a Leak in an Automobile Radiator Quickly and Permanently

No. 7474

Just a tablespoonful to make a quick and permanent repair. Radiator Compound dissolves in the warm water in the Radiator and solidifies when passing through the leak to the air. It sets hard and solid, making a permanent mend in any part of the cooling system, including the water jackets. Repairs leaks satisfactorily in any hot water heating system.

No. 7474—Price, per Can $0.65
(Mailing weight, 7 oz.)

LEATHER DRESSING

Renews Top and Cushions. Renews Pantasote and Rubber Goods

No. 7486

A liquid Dressing which penetrates, softens, preserves and water-proofs auto cushions, tops and all pantasote leather and rubber goods, leaving a rich enamel finish, which is lasting; it does not form a crust and crack; sun, heat or dampness do not affect it. A few hours after application, cushions can be used safely, and the dressing will not rub off or discolor garments.

All car owners will find this the best preparation for their tops and leather upholstery.

No. 7486—Price, Pint Can $0.55
(Mailing weight, 2 lbs.)

IMPERIAL CARBON REMOVER

No. 7475

Engine "knocks," loss of power, heating up of motor and allied ailments can almost invariably be traced to excess carbon accumulated on tops of pistons. Imperial liquid carbon remover will soften the carbon and blow it out through the exhaust while the engine is in use. It is the most reliable and efficient carbon solvent on the market. It is also the most economical, as a much smaller quantity is required than with other preparations.

Full directions are printed on each can.

No. 7475—Price, per Tin $1.00
(Mailing weight, 2½ lbs.)

NOTE:—ORDER BY CATALOGUE NUMBER

Hyslop Brothers, Limited

Shuter and Victoria Sts. - Toronto, Ont.

If interested, tear out this page and keep with letters to be answered.

Why You Should Be A Michelin Dealer

No. 1

Michelin Is The World's Oldest Tire Maker

When you join forces with Michelin you are lining up with the world's oldest, most experienced tire organization.

No other tire maker has an equal record of sustained achievement—for it was Michelin who invented the pneumatic automobile casing and inner tube, the demountable rim, the valve spreader, the dual or twin wheel, besides many minor improvements.

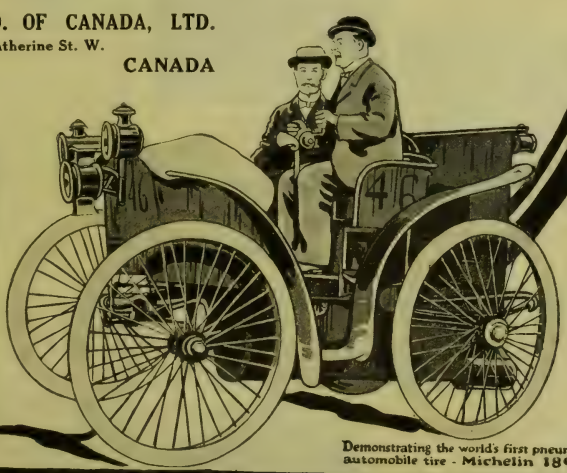
To-day Michelin factories and factory branches are located in every country where cars are known.

The age, the scope and the proved soundness of Michelin's business make Michelin a good house to tie up to—as is evidenced by the fact that Michelin Dealers stick to Michelin year after year.

Write to-day for Michelin's dealer proposition.

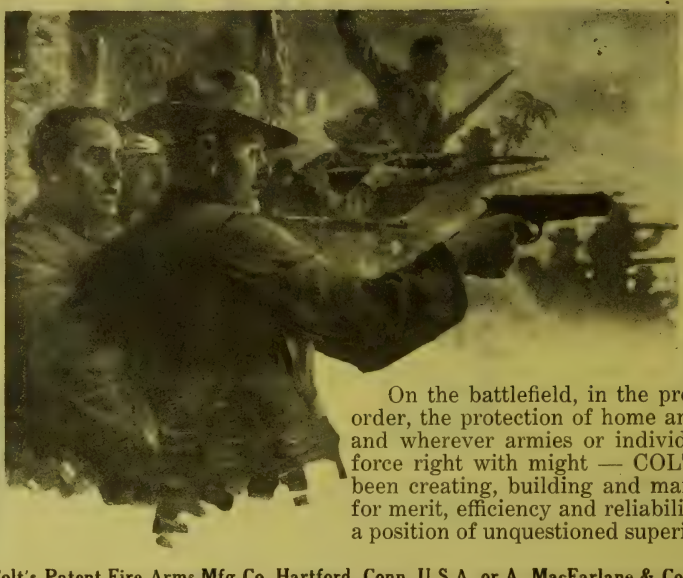
MICHELIN TIRE CO. OF CANADA, LTD.
782 St. Catherine St. W.
MONTREAL CANADA

The latest achievement in tire making — the Michelin Universal - Introduced 1915



Demonstrating the world's first pneumatic automobile tire - Michelin 1895 -

MICHELIN



COLT

Firearms

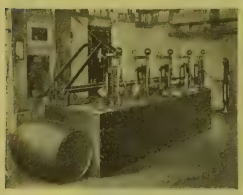
"THE PROVEN BEST BY GOVERNMENT TEST."

On the battlefield, in the preservation of law and order, the protection of home and country—whenever and wherever armies or individuals have had to enforce right with might — COLT'S FIREARMS have been creating, building and maintaining a reputation for merit, efficiency and reliability that has resulted in a position of unquestioned superiority.

Colt's Patent Fire Arms Mfg.Co.,Hartford, Conn.,U.S.A. or A. MacFarlane & Co.,Coristine Bldg., Montreal

Study the Pictures

Loss—Danger—Inconvenience Without the BOWSER.



Profit—Safety—Convenience With the BOWSER.

No question about which is preferable

The two illustrations above are from actual photographs and vividly picture the advantages of a Bowser equipped oil room.

You can install this modern equipment and handle your paint oils with profit—safety—and convenience, and know that in the Bowser you get the best that money, expert workmanship and the experience of 32 years can produce.

Interesting literature will be sent on request. No obligation.

BOWSER ESTABLISHED 1885

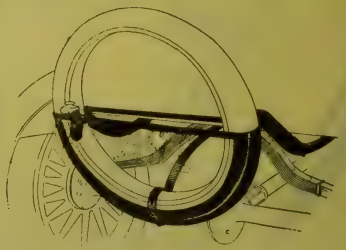
S. F. BOWSER & CO.
Incorporated
TORONTO, ONT.

Sales Offices in All Centres — Representatives Everywhere

Paint Oil Storage Systems

The "NIAGARA"

Rear Tire Carrier for FORD Cars



Quickly Attached, without drilling any holes.
Three Arm Support ensures rigidity.
No Chafing of Tires in Pressed Steel Basket.
Carries Demountable rim or plain tire.
Lock Furnished for safety.
Brilliant Finish in Baked Black Enamel.
Ample Clearance over the roughest roads.
Stocked by Jobbers—but insist on ours.

MANUFACTURED BY

Kinzinger Bruce & Co., Ltd.
Niagara Falls **Canada**

THE new Brake Inspection Movement has obtained the unqualified endorsement of motorists all over the country. Police Commissioners, Presidents of automobile clubs and other prominent officials and motorists have assisted in giving the movement the most widespread publicity.

The car owners in your vicinity are interested in this new movement for the periodical inspection of brakes on motor vehicles, because it means greater safety to themselves and to their cars. This interest can be turned into profit for you. Tie up your business with this movement. It offers a wonderful opportunity for you to obtain general overhauling jobs before the touring season opens. Don't let a motorist go past your window without reminding him of it, at least by a sign.

Scientific tests prove Thermoid superiority

When your customers come in for brake lining give them the best. Thermoid Brake Lining is superior to any other brake lining on the market for three reasons:

More material, greater service

1. There is 40% more material and 60% more labor used in the manufacture of Thermoid Hydraulic Compressed Brake Lining than in any woven brake lining. This abundance of material and labor means longer wear.

Grapnalized

2. Thermoid Hydraulic Compressed Brake Lining is Grapnalized, an exclusive process which resists moisture, oil and gasoline. Moisture causes brake lining to swell, making it grab or slip.

Hydraulic compressed, uniform throughout

3. Every square inch of Thermoid is hydraulic compressed at a pressure of 2000 pounds. Thermoid is uniform all the way through. It cannot compress in service. There are no soft spots to wear out quickly. It will give uniform service until worn cardboard-thin.

Endorsed by automobile manufacturers

The engineers of fifty-one leading car manufacturers, ten of the most prominent axle-makers, all leading jobbers and thousands of dealers have selected Thermoid Brake Lining because of its dependability.

We are co-operating with jobbers and dealers to make this season the biggest ever, not only in Thermoid Brake Lining but in all branches of their business.

Advertising campaign in your city

Our new book, "The Brake Inspection Movement and What it Means to Dealers" tells in detail how we have planned to advertise your store direct to the car owners of your city, over your name. It is jammed with interesting and profitable ideas for increasing your business.

If you have not received your copy of this book write for it to-day.

Our guarantee: Thermoid will make good or—WE WILL.

Thermoid Rubber Company

Factory and Main Offices: Trenton, N.J.

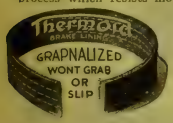
Branches

New York Chicago San Francisco Indianapolis Detroit Los Angeles Philadelphia Pittsburgh Boston London Paris Turin

Canadian Distributors

The Canadian Fairbanks-Morse Company, Limited Montreal

Branches in all principal Canadian cities



$\frac{V^2}{10.8}$ **Will your car do this?**

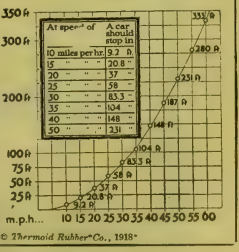
Automobile engineers have proven that when brake mechanism is right and road conditions average, any car should stop at distances and speeds given by the chart.

V^2 means the square of the velocity or speed of your car. 10.8 is the proven factor of retardation under average road conditions. This factor decreases on smooth slippery roads to 6.7 and increases as high as 17.4 on rough worn roads. The chart represents the average condition and other conditions can readily be figured by changing the factor within the given limits.

Remember that your brake mechanism is not "right" unless its brake lining has the ideal co-efficient of friction. The better the brake lining the quicker your stop.

Thermoid Brake Inspection Chart

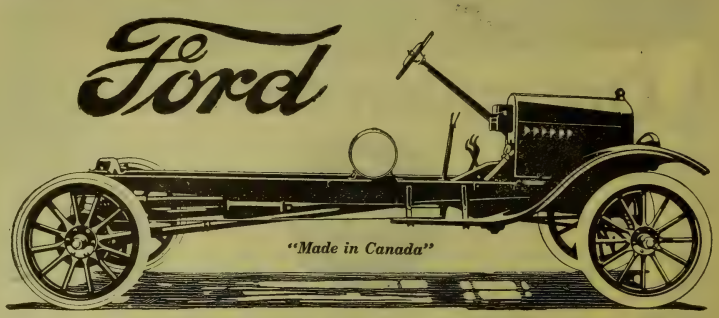
At speed of	A car should stop in
10 miles per hr.	9.2 ft.
15 " "	20.8 "
20 " "	37 "
25 " "	58 "
30 " "	83.3 "
35 " "	104 "
40 " "	148 "
50 " "	231 "



© *Thermoid Rubber Co.*, 1918.

Makers of "Thermoid Crolide Compound Casings" and "Thermoid Garden Hose"

If interested, tear out this page and keep with letters to be answered.



Deliveries by Ford One-Ton Truck

THE commercial car is looked upon today as a necessity by progressive business firms who have hauling and delivering problems to consider.

Wholesale or retail merchants who must deliver quantities of merchandise have found the horse-drawn delivery to be too slow, expensive, and entirely inadequate.

The Ford truck, with a single driver, will do more work and cover more ground than two teams and two drivers, for it travels in half the time. This truck will reduce your hauling costs. It eliminates one driver's salary and the care which horses always require. It will make your delivery service more efficient. It will widen your area of distribution. It will be constantly ready for work—day or night. It will show a profit on your investment.

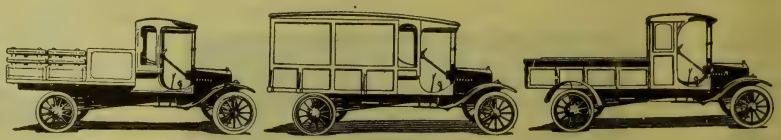
There has been a popular demand for a Ford truck as is shown by the many uses, for commercial purposes, to which our standard chassis has been put. Now, after most careful designing and exacting tests, we are able to offer the Ford One-Ton truck to meet this demand.

The Ford truck is supplied as a chassis only. This permits the purchaser to mount any one of the many body styles specially designed for the Ford truck, and already on the market, and he can select it to meet the individual needs of his business.

Price $750 f.o.b. Ford, Ont.

See any Ford Dealer in Canada, or write for a catalog

Ford Motor Company of Canada, Limited
Ford, Ontario



Three of the many body styles that may be mounted on the Ford truck chassis

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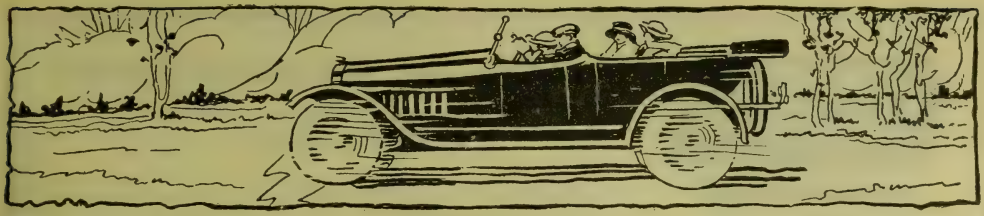
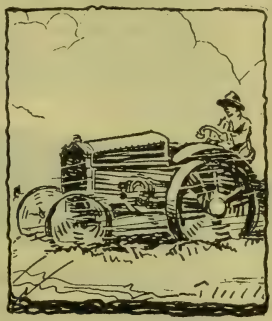
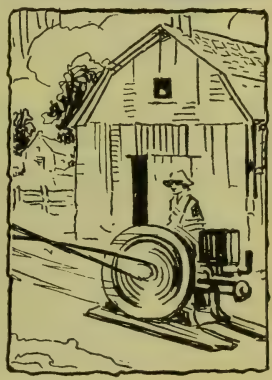


The Market for Champion





Dependable Spark Plugs is Big and Profitable

At the end of 1917 there were in Canada approximately 205,000 motor cars with a minimum of 6 spark plugs to a car—1,230,000 plugs.

125,000 farm engines with a minimum of 2 spark plugs to each engine—250,000 plugs.

14,000 tractors with a minimum of 6 spark plugs to a tractor—84,000 plugs.

70,000 motor boats with a minimum of 2 spark plugs to each engine—140,000 plugs.

These figures show a minimum total of 1,704,000 and the possibilities are growing by leaps and bounds. Motor car registrations alone increased more than 75 per cent. over the 1916 total.

The great, overwhelming majority of the spark plugs in these motors and engines were Champions.

When these plugs are replaced the call will be for Champions, because users have learned to know their absolute dependability for a completely satisfactory service under ordinary or emergency conditions.

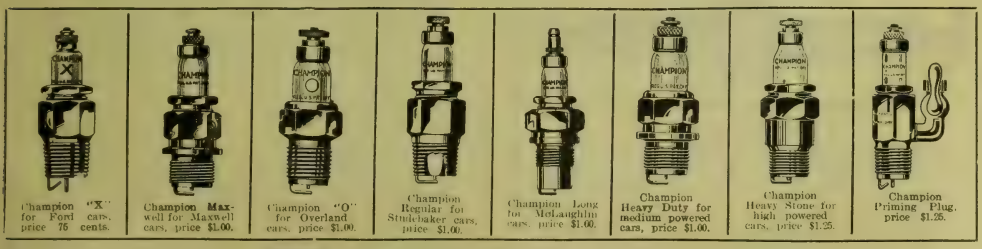
Our promotion this year will make Champion sales volume greater and easier than ever and if you would capitalize this promotion to your own profit you should link up your store with our advertising by carrying an assortment of the Champion full line shown below and by using the advertising features that we supply to all Champion dealers.

Champions are guaranteed to give "Absolute satisfaction to the user, or free repair or replacement will be made."

Send in your order now to any jobber in auto supplies.

Champion Spark Plug Company of Canada Limited

Windsor, Ontario



Champion "X" for Ford cars, price 75 cents.

Champion Maxwell for Maxwell cars, price $1.00.

Champion "O" for Overland cars, price $1.00.

Champion Regular for Studebaker cars, price $1.00.

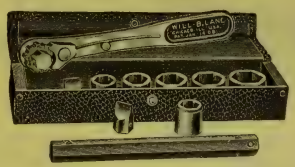
Champion Long for McLaughlin cars, price $1.00.

Champion Heavy Duty for medium powered cars, price $1.00.

Champion Heavy Stone for high powered cars, price $1.25.

Champion Priming Plug, price $1.25.

If interested, tear out this page and keep with letters to be answered.



FORD SET

The Ford Set contains: 1 Handle 7 inches in length; 2 Screw-driver Bits; 1 Extension Bar 6 inches in length; SIX SOCKETS to fit all nuts and bolt heads on Ford Car, including the cylinder head.

STANDARD SET

Standard Set contains: 1 Handle 7 inches in length; 2 Screw-driver Bits; 7 Sockets to fit semi-finished Hex nuts, as follows: U.S. Standards from ¼ to ½ in.; A.L.A.M. Standards from 5-16 to 11-16 in.; Cap Screw Heads from 5-16 in. to ⅝ in.

Autoists like that ratchet feature

Lane's Unique Ratchet Wrench is ideal for close work

The autoist who has once discovered a few of the hard-to-get-at nuts and screws on his car is only too pleased to have some one introduce to him Lane's Unique Ratchet Wrench. He sees at a glance how effective the ratchet feature would be in close quarters where an ordinary tool would be absolutely useless.

Play up this ratchet feature and so arrange auto accessory displays that when motorists get up against the tool problem they will remember Lane's Unique Ratchet Wrench and come to you for a set.

Representatives

BRITISH COLUMBIA
Millen & Son, Ltd. - - - Vancouver
Wood-Vallance & Legatt, Ltd. - - Vancouver
Brown, Fraser & Co., Limited - - Vancouver

ALBERTA
Marshall-Wells Alberta Company - Edmonton
Wood-Vallance & Adams - - Calgary
Merchants Hardware Specialties, Ltd. - Calgary

SASKATCHEWAN
J. H. Ashdown Hardware Co., Ltd., Saskatoon
W. W. Cooper Co. - - - Swift Current

MANITOBA
J. H. Ashdown Hardware Co., Ltd. - Winnipeg
Marshall-Wells Hardware Co., Ltd. - Winnipeg
Wood-Vallance & Co., Ltd. - - Winnipeg
Millen & Son, Ltd. - - - Winnipeg
Merrick-Anderson Co., Ltd. - - Winnipeg
Miller-Morse Hardware Co., Ltd. - Winnipeg

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D. H. Howden & Co., Ltd. - - - London
London Engine Supply Co. - - - London
Wood-Vallance & Co. - - - - - Hamilton
Lyons & Marks - - - - - Toronto
Aikenhead Hardware, Limited - - Toronto
Rice Lewis & Son, Ltd. - - - Toronto
Millen & Son, Ltd. - - - - Toronto
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Edwin Chown & Son - - - - Kingston
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QUEBEC
Caverhill, Learmont & Co. - - - Montreal
Lewis Bros., - - - - - Montreal
Millen & Son, Ltd. - - - - Montreal
Mechanics Supply Co. - - - - Quebec
J. S. Mitchell & Co. - - - - - Sherbrooke

Will B. Lane - Chicago, Ill.

180 North Dearborn Street

Big Opportunity To Sell To Owners of Small Cars

SUB-RADIUS ROD.—A boon to small car owners. Prevents rods from breaking or bending and eliminates chance of accidents. Stops vibration. Simple, dependable, durable.

Rear Axle Truss.—Prevents rear axle housing from sagging or being thrown out of line. No extra fittings, no holes to drill, all ready to easily adjust.

These accessories are money makers. Write direct or see your jobber.

LINE & KIMBALL CO.

Manufacturers of Auto Accessories

Moose Jaw - - - Saskatchewan

Handy for Motorists

MENDETS
A PATENT PATCH

Draw the attention of your motoring customers to the quick and effective way in which "Mendets" stop leaks in tires.

Every motorist should carry a packet with him at all times. "Mendets" provide absolutely the quickest method of repair, and they hold tight always.

Ask your jobber to supply you with a Mendet Display Container. It attracts favorable attention and brings profitable sales.

Wholesale Hardware Merchants Who Sell MENDETS:—Whites, Ltd., Collingwood, Ont.; Wood, Vallance, Ltd., Winnipeg, Man.; Wood, Vallance & Co., Hamilton, Ont.; Hobbs Hardware Co., Ltd., London, Ont.; D. H. Howden & Co., Ltd., London, Ont.; Thos. Birkett & Son Co., Ltd., Ottawa, Ont.; Miller-Morse Hardware Co., Winnipeg, Man.; Marshall-Wells Alberta Co., Ltd., Edmonton, Alta.; Walter Woods & Co., Winnipeg, Man.; Rogers Hardware Co., Ltd., Charlottetown, P.E.I.; Thompson & Sutherland, Ltd., North Sydney, N.S.; Merrick, Anderson Co., Ltd., Winnipeg, Man.; A. M. Bell & Co., Halifax, N.S.; J. H. Ashdown Hardware Co., Ltd., Winnipeg, Man.; Bond Hardware Co., Guelph, Ont.; Emmerson & Fisher, Ltd., St. John, N.B.; R. Chestnut & Sons, Fredericton, N.B.; Lyons & Marks, Toronto, Ont.; L. H. Hebert & Co., Montreal, Quebec; Cowan Hardware Co., London, Ont.; The Hanbury Hardware Co., Brandon, Man.; McLennan, McFeely & Co., Ltd., Vancouver, B.C.; Martin, Finlayson & Mather, Ltd., Vancouver, B.C.; Crowell Bros., Halifax, N.S.; Caverhill, Learmont & Co., Montreal, Que.; Revillon Wholesale, Ltd., Edmonton, Alta.; Wood, Vallance & Adams, Ltd., Calgary, Alta.; Louis McLain Co., Ltd., Winnipeg, Man.; Lewis Bros., Ltd., Montreal, Que.; Wood, Vallance & Leggat, Ltd., Vancouver, B.C.; Kennedy Hardware Co., Toronto; T. McAvity & Sons, Ltd., St. John, N.B.; H. S. Howland, Sons & Co., Toronto.

Collette Mfg. Company

Collingwood, Ont., Canada.

If interested, tear out this page and keep with letters to be answered.

You can sell the Garage Man and the Car Owner
THESE CARBORUNDUM PRODUCTS

Carborundum Valve Grinding Compound

A quick, clean-cutting compound that lightens the work of valve grinding—leaves a true, unscored valve seat—saves time—saves effort. It's a mixture of Carborundum—the hardest, sharpest, fastest cutting of all materials—with a high-grade grease.

Carborundum Compound Cuts

Put up in one- and five-pound tins and handy combination cans.

Aloxite Cloth

A clean-cutting cloth that cuts faster; lasts longer, does better work than the ordinary "emery" cloth. Coated with Aloxite—harder, sharper, tougher than emery.

Aloxite Cloth comes in fifty-yard Economy Rolls—six widths—any grit.

Carborundum Grinders

Handy, serviceable machines for grinding any of the edge tools of the garage.—Every machine fitted with genuine Carborundum wheel.

The No. 4 Niagara Grinder or the No. 28, grinder stand are for general garage work.

THE CARBORUNDUM COMPANY
NIAGARA FALLS, N. Y.

Zizz-z-z-z-z!

—the sound of Spark Plug efficiency. CHAMPION SPARK PLUGS deliver that vital spark whether you are travelling 10 miles or 75 miles an hour, to the greatest degree of accuracy; maximum efficiency at a minimum cost.

If you have never used CHAMPION SPARK PLUGS consult any CHAMPION ACCESSORY Dealer; he best knows the type of Plug most suitable for your Automobile, Motorcycle or Motor Boat.

CHAMPION SPARK PLUGS

For Maxwell Cars

A44, ⅞-18, price $1—For "Maxwell" cars. The Maxwell factory equipment plug. Has the well-known patented copper asbestos gasket construction which does not allow any metal to touch the shoulders of the porcelain.

For Studebaker Cars

AA13, ½-inch, A43, ⅞-18. Price $1.00. Recommended for: Studebaker, Allen, Auburn, Dort, Elgin, Grant, Jordan, Liberty, Mitchell, Paige-Detroit, Saxon, Spaulding, Stewart. And tractors, farm, stationary and marine engines where a standard ⅞-18 plug is used.

FOR FORD CARS

Champion "X"—Adopted by the Ford Motor Co. as standard equipment on Ford cars since 1911. A15, ½-inch, price $0.75.

The following is quoted from the instruction book in each Ford car: "There is nothing to be gained by experimenting with different makes of plugs. The make of plugs with which Ford engines are equipped when they leave the factory are best adapted to the requirements of our motor."

For McLaughlin-Buick Cars

A53, Lond, ⅞-18. Price $1.00. Has long shell, conical porcelain. The long shell allows the spark to ignite within the cylinder instead of in a pocket, as occurs when the ordinary type of plug is used.

For Overland Cars

J13 "O," ½-inch. Price $1.00. "Overland." The Overland factory equipment plug. Especially recommended to meet the requirements of the Overland motor. Also recommended for tractors, farm, stationary, marine engines and all automobiles where a standard ½-inch plug is used.

There's a CHAMPION for every make of car.

There's a CHAMPION for every make of car.

For Packard Cars

JA43, ⅞-18. Price $1.00. Recommended for use in: Packard, Pierce Arrow, Peerless, Mercer, Cadillac, Chalmers, Chandler, Marmon, Cole, Dorris, Haynes, Oldsmobile, Hudson, Kissel-Kar, Velie.

Champion Priming

H13, ½-inch, H43, ⅞-18, H63, Metric. Price $1.25. Champion priming. Will start any motor on the first quarter turn. Brings gasoline right to the sparking point. A good winter seller.

Insist that your dealer supply lines which we advertise, or write our nearest house for descriptive literature.

Northern Electric Company

LIMITED

MONTREAL	TORONTO	REGINA
HALIFAX	LONDON	CALGARY
OTTAWA	WINNIPEG	VANCOUVER

If interested, tear out this page and keep with letters to be answered.

Tallman Double Action Pump

Easy on Your Back

Saves Your Tires

Tallman Brass & Metal Co.
HAMILTON, ONT.

Bicycle Weeks
May 4-11

Set apart by Bicycle Dealers all over Canada and the United States for special boosting of Bicycles.

Everybody will be passing and thinking bicycles.

A "Big Push" altogether then will make it easier to keep bicycle business humming the rest of the season.

Write for C.C.M. display card, newspaper electros and other advertising helps. Mention the name-plate handled.

Canada Cycle & Motor Co.
Limited
Montreal Toronto WESTON Winnipeg Vancouver

No. 246

Why Don't You Increase Your Battery Business?

There's a ready sale for these two styles.

Number 146 North Star Multiple (6 volts), is the ideal battery for Ford Car Service. Can be stored on either side of the gasoline tank, underneath the front seat.

Number 246 North Star Multiple (6 volts), is especially designed to fit the battery box on farm Engines and Tractors.

The batteries are ready for immediate use, and all that is necessary is to connect wires to whatever devices they are intended to operate.

No loose connections,—less liable to short-circuit,—maximum life.

Also made in several other sizes to give various voltages and capacities.

Everybody can be suited. Your jobber will supply you quickly.

The Western Battery for the Western Need

Canada Dry Cells, Limited Winnipeg

No. 146

In our new Auto Accessory Department

we will carry in stock always, ready to ship same day order is received these and other similar lines:-

Automobile Fuses
Canoe and Bicycle Lamps
Dash and Trouble Lamps
Dome Lamps
Electrical Instruments
Head, Side and Tail Lights
Battery Gauges
Lamps, Sockets, Auto and Motor Boat
Lighting Outfits
Lighting and Dimming Switches
Searchlights, Auto and Motor Boat
Spark Coils, Auto and Marine Types
Spark Plug Wires
Transformer Coils and Switches
Wires and Cables
Reflex Spark Plugs
Bumpers
Auto Locks
Hydrometer Syringes
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K.W. Coils
Lenses
Mirrors
Tool Sets
Tire Chains
Pyrene Fire Extinguishers
Tire Pumps
Ford Parts
Searchlights

Distributors of Laco, Tungsten and Nitro Lamps

Great West Electric Co. Limited Winnipeg

MADE IN CANADA

BUFFALO OILS

These are a few of our most staple lines, so well and favorably known throughout Western Canada, and are sold only through reliable merchants.

HARNESS OIL
NEATSFOOT OIL

Special Cylinder Oil (for steam engines).
A Gas Engine Oil (for gasoline engines).
Tractorlene Oil (for oil burning engines).
Ideal Thresher's Machines Oil (for general use).
Automobile Oil and Transmission Greases.

PRAIRIE CITY OIL COMPANY, LIMITED, WINNIPEG

WILLIAMS' GUARANTEED DROP-FORGED SAFETY LATHE DOGS

Tools in constant use should have qualities of strength and wear which will make them fit for many years of duty. WILLIAMS' product is all designed and made with that purpose.
A good tool helps you and is a constant and good advertisement for us. We guarantee that every tool we sell shall fulfill the purpose of strength, wear and utility. Catalog free.

"The DROP-FORGING PEOPLE"

J. H. WILLIAMS & CO. - 30 Richards St., Brooklyn, N.Y.

Western Office and Warehouse, 30 So. Clinton St., Chicago, Ill.

A. G. Low Co., Ltd., Saskatoon, Sask.,
Agents for Manitoba, Saskatchewan, Alberta and British Columbia.

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NUMBER THREE

IN the year 1853, Cyrus W. Field believed that by means of a cable people could talk across an ocean three thousand miles wide. For thirteen years he concentrated on perfecting his means of communication. He made fifty voyages across the Atlantic. Many of his cables broke in mid-ocean. In August, 1866, the first message was successfully transmitted from New York to England. This grand achievement was the result of a man with an idea concentrating on one thing. The story is one of the noblest records of American enterprise.

The secret of Cyrus W. Field's success was

CONCENTRATION

No man ever achieved a worth while victory by accident. Fine achievments are always the result of exhaustive experiments, hard work and concentration. One of the greatest men who ever lived, whose influence has lasted for centuries, took this for his motto: "This one thing I do."

Victor Hack Saws have achieved their position of dominance because we make nothing but hack saws. For many years we have concentrated all our energies and resources on perfecting this one tool. As a result, the Victor Hack Saw Blade is recognized by good mechanics and foremost technicians in all parts of the world as the most efficient hack saw for every metal-cutting purpose.

VICTOR SAW WORKS Ltd.
HAMILTON, CANADA

VICTOR HACK SAWS Get a Box and Try One

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Who uses mixed metals in your town?

The wide variety of mixed metals made by the Hoyt Metal Co. gives you, Mr. Dealer, a big field for sales. Hoyt Metals should be in use by your local newspaper, the tinsmith, the plumber, the machine shop, the factory, the waterworks, the electric plant.

If you do not number all these among your mixed metal customers write and ask us to suggest a means of lining them up.

HOYT METAL CO., Toronto

NEW YORK, N.Y. LONDON, ENG. ST. LOUIS, MO.

Wanted

SITUATIONS VACANT

WANTED—FOR WHOLESALE HARDWARE—one experienced coat clerk, one experienced stock keeper, one experienced travelling salesman. State age, experience, salary expected and give refrences. Apply sales manager, Western Canada Agency, Limited, Lethbridge, Alberta.

HARDWARE CLERK WITH 2 OR 3 YEARS' experience for Toronto store. Box 402 Hardware and Metal.

WANTED—A HARDWAREMAN AT ONCE; three to five years' experience. With references. Apply to C. E. Hadden, Picton, Ontario.

WANTED—HIGH CLASS SALESMAN TO REpresent large paint manufacturing concern in Central Ontario. Must be a hustler and able to sell goods. Good prospects for right party. Box 777, Hardware and Metal.

WANTED—RELIABLE YOUNG MAN FOR retail hardware; 2 or 3 years' experience. Good chance for advancement. G. A. Binns, Newmarket, Ont.

WANTED BY WINNIPEG GLASS JOBBER—Man to learn the business with object of going on the road. Apply with full particulars as to former experience, if any, and what military classification. Apply Box 405, Hardware and Metal.

SITUATIONS WANTED

MARRIED MAN, AGE 32, WITH TWELVE years' hardware experience, desires position as manager or partner in a live business. Good references. Box 778, Hardware and Metal.

MISCELLANEOUS

WANTED — BY RELIABLE MANUFACturer's Agent, one good line selling to wholesale hardware trade. Address "Hardware," Box 1934, Montreal.

ADDING TYPEWRITER WRITE, ADD OR subtract in one operation. Elliott Fisher, Limited, Room 314 Stair Building, Toronto.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Ltd. Supplied by the trade throughout Canada (tf)

DOUBLE YOUR FLOOR SPACE—BY INstalling an Otis-Fensom hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor Costs only $70. Write for catalogue "B." Otis-Fensom Elevator Co., Toronto.

GOOD STENOGRAPHERS ARE WHAT EVERY employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto

FIFTY DOLLARS TIED UP IN OLD FIXtures that you are no longer using would make a lot of money for you if invested in stock and turned over three or four times a year. Get your money out, by selling the fixtures to one of Hardware and Metal's readers who may be looking for exactly what you have to offer.

For Quick Sales

Recently a hardware dealer in Western Canada became overstocked with shotguns. He placed a want ad. in Hardware & Metal. We learned eventually that he not only disposed of his stock, but received several orders that he could not fill. If this man had kept this stock away, it would not only have deteriorated in value, but he would have had to pay taxes, insurance, etc. on it. If you have anything on hand which you wish to dispose of quickly advertise it in our want column. The quick results will make the first cost negligible.

IF YOUR HARDWARE BUSINESS IS FOR sale, who is more likely to buy it than a hardware man, be he merchant, clerk, or traveller? It is only hardware men who read Hardware and Metal, and a condensed advertisement in this paper offering your business for sale, will put you in touch only with the people who will be most interested.

THE SUREST WAY FOR THE MANUFACturers' agent to connect with good live firms, is to tell the manufacturers who read Hardware and Metal, all about his ability to sell their goods. Try an advertisement on the Condensed Ad. Page of Hardware and Metal, under this heading.

FOR SALE

FOR SALE—FIRST CLASS STOCK OF HARDware, south-west Saskatchewan; A1 farming district; reasons for selling ill-health. Box No. 403 Hardware and Metal.

HARDWARE STOCK AND BUSINESS FOR sale in live town of 800. First-class farmers' trade. Hydro just coming in. Apply Box 860, Hardware and Metal.

FOR SALE — HARDWARE BUSINESS IN large Eastern Ontario city; stock about $8,000.00. Price right for quick sale. Box 861, Hardware and Metal.

FOR SALE—BUILDING AND HARDWARE stock in good live Saskatchewan village. Stock on hand about $6,000. Living rooms above. Good opportunity and terms for right man. Box 726, Hardware and Metal.

HARDWARE BUSINESS FOR SALE. STOCK about $25,000; right on the main street; buildings 25 x 120, two-story; owner retiring. Apply P.O. Box 275, Sudbury, Ont.

ANY ONE WISHING TO SECURE A GOOD tinsmith, stove and furnace business in best town in New Brunswick; a small outlay for spot cash. For particulars apply Box 399, Hardware and Metal.

FOR SALE—HARDWARE BUSINESS IN Toronto, good stand and business. Stock and fixtures between four and five thousand dollars. New spring goods all in, stock can be reduced. Fine opening for plumber. Box 780, Hardware and Metal.

ESTABLISHED HARDWARE BUSINESS IN A progressive town in Central Ontario; a good stock; a good turnover and an unusually good opportunity. Apply Box No. 779, Hardware and Metal, Toronto.

Tell them where you saw their advt.

FIRST AID IN THE KITCHEN +

A Good War Time Specialty

For mending holes in all kinds of Pots, Pans, etc. Graniteware, Aluminum and other kinds. Easily applied with the finger and ready for use in two minutes. Sells well at a good profit; put up in attractive display stands.

From your Wholesaler, or write us direct.

H. NAGLE & CO., BOX 2024, MONTREAL

VOL-PEEK

NAILS

"From Ore to Finished Product"

WIRE NAILS
All Standard and Special Gauges.

Dominion Iron & Steel Company, Ltd.

Sydney, N.S. **Montreal, Que.**

Nail Wire, Rivet Wire, Oiled and Annealed Wire, Galvanized Wires, Plain, Barbed and Coiled Spring.

WIRE

Improved Patent Flush Handle

CHESTERMAN'S

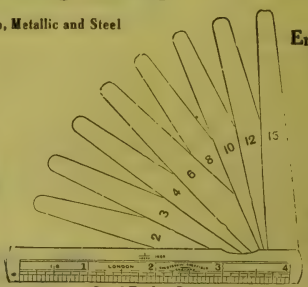
TRADE MARKS J C CONSTANTIA J C

MEASURING TAPES

Linen, Metallic and Steel

TRE BLE

Engineers' Small Tools



Steel Rules, Gauges, etc.

Steel Feeler Gauge

For Prices, Catalogues, etc., apply to

F. H. SCOTT, 404 Coristine Bldg., Montreal

"Write for HARDWARE and METAL Electro Booklet"

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THE THOS. PINK COMPANY, LIMITED

Manufacturers of Lumber Tools

PEMBROKE - - ONTARIO

It's a Pink anyway you take it, and it's the best Peavey made.

"Multiped"

The Garden Hose That Doesn't Kink

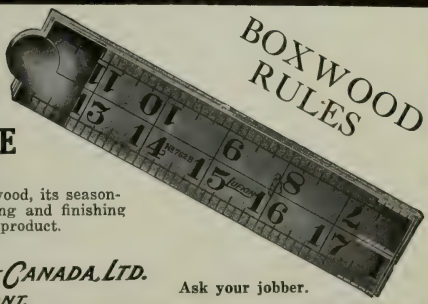
A MOULDED, CORRUGATED HOSE OF EXTRAORDINARY STRENGTH, MADE IN LENGTHS OF ABOUT 500 FEET.

MANUFACTURED SOLELY BY **GUTTA PERCHA & RUBBER, LIMITED**

Toronto, Halifax, Montreal, Ottawa, Fort William, Winnipeg, Regina, Saskatoon, Lethbridge, Calgary, Edmonton, Vancouver, Victoria

LUFKIN

BOXWOOD RULES



RELIABLE

in every way

From the selection of the boxwood, its seasoning, the assembling, graduating and finishing of the rule, a uniform and high quality product. A complete line.

Send for catalogue. **THE LUFKIN RULE CO. OF CANADA, LTD.** WINDSOR, ONT. Ask your jobber.

TINKER TOM'S TALKS.

Talk Number One Hundred and Forty-Five

En route West Edmonton.

Saskatchewan and Alberta are fairly excited at the situation—more Fall plowing done—heavy snows to create moisture reserves—best prospects ever. They make hundreds of grain picklers from "PREMIER" GALVANIZED SHEETS, thus killing the "smut" germs and assuring a record yield. The Western Sheet Metal Workers are a wise bunch, believe me!

Look out for Talk No. 146 next week. TINKER TOM.

DOMINION SHEET METAL CO., Ltd.

HAMILTON, CANADA

MOSSBERG

All Steel Wrenches and Tools

For Absolute Dependability

The nationally advertised line, in such publications as the Saturday Evening Post, Literary Digest, and others having a combined circulation of 4,000,000. This insures a positive and unusual demand. Five turnovers where before you had one. Following are a few leaders and dealer helps.

Send for 1918 Descriptive Catalogue.

Socket Wrench Set No. 14

The "Completest" Socket Wrench Set, contains every essential for prompt and efficient repairs. Notice the five D.E. Wrenches, Alligator Wrench and Pliers, Reverse Ratchet, "T" and Offset Handles and thirty-four Hexagon and Square Sockets, sizes 5-16" to 1 9-32".

No. 14 Set complete, $16.00

"W" Display Board

This "W" Board displays 14 large Adjustable Wrenches and presents a dandy counter appearance. The Wrenches are all of quality, guaranteed.

Price, $13.33

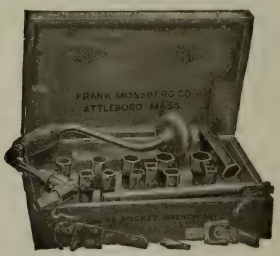
No. 660 Wheel Puller

Simple and efficient. Made from tool steel, they can be hammered without harm to the wheel or to the tool.

Price each, $1.07

Socket Chest No. 300

A very attractive fixture in itself, the No. 300 Chest is a distinct addition to your store. It contains 300 Regular Pressed Steel Sockets besides Spark Plug Sockets, Ratchet, "T" and Offset Handles, Universal Joints, Extension Tubes, etc.



No. 49 Ford Set

The popular Reverse Ratchet Brace is featured in this set. It combines with twelve Sockets, particularly selected for the Ford car, and makes the smoothest adjustments possible. Notice also the Adjustable Wrenches, etc.

No. 49 Set, $6.67

"X" Display Board

Displays regular Double End and "S" Wrenches from ¼ in. to 1¼ in. Single End Wrenches, ¼ in. to 1 in., Adjustable Sleeve Wrenches, and Slip-Joint Pliers.

The above prices are Canadian list. **Ask for Catalogue 193C.**

FRANK MOSSBERG CO., Attleboro, Mass., U.S.A.

WRENCHSMITHS FOR TWENTY YEARS

HARDWARE AND METAL

Vol. XXX
No. 17

PUBLISHED EVERY SATURDAY SINCE 1888

April 27
1918

THE MACLEAN PUBLISHING COMPANY, LIMITED

PUBLICATION OFFICE: TORONTO, CANADA

Canadian Tube & Iron Co., Limited

Works: Lachine Canal, Montreal

Manufacturers of

BOLTS AND NUTS

Carriage Bolts, Coach and Lag Screws, Tire Bolts, Machine Bolts, Sleigh Shoe Bolts, Plow Bolts, Track Bolts, Square Nuts, Hexagon Nuts, Boiler Rivets, Tinners' Rivets, etc.

WROUGHT PIPE

Black and Galvanized, sizes ⅛ in. to 4 in., is thoroughly inspected and tested to 600 lbs. pressure, and every length is branded with our trade-mark.
We also manufacture NIPPLES in all sizes—black or galvanized.

Canadian Rolling Mills Co., Limited

Works : Lachine Canal, Montreal

Manufacturers of

BAR IRON AND STEEL (rounds, squares and flats).

TWISTED STEEL BARS FOR REINFORCING.

CANADIAN TUBE & IRON CO., Limited
MONTREAL

Colonial Wire Mfg. Co., Limited

Manufacturers of

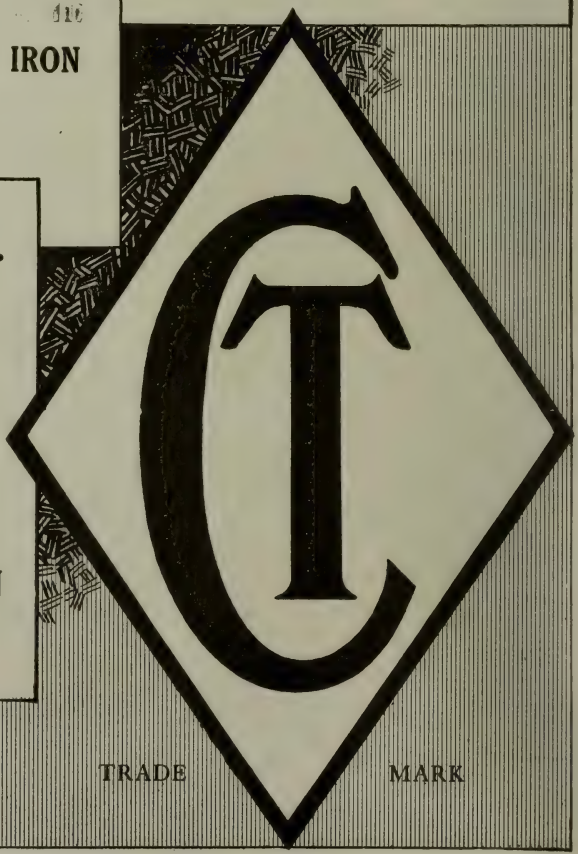
SMOOTH STEEL WIRES (Bright annealed, solid and annealed).

TINNED MATTRESS WIRE, BROOM WIRE, FINE WIRE (plain and galvanized).

FENCE STAPLES — WIRE NAILS — WOOD SCREWS.

PUMP RODS (plain and galvanized).

CANADIAN TUBE & IRON CO., Limited
MONTREAL



Priest's Toilet Clippers

Making Clippers for fifty years has given us an experience that reflects in the quality of our line. Ask your jobber about Priest's Clippers.

A. MacFarlane & Co. Montreal, Canada
Wiebusch & Hilger, Ltd. New York City

Selling Agents

"P.&W. Co." SMALL TOOLS

Taps, Dies, Reamers, Milling Cutters, Drills

Highest Grade Materials—Expert Workmen—Quality absolutely guaranteed.

PRATT & WHITNEY CO., OF CANADA, LTD.

Dundas Ontario Canada

Montreal, 723 Drummond Bldg.; Vancouver, 609 Bank of Ottawa Bldg.; Winnipeg, 1205 McArthur Bldg.

Yale Products made in Canada

Padlocks *Door Closers*

Night Latches *House Hardware*

The name Yale on locks and hardware is just as valuable to the dealer as to his customer. It means profitable sales and repeat sales and satisfied buyers.

The name "Yale" helps make the sale.

Canadian Yale & Towne Limited, St. Catharines, Ont.

If interested, tear out this page and keep with letters to be answered.

UNIVERSAL

New Universal Window Display

These Attention Catchers are for you to use in connecting your store with the Bread Maker, Food Chopper and Percolator business created by our Food Conservation Advertising Campaign.

These window pieces are lithographed in ten colors and stand approximately 29 inches high. All three are sent charges paid with each order for one dozen pieces assorted Universal Food Choppers, Bread Makers, Percolators.

Send in your order to-day and we will start them on the way.

Order by Number D 800

LANDERS, FRARY & CLARK, New Britain, Conn.

CANADIAN REPRESENTATIVES:

A. MacFarlane & Company, Coristine Bldg., Montreal

If interested, tear out this page and keep with letters to be answered.

Your Dependable Source of Supply

No matter how increasingly difficult the shortage of goods may be, and this condition is becoming more acute, our customers may rest assured that our stock is better assorted than any other hardware house in the Dominion.

Our Mail Order Service

Will continue to be their one most dependable source of supply.

We ship mail orders the day received.

LEWIS BROS., LIMITED, MONTREAL

EVERYTHING IN HARDWARE
RAILWAY CONTRACTORS' and PLUMBERS' SUPPLIES
SPORTING GOODS, CUTLERY, PREPARED ROOFING, PAINTS and GLASS

If interested, tear out this page and keep with letters to be answered.

FOOD SAVERS
THAT ARE IN DEMAND
EVERYWHERE

Perfect Kneading — Perfect Bread

UNIVERSAL
Bread Maker

Mixes and kneads the dough in three minutes better than it can be done by hand.

Anyone can make bread in the UNIVERSAL Bread Maker. All you have to do is to put in all the liquids, then the other ingredients, and turn the crank.

Any recipe that will make good bread by hand will make better bread in the UNIVERSAL Bread Maker. Sanitary always, because the hands do not touch the dough.

4 and 8 Loaf Sizes

Save Food and Win the War is the Slogan

DO YOUR BIT—

SELL RELIABLE FOOD SAVERS

This is the *Original* Food Chopper.

And it is a real Chopper because it chops the food with a knife cut, without squeezing or mashing.

UNIVERSAL
Food Choppers
(4 sizes)

are simple and sure in action. They cut meat, fruit or vegetables fine, medium or coarse as you wish. Each UNIVERSAL Food Chopper is equipped with three cutters for different degrees of fineness.

Blades are self-sharpening and need no attention.

Other UNIVERSAL Home Needs

Such as Coffee Percolators and Tea Ball Pots are also in popular demand.

Modern housekeepers are saving by using Universal Food Choppers, and are cutting down the high cost of living by making their bread the Universal way at home.

ORDER THROUGH

CAVERHILL, LEARMONT & CO.
MONTREAL

If interested, tear out this page and keep with letters to be answered.

NO. 28 "WASHBURNE" SLIDING DOOR LATCH

Allows the door to open full width

The upper illustration shows a cross-section of door with the "Washburne" Latch attached. Notice that there are no projecting parts on the inside of the door. The pin by which latch is operated from the inside is flush with the door. This permits of the door being opened full width, there is nothing on the inside to catch.

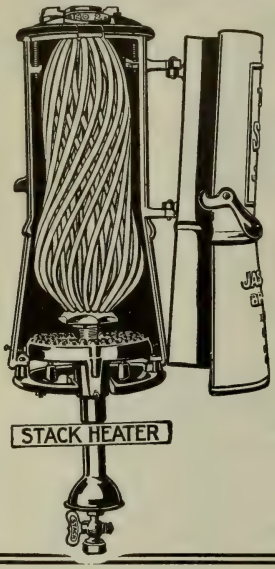
This latch is entirely of steel and is adapted for use on either right or left hand sliding doors. A new style of plate staple is used which permits placing the latch so that bar extends only ¾ inch beyond edge of door.

Envelope with screws is attached to each latch, and half-a-dozen packed in a box. Six dozen in a case, weight 10 lbs. per dozen.

NATIONAL MANUFACTURING COMPANY

STERLING, ILLINOIS

Your customer can readily understand

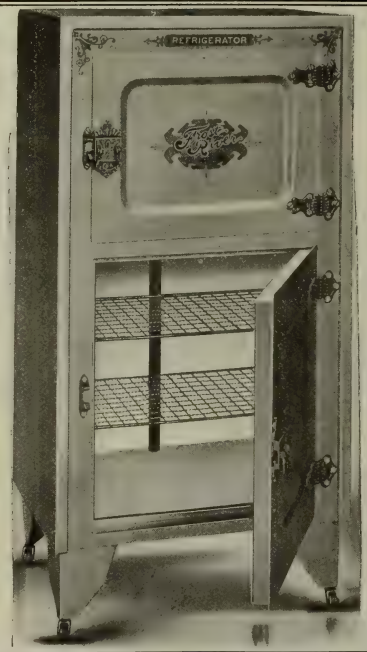


When you tell your customer that a Stack Heater will give him hot water one minute after the gas is lighted he will not hesitate to believe. He will at once grasp the possibilities of a heater having so much copper heating surface. He will readily understand that the number of small perpendicular columns will heat much more quickly than one large coil.

In selling the Stack Heater you have the great advantage of a device with real selling points that can be readily understood.

The James Morrison Brass Mfg. Co., Ltd.

93-97 Adelaide Street West - TORONTO



Davidson's Well Known FROST RIVER

Refrigerator shown herewith

Made entirely of Sheet Steel Galvanized

The exterior is Japanned French Grey, beautifully finished with neatly decorated panels and corner scrolls.

The Food Chamber is coated with white enamel, thoroughly hardened and baked on in an oven of high temperature.

All inside parts are removable for cleaning purposes.

The drip pipe for the waste water has been carried outside the body, and does not run through the Food Chamber—as usual in other refrigerators.

Made in three sizes, the largest with double doors.

NOW is the time to get your Orders in for these goods and ensure prompt shipment.

The Thos. Davidson Mfg. Co. LIMITED

Toronto Montreal Winnipeg

If interested, tear out this page and keep with letters to be answered.

In This Armour Plant

Toncan Metal was used for outside metal work—Flashings, Door Coverings, Eaves Trough, Conductor Pipe, Roofing, etc., and it was also used for the pans and troughs in the interior.

The corrosive action of fumes from fertilizer manufacture and, in the case of the interior work, actual contact with corrosive influences made the use of anti-corrosive metal a necessity.

Users of sheet metal everywhere are realizing that the ***best way to meet modern corrosive conditions is to use modern anti-corrosive sheet metal.***

TONCAN METAL

has been fortified against all the causes of corrosion. It is dense, even, and nearly 100% pure iron. Careful annealing has removed all strains, and slow, careful manufacture, from beginning to end preserves its uniformity and high quality. No sheet metal, made from iron ore can be more durable or more economical.

Our book "Corrosion—The Cause---The Effect---The Remedy" is a veritable hand-book for dealers and workers in sheet metal. If you have not received your copy, send for it at once.

The Pedlar People Ltd.

Oshawa, Ont.
Canadian Distributors

The Stark Rolling Mill Company

Canton, Ohio
Sole Makers

If interested, tear out this page and keep with letters to be answered.

"YANKEE" TOOLS

PUSH DRILL No. 44

Saves Time at Every Turn

Here you have a rapid fire drill, with adjustable tension for hard or soft woods and the 8 different size Drill Points furnished with it.

A turn of the cap does the trick that saves time, labor and Drill Points. This drill is about as valuable to the average mechanic as any "Yankee" Tool we make. Built for hard service.

Your Jobber Can Supply

NORTH BROS. MFG. CO.
PHILADELPHIA, PA.

When in need of

Wrapping Paper
Twines & Cordage

Brooms Brushes Baskets

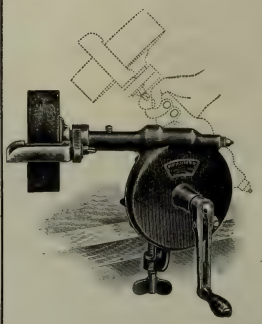
Grocers' Sundries

Walter Woods & Co.
Hamilton and Winnipeg

American Self-Oiling Grinders

Manufactured by

American Grinder Mfg. Co.
MILWAUKEE, WIS.



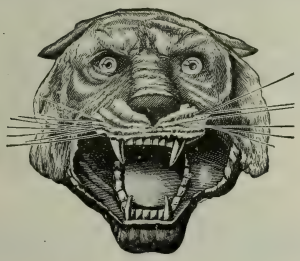
Will find a ready sale in Canadian hardware stores. Anyone who has tools to sharpen will readily recognize the superior features of these grinders. Let us recommend your displaying them in your windows and stores.

Leading jobbers catalogue and sell them.

Agents for Canada
Merchants Hardware Specialties Co., Calgary, Alta.; D. Philip, 138 Portage Ave. East, Winnipeg, Man.; John H. Graham & Co., 113 Chambers Street, New York City.

If interested, tear out this page and keep with letters to be answered.

TIGER BRAND



PURE WHITE LEAD

THIS famous forty-year-old trade-mark is a guarantee of an honest product.

You and your customers both know it as such. Your customers will want Tiger Brand this year, the same as they have all other years you have been in business, the only difference being that they will want it in larger quantities. Every year this has been the case with Tiger Brand Pure White Lead.

THE

STEEL COMPANY

OF

CANADA

LIMITED

HAMILTON - - MONTREAL

UNIFORMITY

USED THE WORLD OVER

SATISFACTION

Atlas Babbitts

MADE IN CANADA

AMACOL TENAXAS TIN-TOUGHENED MASCOT ATLAS W. E. W. BABBITT

In recommending this line of babbitts to your customers

A WORLD-WIDE REPUTATION FOR UNIFORMITY AND RELIABILITY STANDS BEHIND YOU

PRESSURE AND SPEED DEFIED
Large Stocks

THEY MAKE GOOD EVERYWHERE
Prompt Shipment

Atlas Metal & Alloys Company of Canada, Limited

Office: 49 Common Street, Montreal Works: Riverside Street, Montreal

OFFICIAL AWARD RIBBON

PANAMA PACIFIC INTERNATIONAL EXPOSITION SAN FRANCISCO 1915

PRESIDENT

PRESIDENT OF THE SUPERIOR JURY

DIRECTOR OF EXHIBITS

SECTY OF THE INTERNATIONAL AWARD SYSTEM

MEDAL OF HONOR

DEPARTMENT OF MANUFACTURES AND VARIED INDUSTRIES

CHIEF

TRIMO TOOLS

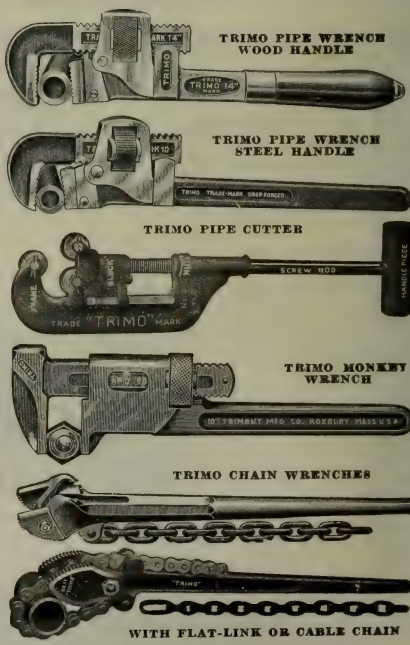
Nut with Nut Guards

BE sure to ask for the Trimo Wrenches, both Pipe and Monkey. They are equipped with Nut Guards that prevent the accidental turning of the adjusting nut in close quarters, and with Steel Frames in the principal size that will not break.

SEND FOR CATALOG NO. 55.

TRIMONT MFG. CO.

55-71 Amory Street
Roxbury, Mass.
U.S.A.

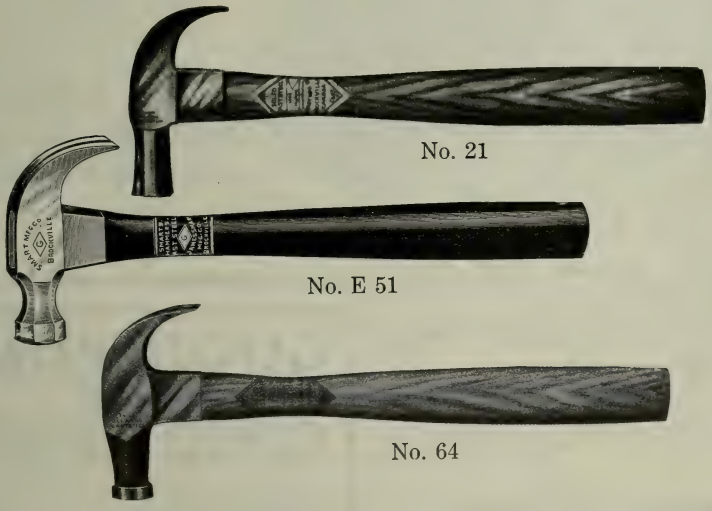


If interested, tear out this page and keep with letters to be answered.

CANADA
FOUNDRIES & FORGINGS
LIMITED

ORIGINAL PRODUCERS AND DISTRIBUTORS

SMART'S TOOLS



No. 21

No. E 51

No. 64

CARPENTERS' NAIL HAMMERS

We show only three styles, but we make a very complete line that will enable you to satisfy all demands.

The HEADS are all carefully forged, hardened and tempered, being made of special steel.

The HANDLES are of selected second growth hickory.

We also manufacture HAMMERS for Machinists, Bricklayers, Farriers, Blacksmiths, Boat Builders and Engineers.

PRODUCED AT

JAS. SMART PLANT

BROCKVILLE, ONT. WINNIPEG, MAN.

If interested, tear out this page and keep with letters to be answered.

NOW THAT LABOUR COSTS ARE HIGH

Shop Superintedents are seeing to it that their men don't waste time and labour with inefficient tools.

They find it much cheaper to give a mechanic a new file than to have him waste time working with a file that has passed its "efficient point."

They find it pays to buy Standard quality tools because they give the best results for the longest period of time.

They recognize "Famous Five" as the standard quality files.

Consequently the dealer who sells "Famous Five" files gets their trade.

That's why you should specify "Famous Five" when ordering from your jobber.

They are:

Manufacturers

OF

WIRE

HEADQUARTERS FOR

Wire Bale Ties

LARGEST CAPACITY AND STOCK IN CANADA

Prompt Shipment

LAIDLAW BALE TIE COMPANY, Limited

HAMILTON, CANADA

Winnipeg Toronto Montreal
London, England

GOOD PUMPS WITH GOOD PROFITS

We are looking for the pump dealer who knows that selling good pumps pays in good-will.

McDougall Pumps are well made, properly fitted, good through and through "Aremacdee"

Every pump sold stays sold and stays in good order.

Metal Hand or Motor Pumps — for Force or Lift use — every size, style, kind, in our big catalogue.

Write

The R. McDougall Company
Limited
GALT, CANADA

If interested, tear out this page and keep with letters to be answered.

Portable All-Steel Buildings

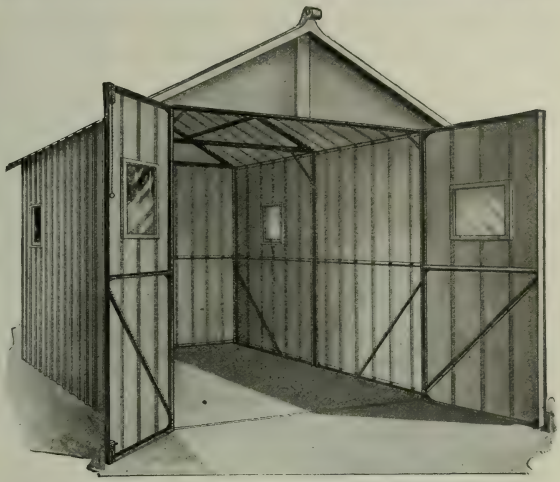
There is a ready demand for light, sectional, fireproof buildings for use as

GARAGES

also as Tool-Houses, Oil-Houses, etc. Our new "Empire" All-Steel Buildings are just what you need to fill this demand.

Better put yourself in a position to answer inquiries by dropping a card for our

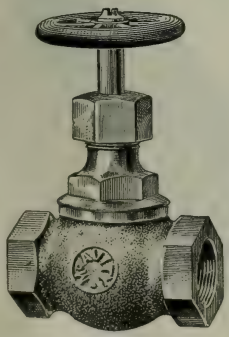
Illustrated Folder and Price List to-day.



THE METALLIC ROOFING COMPANY, LIMITED

TORONTO Manufacturers **WINNIPEG**

We have yet to see a Better Valve than the



"McAvity" VALVE

Every Valve packed and tested before leaving factory.

Let us quote you a quantity price. Prompt shipment from stock.

T. McAVITY & SONS, Limited

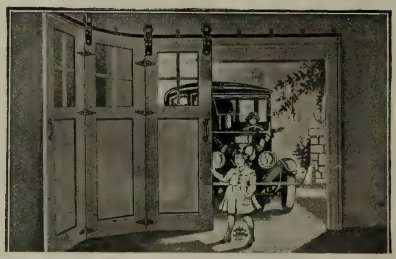
Montreal **ST. JOHN, N.B.** **Winnipeg**

If interested, tear out this page and keep with letters to be answered.

Show the Owner and the Contractor

the advantages of hanging Garage Doors on rollers and your efforts will be repaid by increased sales and profits.

Efficiency, ease of operation and no waste space are three outstanding features.



Let us supply everything you need to display and sell this profitable outfit.

The Hatch Garage Door Outfit

rolls the doors around the corner to the side wall taking up very little space in the Garage, and makes sagging, warping or slamming of doors impossible.

Write our "Hanger Dept." for detailed information and prices

Canada Steel Goods Company Limited

HAMILTON, CANADA

Fairbanks Scales

For over 85 years Fairbanks Scales have been the World's Standard for accurate weighing.

The Canadian Fairbanks-Morse Co., Limited

"Canada's Departmental House for Mechanical Goods"

Offices and Warehouses in Canada's Principal Cities.

A Scientific Sheathing Made From Felt

Counterwall

(The Perfect Insulation)

Canadian Roofing Mfg. Co.,
Limited
Windsor - Ont.

If interested, tear out this page and keep with letters to be answered.

Canadian Government Railways Grain Elevator, St. John, N.B.

The Engineers in Charge

of this great installation for the Canadian Government chose

Rust-Resisting Armco Iron

for the sides and roof of the upper portion,—the lower being of concrete. The structure is thus protected from fire and from rapid deterioration. Armco Iron, because of its unique purity and the care bestowed on every phase of its production, is the material for long and faithful service.

The American Rolling Mill Company

MIDDLETON, OHIO

Licensed Manufacturers Under Patents Granted to The International Metal Products Co.

Armco Iron Blue Annealed Sheets, Black Galvanized, Polished and Locomotive Jacket Sheets, Roofing, Pipe and Metal Lath

Branch Offices at New York, Washington, Atlanta, Pittsburg, Chicago, Cincinnati, Cleveland, Detroit, St. Louis and San Francisco

AMERICAN ARMCO IRON

The trade mark ARMCO carries the assurance that bars bearing that mark is manufactured by The American Rolling Mill Company with the skill, intelligence and fidelity associated with its products, and hence can be depended upon to possess in the highest degree the merit claimed for it.

If interested, tear out this page and keep with letters to be answered.

Place Your Order Now & Anticipate the After War Rush

THE output of our famous WILKINSON Silver Sword-Steel Razors has been largely restricted through War requirements. We feel the time has arrived when factors and retailers should be placing their orders for "After-the-War" delivery, and we invite such orders, to be executed in strict rotation as received. Every effort made to meet sample orders from present limited output.

The
World-Famous
WILKINSON
Sword-Steel RAZOR
—The envy of every man who loves an easy shave.
Made from our Special Steel, and Ground, Hardened and Tempered by Special Process.

These Razors are fully guaranteed.

The
PALL MALL
7-Day
SAFETY SHAVER,
in Best Leather Case. Extra Blades may be obtained for the "Pall Mall" Safety Razor. The blades are *solid*, therefore most suitable for *stiff* beards and tender skins.

We are Makers of **Razors, Shavers, Swords, Guns, Pistols, Camp Equipment, Hunting Knives, etc.**

The
WILKINSON SWORD CO., Ltd.,
53, PALL MALL, LONDON.

T. H. RANDOLPH, ***Managing Director.***

If interested, tear out this page and keep with letters to be answered.

AUTOMATIC SELLERS

NO effort required to move RELIABLE Colored Enameled Metal Tubular Searchlights. Just display them in your window. That's enough to make every passerby want one.

Now look the searchlight situation straight in the face. All fibre searchlight lines are pretty much alike as are the nickeled lines.

Here's a line of **Colored** searchlights — of METAL. Nothing else in the world like them. They're in a class by themselves as a line—absolutely alone and above everything else as sellers. They're a novelty—now—but it won't be long before they're staple. Here's why: In factories each man can have a special color for his searchlight; every member of the family has his own searchlight and knows it by color.

We want you to see these searchlights. So write for a line of samples. Then put them alongside the searchlights you now carry. Decide for yourself their selling qualities. Don't forget to write TO-DAY for samples and prices.

Get our prices on RELIABLE Searchlight Batteries and RELIABLE Dry Cells.

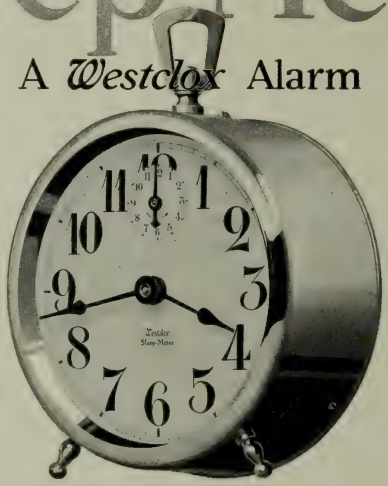
THE DOMINION BATTERY COMPANY
Limited
736 Dundas Street East **Toronto**

"Lively and Lasting"

RELIABLE
CANADIAN PRODUCTS

Sleep-Meter

A *Westclox* Alarm



To be Advertised

SLEEP-METER, a popular priced *Westclox* alarm, has made good in a big way without the aid of national advertising.

You know from your own experience in your own store how your customers have favored this sturdy, handsome, back-bell alarm.

Now Sleep-Meter is to be nationally advertised. The publicity will begin next month in a strong list of widely read national publications.

Sleep-Meter advertising is a part of the new 1918 publicity campaign of the Western Clock Co. which will benefit directly every clock in Big Ben's family.

You will naturally look forward to unusual results from Sleep-Meter advertising; a clock which went to the front so quickly *without advertising* will feel very definitely the impetus of strong national publicity.

Watch for this advertising in the April magazines. And be prepared to work hand in hand with it. It will benefit you in a very direct way.

Western Clock Co.—*makers of Westclox*

La Salle, Illinois, U. S. A.

Big Ben—Baby Ben—Pocket Ben—America—Bingo—Lookout—Sleep-Meter

Toronto Office, 58-64 Wellington St., W.

Keeping the Mechanic's Trade

In order to retain the good-will of the machinist and to keep the name STARRETT constantly before him, we are distributing thousands of Hack Saw Charts. Our advertising points out the benefits of keeping the Starrett Chart before him, also offers a free chart.

Results prove that this phase of Starrett Service will help greatly in keeping the machinists enthusiastic about Starrett goods.

The L. S. Starrett Co.

The World's Greatest Toolmakers

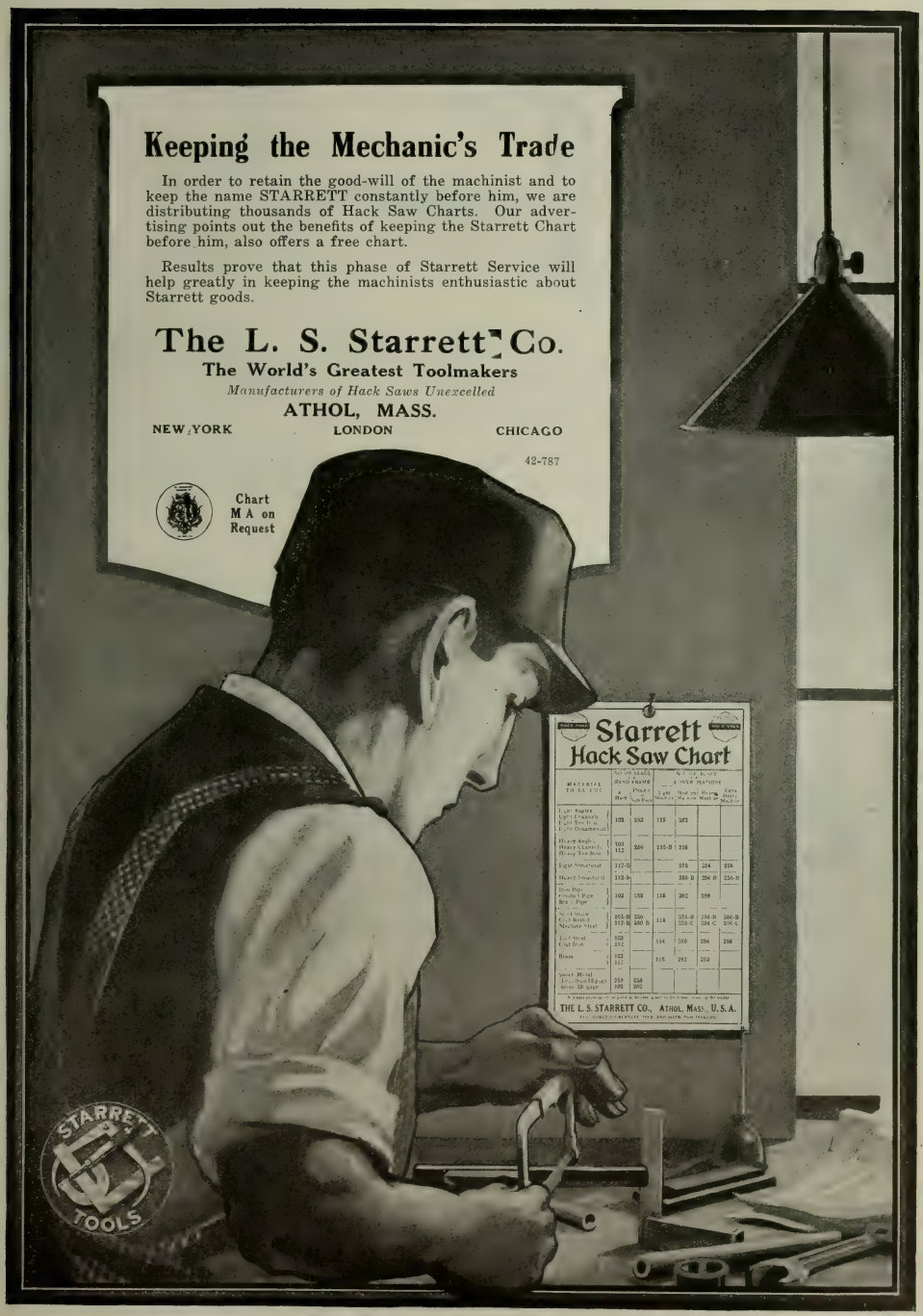
Manufacturers of Hack Saws Unexcelled

ATHOL, MASS.

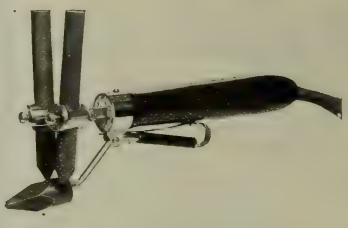
NEW YORK LONDON CHICAGO

42-787

Chart M A on Request



The New Electric Soldering Iron



A new Era of Economy and Efficiency in rapid and thorough Soldering has been opened with the advent of the J. C. Electric Soldering Irons.

The J. C. Electric Soldering Tools give instant, continuous conducted Heat, and give it faster than it can be taken away by the metal on which it is used.

Instantaneous Heat and Stay Hot.

Runs the Solder in 30 Seconds or less.

Save Time. Are saving from 40 per cent. to 70 per cent. time in plants where these Irons are in use.

Save Labor. Do not require skilled help.

Increase Production. Lessen the Cost.

They Can't Burn out, because there is Nothing to Burn out, and the only Maintenance Cost is for Carbons.

These are the Fastest, most Efficient, and most Economical Electric Soldering Irons on the Market.

Light in weight, Rugged in construction.

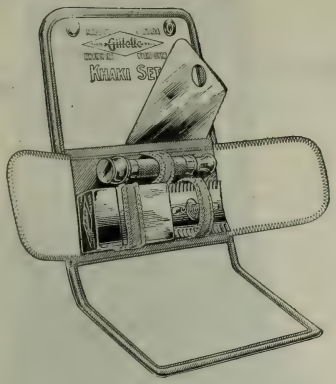
Easy to Manipulate. Low Cost of Operation.

WRITE FOR ILLUSTRATED CATALOGUE.

The Clemens Electrical Corporation of Canada, Limited

Hamilton, Ontario

If interested, tear out this page and keep with letters to be answered.



Soft Roll Khaki Set No. 19

New Gillette Sets

for the Boys in Khaki

Ever since the beginning of the war the Gillette Safety Razor in civilian dress—has served our Canadian troops with distinction overseas. The Gillette "Standard," "Pocket Edition" and "Combination Sets" have played their parts so well that they have been mentioned in thousands of "dispatches," no less sincere because they are private and personal. They have made such a record that each and every American soldier is being equipped with a Safety Razor.

But some of our fighting men have never yet owned a Gillette—and others have lost the Gillette they had. For them we have designed the new and distinctly Military Sets here illustrated —two Khaki Sets and the handsome "Canadian Service Set."

Each of these Military Gillette Sets has its special advantages and selling points. No. 18 is particularly suited for officers' use. The soft roll principle adopted in No. 19 is a favorite with soldiers everywhere. No. 20 (ready for delivery May 25th) is the last word in sturdy, compact convenience.

Canadian Service Set No. 20

Combination Khaki Set No. 18

These Gillette Sets open up a new selling opportunity for you—and the Store Cards and Booklets we have sent you provide the means of taking advantage of it! Put a Gillette Military Window to work for more business! The Gillette is an essential in the equipment of every soldier.

Gillette Safety Razor Co. of Canada, Limited

Office and Factory---65-73 St. Alexander Street Montreal

If interested, tear out this page and keep with letters to be answered.

Williams' Superior Drop-Forged Wrenches

Wrenches are not wrenches simply because they seem to be alike.

There are more "persnickety" things about drop-forged wrenches than a majority of men know.

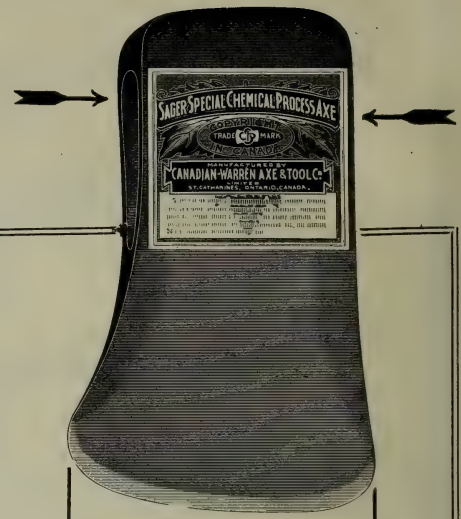
Williams' ◇ product incorporates:

1. Chemically selected and physically tested steels.
2. Designs that stand for greatest utility; proper opening-angles, contact faces and balances.
3. Unsurpassed hardening—leaving tools tough but with hard wearing surfaces—cyanide hardening never resorted to.
4. Selections of classes covering widest range of standard openings in least number of wrenches. Get catalog and stop buying 10 wrenches when you need but "Six."
5. The greatest line of drop-forged wrenches ever offered. Anything in size and weight for bolts from 1/8 to 5" diameter. More than 40 different patterns and 1000 assorted sizes.

The A. G. Low Co., Ltd., Saskatoon, Sask. Agents for Manitoba, Saskatchewan, Alberta, and British Columbia.

J. H. Williams & Co.
"The Wrench People"
No. 45 Richard St.
Brooklyn, N.Y.

Chicago Office & Warehouse: 45 So Clinton St



WHY NOT BE GUIDED BY THE JUDGMENT OF HUNDREDS OF WELL KNOWN LUMBERMEN, WHO ACKNOWLEDGE THE SUPERIORITY OF

"SAGER AXES"

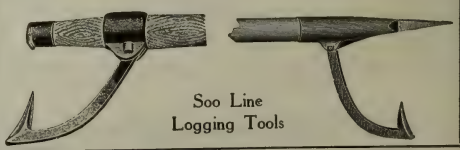
AND

"SOO LINE" LOGGING TOOLS?

GET THE HABIT.

(AND THE PROFIT)

Canadian Warren Axe & Tool Co.
LIMITED
ST. CATHARINES, ONT.



Soo Line Logging Tools

If interested, tear out this page and keep with letters to be answered.

"AUTO-COP"

FORD LOCK

Without exception the most effective and most attractive lock ever produced.

PRICE $4.00

The "Auto-Cop" Sells on Sight

Without Fail Stops Theft, and Constantly Performs the Duties of a Policeman.

ALL SORTS OF LOCKS AND IMITATION LOCKS

for every movable part of a Ford car are being offered to the public, but few, if any, of these various devices give real security or satisfaction, and the use of some is very dangerous.

FORD DEALERS AND OWNERS

all over the country quickly endorse the "Auto-Cop." No other lock is so practical, none so easily operated, nor so readily accessible. The engine stops running and can not be started while the key is withdrawn. Every "Auto-Cop" is equipped with a small patented device that grounds the entire electrical system, making it absolutely impossible to start the car without the proper key, of which there are many patterns used with the "Auto-Cop."

DEA

Write or Wire for Our Lib counts to the Trade

No Ford lock ever produced offers the many attractive features, or gives the universal satisfaction to the owner. Many thousands of Ford cars are being annually stolen, every section of the country is suffering from organized gangs engaged in this business.

CANADA SALES CO.

183 CHURCH STREET - - TORONTO

EXCLUSIVE DISTRIBUTORS

Wrought and Steel Plate WASHERS

OF ALL DESCRIPTIONS

ROUND AND SQUARE

PLAIN OR GALVANIZED

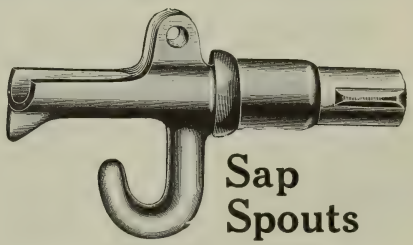
Annealed Rivet Burrs; Felloe Plates; Sheared and Punched Plates; Malleable Washers and Cast Iron Washers.

PROMPT SHIPMENTS

We Guarantee Quality and Service.

Wrought Washer Mfg. Co.

MILWAUKEE, WIS.



Sap Spouts

Don't let Maple Sugar time find you without a supply of sap spouts because you failed to order in time.

Just keep in mind the unsettled state of the metal market and be advised to order early.

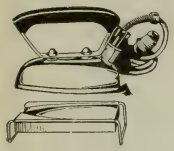
Better tell us your requirements now and be sure of getting what you want.

Taylor-Forbes Co., Limited

Guelph, Ontario

If interested, tear out this page and keep with letters to be answered.

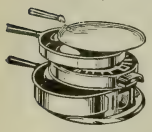
Here's the line you've been waiting for—made by men who have grown with the industry



"Now You've Hit It—"

That's a remark we frequently hear in introducing the "Premier" line of appliances. For the sterling goodness of "Premier" products needs no talk. The sturdiness, neat design, and superb finish are visible at a glance.

And behind the "Premier" line is an organization known throughout the trade as progressive. Already strong advertising campaigns are under way. Folders and window displays of a new, striking character are ready.



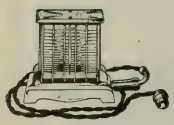
They are made by men who have served years in the business; men who know what you want; men who know how to build appliances with a merit that makes them easy to sell, worth the price paid, and a basis of customer-satisfaction.

All dealers who have seen "Premier" appliances are boosters. Distribution is coming fast—faster even than we anticipated. There's room for you in the "Premier" dealer organization if you get in quickly — before your territory is handed over to another live man.

PREMIER

"All That the Name Implies"

Electrical Appliances



There's profit in handling "Premier" Electrical appliances. Write for the facts and figures to

SUPERIOR ELECTRICS, Limited :-: PEMBROKE, ONT.

Cleveland Grindstones Sharpen

IT'S IN THE GRIT

80% of all edge farm tools used in America are sharpened by the manufacturer on "Cleveland Grindstones," the natural abrasive stone that best preserves the temper of the steel.
Profit by the maker's experience—give your trade an opportunity to keep their tools at their best with "Cleveland Grindstones"—the recognized standard.

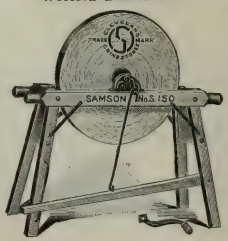
Catalog and prices on request.

Write for folder, "Selection and Care of a Grindstone."

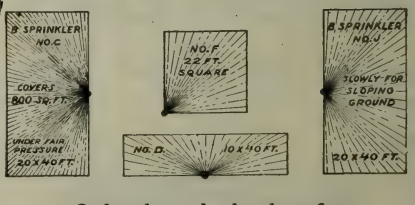
The Cleveland Stone Co.

1836 Euclid Ave. (8th Floor) CLEVELAND, O.

BISSETT & WEBB, LIMITED, WINNIPEG
Western Distributors



SPRINKLERS



Order the style that best fits your lawn. Stock Style D, F & J.

B. Sprinklers are made in four styles so that different shaped lawns may be irrigated. They do not throw water on side to which hose is attached; therefore, may be picked up and moved without turning off the water.

The only Sprinkler that will irrigate the lawn right to the edge of the sidewalk without wetting the walk.

Thos. Birkett & Son Co.

LIMITED

OTTAWA, ONTARIO

Why You Should Be A Michelin Dealer

No. 2

Michelin Dealers Help in Cause of National Economy

Some dealers are always complaining about business being dull, while other dealers who are better business men are making as much money as ever.

These successful dealers are the men whose business is built on the solid basis of giving their customers more for their money than competitors do.

The Michelin Dealer belongs to this class. He sells a tire that is not only widely advertised, but that gives more service for the money than any other. He finds that in periods of national economy his business does not suffer—because people must then make their money go further and so turn to tires that carry out the national spirit.

Michelin Dealers reap the rewards of building solidly for permanent success. Write to-day for Michelin's Dealer Proposition.

CASINGS MICHELIN TUBES

Michelin Tire Co. of Canada, Limited

782 St. Catherine Street West, Montreal, Canada

MICHELIN

Buy Now

The copper situation is acute, and we strongly advise stocking up.

Our coppers are made from the finest grade of Lake Superior copper.

Insist on the "B-B" on every copper. Your jobber handles them in all sizes.

Brown-Boggs Co.
LIMITED
HAMILTON, CANADA

HARD USAGE

emphasizes the superiority of

P X H
TRADE MARK

Quality Files

They are rugged tools made to stand up under the exacting demands of modern industry.

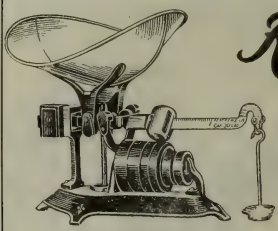
Fine materials and fine workmanship go into their manufacture.

On the basis of actual performance they are "The Standard of File Efficiency."

Port Hope File Mfg. Co., Ltd.
Port Hope, Ont.
"Ask Your Jobber"

The Dispute Settler

Here is a scale that captures confidence the minute you show it. And confidence "sells goods." In a dispute over correct weights, for instance, the owner of a Renfrew can defend its accuracy against any other scale, no matter how elaborate. The Government Inspector's Certificate, accompanying every Renfrew, is indisputable evidence of accuracy in every weight from ½ oz. to 30 lbs. That is one reason why the Renfrew sells like everything, these days. The housewife is ferreting out every leak due to honest mistakes in weighing. Get the



Renfrew

HOUSEHOLD SCALE

Capacity ½ oz. to 30 lbs. Government certificate with every Renfrew. Finished in black or all nickel plate styles. Write to-day for literature and attractive selling proposition to

The Renfrew Machinery Co., Limited
Head Office and Works, Renfrew, Ont.
Eastern Branch, Sussex, N.B.

Western Representatives: P. A. C. McIntyre & Co., 206 Scott Block, Winnipeg, Man.; Crandall Co., Ltd., Vancouver, B.C.
Our Other Lines: "Renfrew" Cream Separators: 2,000 lb. Farmers' Truck Scale, Tractors, Wood-Saws, Grain Grinders, etc.

If interested, tear out this page and keep with letters to be answered.

QUALITY—

KEYSTONE COPPER STEEL

The high standard of excellence for *Keystone Copper Steel* Sheet and Tin Mill Products is responsible for the increasing production:

1911 5,311 Tons
1913 74,495 Tons
1914 105,072 Tons
1915 158,487 Tons
1916 232,336 Tons

B. & S. H. THOMPSON & COMPANY, LIMITED

MONTREAL TORONTO NEW GLAS... , N.S.

Sales Agents for Eastern Canada:

UNITED STATES STEEL PRODUCTS COMPANY, NEW YORK

A Scientific Cleanser

The cleaning of toilet bowls requires the application of chemistry. After many experiments, a compound was produced to accomplish the result.

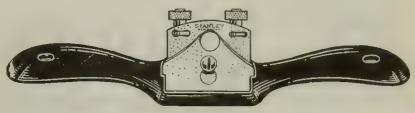
Sani-Flush

solves the problem of cleaning toilet bowls. It is scientifically made for this one purpose. It removes stains and incrustation from all portions of the surface, the trap as well as the visible parts.

Sani-Flush will not injure the porcelain bowl or pipe connections.

HAROLD F. RITCHIE & CO., LTD.,
10-12 McCaul Street, Toronto, Ontario

Stanley Tools



Stanley Adjustable Spoke Shaves
Nos. 151 and 152

These new and improved Spoke Shaves have a Lever Cap fastening the cutter in such a manner as to bring an even pressure on the cutting edge.

The important feature is that the cutter can be quickly adjusted both endwise and sidewise by means of the adjusting screws which engage the slots near the end.

The Cutters are made from a high grade of steel, well tempered and sharpened ready for use.

The handles are japanned and through each a hole is made to enable the owner to hang the tool up out of the way.

Made in two styles—one with raised and the other with straight handles.

10 in. long, 2⅛ in. Cutters.

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.

If interested, tear out this page and keep with letters to be answered.

LION
TRADE MARK
BRAND

IT Stands Up Always

In Durability and Strength

The discreet dealer anticipates the needs of his customers by having what they want.

REMEMBER

"WE HAVE IT"
.....Is better far than
"WE CAN GET IT FOR YOU"

Send in that order to-day

CONSUMERS CORDAGE COMPANY, LIMITED

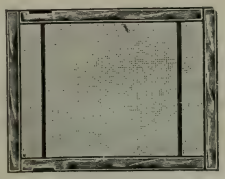
HEAD OFFICE: MONTREAL, CANADA

Agents and Stocks at

HALIFAX ST. JOHN, N. B. MONTREAL TORONTO
JAMES BISSET & CO., QUEBEC MACGOWAN & CO., VANCOUVER
TEES & PERSSE, LIMITED, WINNIPEG
REGINA SASKATOON MOOSE JAW CALGARY EDMONTON

"COAST TO COAST SERVICE"

If interested, tear out this page and keep with letters to be answered.



Before the Flies come

The warm weather that brings the deadly housefly from its "lair" will soon be here, with a consequent rush by householders for a host of seasonable lines.

The trade has never experienced a season when materials have been so scarce as they are sure to be this year. We have anticipated this shortage and are prepared with ample stocks.

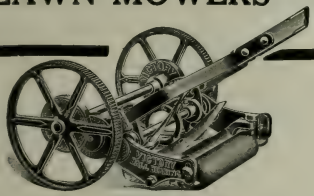
There will be a demand for all these articles:

SCREEN DOORS
WINDOW SCREENS
BLACK WIRE CLOTH
CANADA FLY SWATTERS
DUNLOP FLY SWATTERS
WONDER FLY KILLERS
BALLOON FLY TRAPS
ROYAL PURPLE FLY OIL
ZENOLEUM

Special attention to mail orders.

WHITES LIMITED WHOLESALE HARDWARE & METALS COLLINGWOOD, ONT.

TOWNSEND'S
LAWN MOWERS



BUILT LIKE A WATCH

TOWNSEND MOWERS are superior in every feature of design and construction. In strength, durability and high character of work they do, they have no rivals.

No Noise but the Swish of the Blades

All Blades are of crucible steel, oil tempered. **Ball Bearings** originally adapted to lawn mowers by Mr. Townsend, insure easy, quiet operation. **Triple Compound Gears** permit of maximum strength with minimum weight. They are entirely enclosed and prevent dirt or grass clogging the pinions. Handsomely finished in colors and gold.

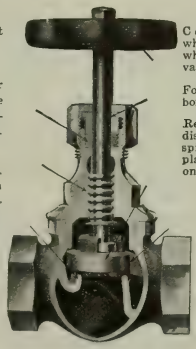
We manufacture a full line of mowers for use on Golf Courses. Send for complete illustrated catalogue and trade terms.

S. P. TOWNSEND & CO.
ORANGE NEW JERSEY

Palmetto Twist Packing.

At least four threads of spindle engaged with bonnet at all times.

Raised round seat. No sediment can lodge on it or injure disc.



Corrugated iron wheel. Arrow cast on wheel shows direction valve opens.

Follower in stuffing box.

Renewable Bakelite disc slips over end of spindle. Can be replaced in less than one minute.

Guides cast on body hold disc centrally over seat.

Globe or Angle

Screwed or Flanged

Fairbanks Renewable Disc Valves Heavily Built of Best Materials

The disc of a Fairbanks renewable disc valve may be renewed in less than a minute, using only a wrench and without taking the valve from the line.

THE CANADIAN FAIRBANKS-MORSE CO., LIMITED
"Canada's Departmental House for Mechanical Goods"
Offices and Warehouses in Canada's Principal Cities

If interested, tear out this page and keep with letters to be answered.

Over the Top for 1918

THIS IS ONE OF THE REASONS!

Extensive advertising in the largest magazines and dominating space in the boys' papers have made Gilbert Toys popular with boys everywhere.

In 1918 we will continue to advertise them in the same impressive way. We are going to tell the boy customers in your town of their "Genuineness"—of their "Individuality."

We are going to tell them of the improvements we have made in a number of the toys—of the additions to the line—about the way all the smaller sets are packed in the new Gilbert Toy sealed carton. And we will try to make our story more attractive than ever.

You should profit by this advertising if your stock of Gilbert Toys is complete.

A postal will bring our new catalogue.

The A. C. Gilbert-Menzies Co., Limited

439 King St. West, Toronto

Canadian Branch

THE A. C. GILBERT CO., NEW HAVEN, CONN.

If interested, tear out this page and keep with letters to be answered.

Over the Top for 1918

GILBERT

WAR TOYS FOR SUMMER BUSINESS

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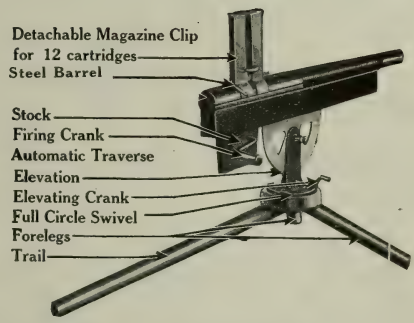

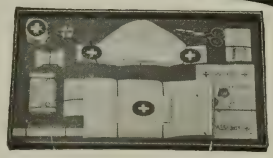

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HARDWARE AND METAL

CANADA'S NATIONAL HARDWARE WEEKLY

Vol. XXX. TORONTO, APRIL 27, 1918 No. 17

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TORONTO ONTARIO

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Canada's National Hardware Weekly

HARDWARE AND METAL

Published Every Saturday Since 1888

Vol. 30 TORONTO, APRIL 27, 1918 No. 17

Stoves, Ranges and Heaters Advance 10%

Reason Given is Increased Cost of Operating Stove Plants — Conscription Measure Will Further Affect Manufacturers—Advance Did Not Come as Surprise —Raw Material Situation Uncertain

AN advance of 10 per cent. on the selling price of stoves, ranges and heaters was made effective on Monday of this week. Manufacturers furthermore will not book for delivery beyond August 31 and reserve the right of cancelling any or all orders that remain unfilled at that time if they feel so disposed. The present prices on furnaces will be maintained to June 30, at which time an advance of 10 per cent. on this line will also apply.

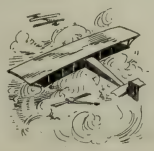
This advance in the price of stoves and ranges did not come as a surprise to the trade as it has been generally expected for some time. Some weeks ago the price for stoves on forward booking, delivery to be taken July 1 to August 31, carried an advance of 10 per cent. over recent prices. Stoves and ranges for immediate delivery were previous to the present advance sold on the basis of recent prices, which was 10 per cent. below prices for July 1 to August 31 shipment. Such action on the part of manufacturers in advancing forward booking prices seemed to presage higher prices for spot sales in the not distant future. Now that the advance of spot sales to the level with the forwarding booking prices has been made there has been confirmation of this expectation.

One of the main reasons given for this advance has been the increased cost of operating the various stove foundries. Many of the manufacturers have had an uncertain supply of raw materials. At times they have been low on coke supplies and again at others low on the supply of pig iron. In some instances they have had to close down for short periods until additional supplies reached them. This all increased the overhead charges. The cost of labor has been steadily mounting upward and with the prospect of more complete conscription the manufacturers have to look forward to a dislocation of their force to a certain extent. One of the large manufacturers of stoves will lose quite a number of young men between the ages of 20 and 23 years who had previously been exempted and placed in Class B. There had been heavy drains on the factory staffs through previous enlistments and the new draft will deplete the operating forces still more. It was a matter of common agreement on the part of manufacturers that the cost of operating their plants had steadily risen owing to the loss of the younger and more efficient workmen. The new call will drain the factories almost entirely of the young and energetic workmen.

Raw Material Situation

Some of the manufacturers have been in better position than others with respect to supplies of raw materials. While supplies of pig iron have been somewhat uncertain, as yet there has apparently been no actual hardship, although there may have been inconvenience at times through failure of supplies to arrive when they were needed. Canadian smelters of pig iron at Port Colborne and Hamilton have been able to keep the Canadian trade fairly well supplied. Some of the manufacturers, however, bring part of their supplies of pig iron from the southern United States because of the necessity for having a softer grade of iron to mix with the harder pig iron produced in Ontario. Shipments of this pig iron from the South have often been delayed and this has caused a certain amount of uneasiness at times. Manufacturers have endeavored to anticipate their needs as far in advance as possible and have bent every effort to get deliveries of raw materials well before the time they were actually required.

"Manufacturing conditions have entirely changed from what they were before the war," stated M. F. Irwin, Toronto manager of the McClary Manufacturing Company. "There was a time when we could order pig iron and other raw materials and could have delivery within a very short time. But those conditions have changed now. It is only the manufacturer who anticipates his needs well in advance that is able to keep his plant running in these abnormal times. Steel sheets have recently been in somewhat light supply, which has interfered with the manufacture of oil heaters and oil stoves. For a time we were unable to manufacture these lines through the failure of sheet stocks to arrive in time. Within recent days, however, arrivals of sheets from the United States have placed the factory in a position to again start operations on the manufacture of this class of stove."



Another manufacturer stated their firm was low in certain gauges of sheets used in ovens. If sheet stocks did not soon arrive they might be compelled to use a heavier gauge for this work.

Stove Business Excellent

"The stove business for the first three months of the present year has been excellent from coast to coast," said Mr. Irwin to HARDWARE AND METAL. "The first three months of the present year show an increase of fully 30 per cent. as compared with the corresponding months of last year. Some of this increase is accounted for in the slightly higher prices that prevail for stoves now as compared with the first three months of last year. There has been free buying of stoves in certain districts this year. Railroad centres and places where munition plants are located have shown a good trade in stoves. The people in those centres have had the money and they have not had any hesitancy about spending it. Electric stoves and ranges have been in very good demand and it is somewhat surprising to note the class of citizen that is doing the purchasing. It is the people in the humbler walks of life who give evidence of their interest in the use of electric stoves and ranges.

"Some of the buying has no doubt been induced through the prospect that higher prices were likely to prevail, but the greater part of the trade undoubtedly

came because people were ready to buy stoves."

Prospects for Year Uncertain

As to the prospect for stove manufacture during the balance of the year there is more or less uncertainty. One concern at Hamilton has been successful in getting sufficient supplies of coke in advance to see them through until about July 1. It is probable in the interim they may be able to get additional supplies. It had not been the custom to anticipate their requirements in coke for any considerable distance in the future as it was always possible to get supplies when needed. What the future holds out in the way of supplies of pig iron remains to be seen.

It would seem that any supplies that come from the United States may be in still more restricted field owing to the desire of the Government to see that the steel manufacturers devote their attention primarily to war requirements. One large producer of iron and steel in that country has recently been requested to give fully 100 per cent. of the output to Government needs. With other manufacturers giving as much as 50 per cent. of their output to Government needs the amount for domestic trade requirements bids fair to be in very restricted compass. This is based on the contingency that the war will last through the present year. If the war does not last through the present year there will be an entirely changed set of conditions. However, with the present prospect on the western front there does not seem much likelihood of an early finish to the war.

The Canadian manufacturing situation has been greatly facilitated during the past year or two through the home production of raw materials such as pig iron and sheet steel. The Steel Company at Hamilton has recently started the operation of a sheet rolling mill which is meeting the requirements to a certain extent for sheets on the part of the Canadian manufacturers. As already stated supplies of pig iron from Canadian mills have been available in fairly good supplies.

Used Spare Time to Increase Paint Sales

Curtailed Train Service Worked to Advantage of Dealer — Big Opportunity to Sell Paint in Larger Quantities—Government Business Has Perhaps Increased Paint Sales in Canada From 30 to 40 Per Cent.

A PAINT salesman making his rounds throughout the country not so long ago called at a certain town and on reaching his customer's store was greeted by the proprietor whose dejected attitude suggested the expression "what's the use?" It was the story of outside competition again to which the salesman listened—this merchant sold his paint at $1 per quart and had competition of $2.50 per gallon to meet. In an interview with HARDWARE AND METAL the general manager of one large paint manufacturing establishment gave out the details which follow. The merchant told of a case where he had just recently lost a big order, and in telling, the story ran something like this, with a few interruptions by the visiting salesman:

$1.00 a Quart Against $2.50 a Gallon

"John Jones came into my store the other day and asked for a quotation on paint. I gave him a price of $1 a quart and he told me he could buy paint at $2.50 per gallon. I then tried to convince him that at the price of $2.50 per gallon the paint he would get would not stand up. He then stated he had bought some the previous year, it had proved satisfactory and he wouldn't pay me any $1 a quart. What's the use trying to meet competition like that? Paint is too high, we can't sell it.

"How much paint did your customer want" asked the paint salesman.

"Oh! he bought 40 gallons," wailed the merchant.

"Well, is it any wonder that he bought at $2.50 per gallon against your price of $1 a quart," asked the salesman. "Why didn't you wire the house and see what they could do on a barrel of paint for you? To meet competition of that sort we have a line which will stay where it is put that you could buy and make money on, and there would have been no need for you to touch the order at all. We could have shipped direct, the customer would have paid the freight and cartage and all you need do would be to collect your money."

Curtailed Train Service and Spare Time

The executive of the paint house to whom the salesman repeated this story listened carefully throughout. When the salesman had finished he mused a moment, then shot out this question: "What do you do with your spare time in those different towns you visit? You claim train service is bad, that you can't make the number of calls you used to make—are you making full use of your time in these small towns?" The salesman didn't know what was coming so he sat back and waited for enlightenment as to what his boss was driving at.

Giving the Merchant Information

It wasn't long in coming—a new idea was working in this busy executive's mind. He continued "You have just told me about this merchant who was trying to overcome $2.50 gallon competition with $1 quart paint. Did this merchant know, had he been given any reason to believe that we were in a position to help him in meeting this competition? Had you ever told him that you could sell him paint at this low figure in case he should ever need it? Was he in a position to know that in barrel shipments he would save a matter of 15c gallon over orders for cans? You have a price book, you know our goods, are you making use of your knowledge to keep the merchant informed? Don't assume that the merchant knows—he is a busy man who sells other lines than paint and it should be your duty to inform him not only in respect to the line he stocks but what he can get to meet competition which is continually cropping up.

"You suggested to the merchant that he made a mistake in quoting quarts before even finding out that the man was a gallon buyer. That is probably true but ask yourself fairly whether this man would have known from the information you have supplied on your many calls how to meet this 'gallon' competition had he secured that angle of it at the start.

"You indicate and I admit it's often true that many retail merchants talk paint in terms of quarts when they should be discussing gallons. I believe the merchant has a big field of business to develop right at his own door and he doesn't realize it. But all this preamble is preliminary to my new idea which I shall try to develop by first asking a couple of questions; this remember is a spare time proposition, a cure for those wasted hours that you now bemoan.

The Spare Time Idea

"Have you ever tried to sell a bill of paint for any of your retail friends? Have you ever suggested that there might be prospects which the two of you could work on or to whom you would go yourself and see if you could effect a sale? Did it ever occur to you that the reason some people buy away from home is often because the business is solicited by the manufacturer's representative and not because of any great saving in dollars and cents? Do you think that in an hour or two hours' time you could sell a hotelman, a factory man, a householder, five, ten, or twenty gallons of paint or varnish were the retailer to give you a lead?"

Light suddenly dawned in the salesman's mind but he was careful nevertheless not to commit himself too quickly or too enthusiastically to the new scheme. However, he saw possibilities and resolved at the first opportunity to try it out. He felt that he was equal to securing paint business were any to be had and he made a mental resolve that he would show the boss something very shortly and incidentally get his retail friends into the habit of making use of his spare hours waiting on trains.

How its Worked Out

It was a couple of weeks later before the salesman again was at headquarters and as usual he made it a point to discuss

with this executive the past couple of weeks' trip and outline his plans for the coming week's activities. When he was practically through, the salesman remarked in a casual way. "I had rather an unusual experience the other day which I must tell you about. In discussing prospects with Mr. ——— at ——— he told me that one of the hotel men was talking of doing some painting. I got the man's name, where I would be likely to find him and went out to see him. I was thinking of that "spare time" chat that we had a few days ago and was wondering whether I could do a little missionary work for my customer and incidentally sell our line of paint. When I had finished with this hotel man my order book contained an order to the value of $72 for paint and varnish.

"That wasn't too bad, was it? but the best of it as far as that merchant was concerned was that he never saw the goods at all. I took the order, sent it in to be shipped direct, the hotel man paid the freight and cartage, and all that our customer had to do was to collect the money."

Merchants Going After Sales

In relating the foregoing to a representative of HARDWARE AND METAL, this executive indicated that retail merchants seemed to be developing their paint business more rapidly and going after orders which in former years had evidently slipped through their fingers. This was noticeable in individual orders coming along from retailers for twenty, thirty and even forty gallons of paint to be shipped direct to consumers in their community. It would seem to foreshadow the day of better things and the realization on the part of the retailer of how much business right in his own community there is to develop.

Some Government Figures

During the past year increased paint business in the United States principally on government account has reached an amount as great in volume as the total turnover of preceding years—in short, there has been about a 100 per cent. increase in paint business in the United States, probably 30 to 40 per cent. increase in business in Canada. This, be it noted, is represented practically altogether by government work and should prove enlightening to merchants and to the individuals in each country.

Government Big User of Paint

Why does the government use so much paint, spend so much money on this product if the value is purely decorative? Surely government buildings and government ships need not absorb so much money when guns, ammunition, and food are needed unless there is something back of the appearance to be considered? And there is something, a real value in paint which every individual property owner should know to a sufficient extent that he will realize it is to his best interests to use paint regularly and often to preserve his property.

The Dealer a Go-Get-It Type?

How then to help the retailer increase his paint sales—how to bring home to the merchant the opportunities which exist all around him for selling this preservative—how to reach the indivdual property owner so that he will want to save, rather than beautify his buildings by the use of paint? It is undoubtedly a big problem which presents itself but by no means an impossible one.

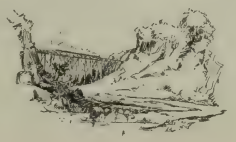
What is the retailer doing to sell paint—is he sitting down waiting for the business to come or is he the go-get-it type? This paint executive told HARDWARE AND METAL'S representative that the beginning of this year they sent out a letter to all their customers asking them to sit down and make up a list of prospects to whom they, the manufacturers, could send out letters urging the use of paint. They wanted the retailers to go even further than merely sending in the names they could cull from the telephone directory—they wanted to know whether John Jones was a hotel man whose verandah needed painting—whether James Smith ran a picture show whose entrance was getting shabby—whether Bill Brown's house needed re-decorating. This manufacturer wanted a hint as to the type of man Jones, Smith or Brown might be. Supplied with this information they were going to write individual letters to these prospects—not a sterotyped letter but a real honest-to-goodness individual letter to Jones telling him why he should paint his verandah, to Smith on the value of an attractive entrance to his picture show, pointing out to Brown that $100 worth of painting would increase the value of his property anywhere from $500.00 to $1,000,00. And they were willing to follow up the first letter with two or three more.

Less Than Twelve in This Class

How many replies do you think were received from the retailers? Here one would say was a real, helpful offer, an opportunity for the retailer to call on the experience of a specialist in the paint business. *And less than one dozen—less than 12—sent in lists.* What would you have done, Mr. Retailer, had you been on this firm's list—more to the point and classifying this firm's customers, what did you do? Are you, Mr. Retailer, employing every means to increase your paint business, are you the go-get-it type after business or are you waiting for customers to come and only serving those who do come?

Other Dealer Helps

This is only one means employed to help the retailer. Others in common use are the supplying of color cards, window display material, newspaper electros, moving picture slides, etc. There is greater co-operation to-day between the retailer and his jobber or manufacturer than at any other time in the history of the paint business. But are the results all that they should be? Are they reaching beyond the retailer's store to the property owner, to the man who buys the paint?



A Little Investigation a Good Thing

In a recent article in HARDWARE AND METAL, figures were given which showed that for the protection of our 1,600,000 homes in Canada an average of about $1.88 per year was spent. That is pretty small and when one looks around him it isn't long before opportunities begin to present themselves for increased sales.

Let those merchants who serve a farming community take a half day's trip over a certain section of the territory they serve and what do they find? They will not find much more than the author of the above mentioned article found, 4 per cent. of the barns painted. Grant even that it should run to 10 or 20 per cent. It takes mighty little figuring to determine where opportunities for sales exist.

Opportunities Not Far to Seek

Coming back to town again, let this merchant spend the balance of the day investigating what his townspeople are doing. The opportunities for paint sales will far exceed his most sanguine expectations and the hardware merchant who opens his eyes to the possibilities of trade around him is going to keep pretty busy drumming up sales. It is often said far-away fields look greenest and many merchants in the smaller towns think the city merchants have the big field for sales. Investigation does not prove this, however, and the town merchant will often find on looking over his territory that he has plenty of opportunities to increase his sales.

The Property Owners—The Buyer

This brings the question to the point where the buyer has to be interested—where the property owner must be made to realise the real value of paint and here is the hardest problem of all. However, it is not an impossible task and a suggestion made by this paint manufacturer is one which could be worked out in a great number of towns to advantage.

The Speaker—How He May be Used

The spring clean-up and paint-up campaigns will soon be starting and it is often the case that a public meeting is called to arouse public interest in beautifying the town. Did you ever attend one when a speaker devoted his allotted time to outlining the story of paint—isn't it a possibility for a feature on the program that paint be made the subject for enlightenment to the property owner? It is not necessary that any particular brand of paint be upheld from the platform, but a talk on the value of good paint from the standpoint of insurance will set people thinking and you, Mr. Merchant, will reap your share of the benefit to the extent that you follow it up.

The written word is splendid but the spoken word carries conviction. Take the matter of religion as an example. Which has gained the greater number of converts—the speaker who outlines the value of the good life or the sermon printed in the

(Continued on page 49.)

Water Systems Not Difficult to Install

Shipped in Assembled Form Ready to Connect Service Pipe and Suction Pipe—Any Mechanic Able to Install a Pump Can Put in Pneumatic Water System—Demonstrating System Will Help Sales

A POINT that has been raised in connection with the handling of pneumatic water systems by the hardware dealer is whether or not those systems can be easily installed. HARDWARE AND METAL sought an opinion on this point from one of the manufacturers of pneumatic water systems. "Any man who can instal an ordinary pump can instal a pneumatic water system," declared the sales manager of the manufacturing concern in question. "All that it requires is to connect the service pipe to the tank, then in turn connect the suction pipe leading from the well to the pump and the installation is complete. Of course it is necessary to have the sink and bathroom fixtures installed previously, and it is necessary to have the well completed in order to get the supply of water. These are steps in the installation which are obvious. But the actual work of installing the tank and pump is one which is easily accomplished. So far as our company is concerned the tanks and pumps are all set up and tested before being shipped out. It only remains for the dealer to have the connections made at the two points indicated and the job is completely installed. If the hardwareman has not a plumber in his employ he could secure the services of a man for this simple operation of making two connections."

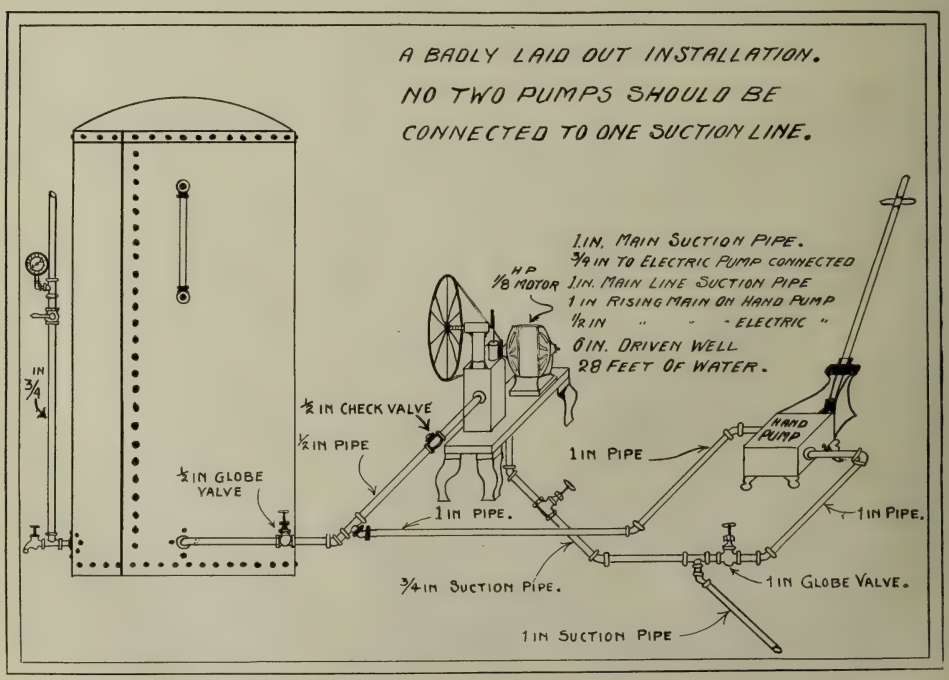
Good Sales Methods

One dealer in pneumatic water systems has been able to secure good business through an arrangement with a local implement agent to be on the lookout for probable prospects among the farming community. A satisfactory arrangement was reached as to the commission to be had by the agent. The dealer in question made a good profit on the plumbing goods which it was necessary to sell in connection with the installation of the system.

One of the most effective ways of getting the system before prospective customers, however, is to have a system installed in the hardware store where the farmers will be able to see it in operation and examine it for themselves. With the farmer, perhaps more than with any other class, seeing is believing. In other words, the farmer wants to know what the system will do before he invests his money in it. It is perfectly feasible to have both a hand pumping system and a power system installed for the purposes of demonstration without taking up a great deal of room. This demonstration of the actual working of the system constitutes good sales methods. The hardware store is the frequent port of call for the farmers of the community because they find there so many of the commodities they need in farming operations. A talk to the farmer about the desirability of installing a pneumatic water system in his home will without doubt get him interested to the extent that he will examine the system. This personal canvass is quite necessary in order to get the best results. In the case of the implement agent a personal canvass is made, and when the farmer comes to the store it is advisable to make a personal canvass. It is a trade that may take some little time to work up but it will repay for the time spent on it

Profits Are Good

The profits are good on the systems in themselves and the additional profits to be secured from the sale of bathroom fittings give an extra source of revenue. For instance one type of pump and tank costs the dealer in the neighborhood of



$130 and usually sells in the neighborhood of $160. It will be seen that the profit on the initial investment was slightly over 20 per cent., if the above figures are adhered to in selling the article. Some dealers, however, actually get larger profits. To the cost of the tank and pump is usually added a fee for installation varying in amount from $5 to $10.

Problems of Installation

Occasionally in the past pneumatic water systems have failed to give entire satisfaction because of faulty installation. There has been no fault in the system itself but because of some little defect in installation the work of the manufacturers has been turned to naught. There was the instance of one dealer who was called in to examine a pneumatic water system that had been installed for about three years but which had never given satisfaction. The whole outfit was of a popular make and he himself had installed quite a number in the neighborhood and had never had any trouble with them. In the case in question a hand pump and power pump had been connected to the one suction line. When the dealer was first called in to see this system he advised separating the suction line and running a separate ¾-inch line to the electric pump. On account of the pipe having to run under the cellar floor the owner did not care to have this done. The owner managed to get along with the use of the hand pump, but the electric pump when requisitioned would invariably fail to give satisfaction. The dealer who was called in to examine the system had succeeded in getting the electric power pump to work splendidly for short periods, but the failure to work was pronounced. The valves and packing were examined thoroughly and everything was found in perfect order in this respect. The dealer in question did not instal the job in the first place. He had always made it a principle never to hitch two pumps to one suction pipe.

Leaks Affect Operation of Pump

An authority on the question of installation of water systems was consulted in the matter and he expressed the opinion that coincided with that of the dealer, namely, that two pumps should never be placed on one suction line because of the fact that the very slightest leak at either pump is bound to interfere with the suction of the pump in operation. The course of procedure advised in the above instance was either one of two. First, the hand pump could be disconnected altogether, with the additional precaution to make sure that the pipe ends going to and from the hand pump be made perfectly airtight. There would then be no reason whatever why the electric power pump should not perform the work perfectly, except perhaps in the height to which the pump was expected to lift water by the suction method. It is expecting almost too much to anticipate that a suction pump would raise water a vertical distance of 28 feet. It is usually considered by experts that the limit to which water can be raised by the suction method is 25 feet. However, in the above instance where the water had to be raised 28 feet and where the installation was already made it was advised by the expert to see that all valves were tight and the plunger packing kept in good order. With these precautions it was hoped the system might be found to do very good work.

But the method of correct installation of suction pumps for use in shallow wells as opposed to power head and cylinder installation for deep wells is a subject in itself. It is sufficient for our present purpose, however, to state that it is a well recognized principle that atmospheric pressure will not with ease and surety raise water to a greater height than 25 feet. When an installation is being made it would be well to bear this rule in mind. Much trouble and annoyance to the customer and to the dealer may thereby be obviated. These are points which all bear on the successful handling of pneumatic water systems. There is a big field for them in the rural communities and in small towns and villages, and the dealer who goes after the trade in an energetic manner will no doubt meet with good success.

All Branches of Mint Can Now Assay

Government Measure Introduced in Dominion Parliament Provides That Certificate of Branch Assay Office in Vancouver is Equal to Certificate of Branch Mint at Ottawa

DURING the present session of the Dominion Parliament Sir George E. Foster introduced a bill to amend the Gold and Silver Marking Act, 1913. The change that is made according to the explanation of the Minister of Trade and Commerce is as follows: The section as it at present exists in the Act provides that in cases of analyses of ingredients the evidence shall be the assay at the Branch of the Royal Mint at Ottawa. The amendment is designed to add to that branch the Assay Office of the Royal Mint in British Columbia, so that the assay of that branch shall be evidence as to the ingredients the same as is the assay of the Ottawa branch of the Royal Mint.

At the present time there are just two assay offices in Canada, one at Ottawa and one at Vancouver. The section relating thereto was amended by adding after the word "by" on the fourth line the words "the Ottawa Branch of the Royal Mint or by." The section as amended will now read:

An official certificate by the Otawa Branch of the Royal Mint, or by any Dominion Government Assay Office in Canada that any article to which this Act applies has been assayed by such office shall be prima facie evidence that the ingredients and quantities stated by the certificates to be contained in the article are contained therein, and in all legal proceedings had in pursuance of this Act shall be receivable as evidence of the facts set forth in the certificate.

This is a measure which will meet with the approval of the people of Canada generally, and particularly of the citizens of British Columbia. It will mean that the branch assay office at Vancouver will be raised to the same dignity as the one at Ottawa. Any article assayed by the branch at Vancouver will henceforth be prima facie evidence after the certificate has been granted that the said article contains the ingredients and quantities stated. Since the province of British Columbia is rich in minerals it is only just that an assay office should have been established there. It follows that it should not be necessary for people in British Columbia to go to Ottawa to get an official assay since they already have a branch in that province.

CURTAIL ENAMELWARE OUTPUT

Further restrictions of the country's less essential industries, which will drastically limit non-war building operations for the duration of the war, was announced recently by the Fuel Administration of the United States, in the issuance of orders curtailing the manufacture of ten principal clay products from fifteen to as high as fifty per cent. Simultaneously the manufacturing program of this industry was ordered rearranged and divided, placing it on the basis of war industry.

Face brick, common and paving brick, terra cotta, roofing tile, floor and wall tile and sanitary ware were ordered curtailed fifty per cent.; hollow tile, sewer pipe and drain tile twenty-five per cent., and stoneware, with the exception of chemical stoneware, is curtailed fifteen per cent. Another new order curtails the output of enamelware fifty per cent.

AMERICANS IN RUSSIA ASK FOR HELP

Here is a hint to publishers of Canadian trade and technical papers and business men generally.

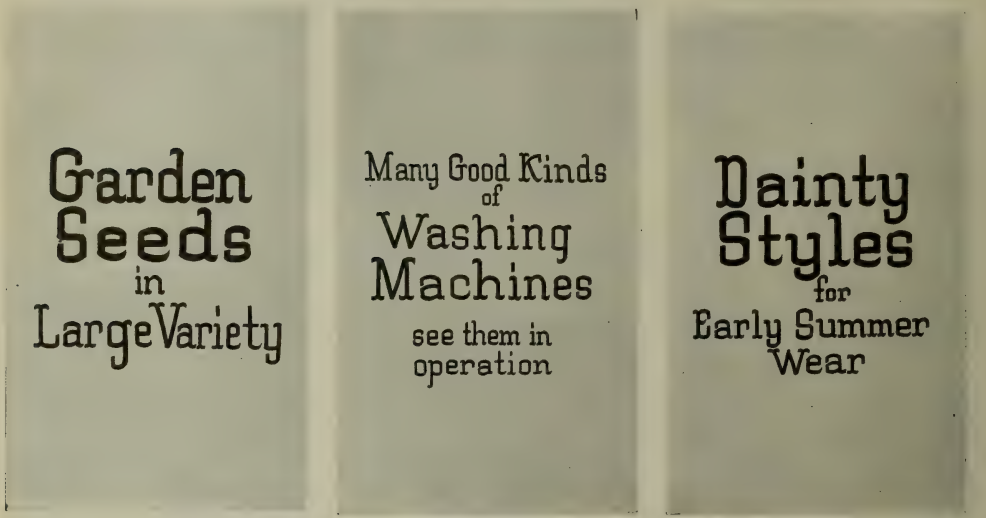
In the vicinity of Moscow and Petrograd are several hundred American business men who are valiantly striving to impress the Russians with the size and importance of American industry. They need, so the American Ambassador reports, copies of good trade and technical papers. If agreeable, you are asked to mail two representative copies of your paper to Miss E. T. Weeks, Reference Division, Committee on Public Information, 6 Jackson Pl., Washington, D.C.

These papers will be forwarded in State Department pouches to Moscow and Petrograd. The Russians are literally hungry for this kind of information and the Committee on Public Information tells me that our papers will have an important political effect as well as help pave the way for American trade relations.

Brush Stroke Formation in Cardwriting

Each and Every Stroke Completed With One Sweep of Brush—Very Readable Series by Reason of Clearness—Plenty of Background Shown Between Letters

By Robt. T. D. Edwards



Styles of Window Cards that may be Designed from Type of Letter Described in this Article.

TORONTO is one of the best, if not the best, city in Canada for good showcards. By good show cards we mean good in every department: good in layout, good in color scheme and good in letter formation. Besides all these we may add originality in design. But don't think for a moment that we wish to give the impression that Toronto is the only place that has good show cards. Other large cities turn out excellent work, but on the whole Toronto has an exceptionally good showing of well executed show cards.

The part that impresses one most is the excellent styles and originality of formation of the lettering. This original lettering has been a great feature in the last year and gives a certain zest to the show cards which other features cannot.

It is along this line of original lettering that we are conducting the present series of show card articles. It has been our endeavor to pick out certain good types used by various cardwriters and explain their formation, step by step, right to the last stage of using them on a completed show card.

This is the third lesson in this series. The first published was a heavy stroke letter with all ends of the letters finished round, instead of square, as is usual. The shading, in various styles both for high-lighting and for use behind the letters, was shown. This type is used by various cardwriters and makes a very effective card when completed in good color combinations. The second alphabet of this series was shown last month and was of brush stroke formation made with a small brush. The strokes were somewhat narrower than this month's alphabet. This was an excellent type because it was original in formation and could be easily read. This type is being used at present by various cardwriters.

The type we are showing this month is something that has never been shown in this magazine and should be a valuable addition to the cardwriters who follow these lessons.

As usual it is our endeavor to show as practical a letter formation as possible and whenever we can it is of brush stroke formation. And so it is with this month's alphabet. It is entirely a brush stroke alphabet. That is, each and every stroke is completed with one stroke of the brush, a second stroke not being necessary, and one must practise the work with that in view. Double stroke work is too slow and not as clean-cut as that narrow, single stroke letter.

You will notice how readable these letters are, especially when they are made up into show cards. The reason for this is because of the narrow strokes which show plenty of the background between them. This makes the letter stand out in greater relief than if a heavier letter were used.

There are different features which are embodied in this alphabet which is not found in others. One of these is that all upright strokes are straight. This rule applies to all usually curved letters, such as the "O," "C," "S," etc. These features you will note by a study of the chart. This is a big feature, especially for the beginner, because there is one thing he knows for sure, that all upright strokes are straight strokes and once he or she gets that thoroughly in mind a great deal has been accomplished. In Fig. 1 on the lower line this feature has been brought out strongly. Here are a great many lower case letters

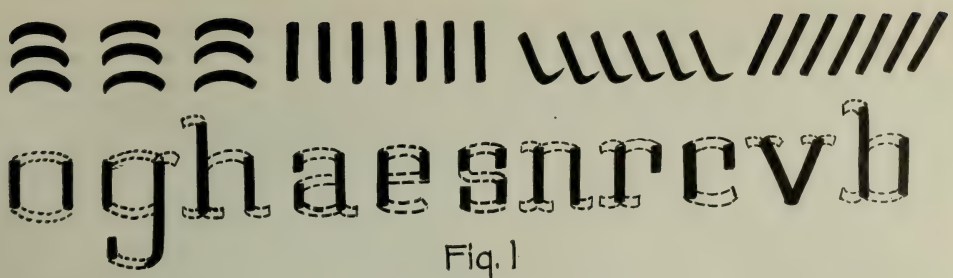


Fig. 1

all showing the first strokes of the letters to be made and they are the down stroke and they all are straight.

Now, the second feature of this alphabet is another one which will also make the forming of this alphabet very much easier than many others we have had to make, namely, all cross strokes are curved. Now just take a good look over the chart and see if this is not the case. "All cross strokes are curved." Get that in mind and that with the other feature will give the entire formation of this alphabet. Now close examination should be made of each letter before starting to work, then practise it. And when you have perfected it, practise the next one and so on all the way through. The farther you go the easier each letter will become and the more graceful you will be able to make each letter.

You will notice that every stroke is numbered and all down strokes are the first ones to be made. When you make them first you get the proper width of the letter and all that remains is to fill in with the curved cross strokes and the curved spurs.

The spurs constitute another feature of this alphabet which gives it an individual appearance.

In order to make this letter formation successfully, one of the main things is to see that you have the proper brushes. And when you have them see that they are in the proper shape for doing this style of stroke work. This has been repeated many times, but this only goes to show the importance we attach to it. The brush is of red sable with round nickel-plated or copper ferrule. They are called red sable writers and all the hair in them should be the same length to ensure getting good, clean ends at the beginning and finish of the strokes. You must keep the brushes flat at all times whether in use or not. It is this flat chisel point that gives you the width of the stroke and enables you to make a brush stroke letter instead of an outline one.

Then there is your show card color—another important factor to good show cardwriting. First of all it must be water color, which can be bought at art stores, made by reliable color firms and is very satisfactory, indeed. This is advisable for cardwriters who can get it and who are only using a limited quantity. If you are in a position where this cannot be obtained, a good, dull black show card color can be mixed, using lamp black and water with a small quantity of wood alcohol in it to cut the lumps. Add a small quantity of diluted gum arabic or a good mucilage, just enough to keep it from rubbing off after it is dry on the card.

If you wish other colors these can be obtained from

(Continued on page 49.)

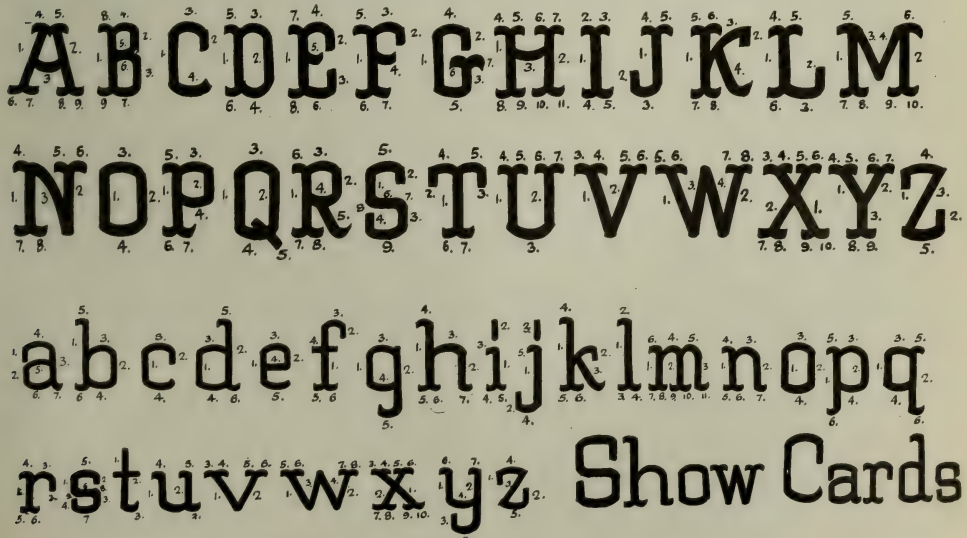


Chart Show Method of Procedure in Making Various Strokes of Letters

EDITORIAL COMMENT

EDITORIAL BRIEFS

TRY to send every patron away satisfied. A satisfied patron is the kind that comes back.

* * *

STUDY all customers and cultivate their acquaintance. It will mean dollars and cents to you.

* * *

BE GLAD to see people when they come in. It's just as easy, and you'll feel better and so will they.

* * *

LEARN the names of as many customers as possible who come into your store. Calling a person by name goes a long way toward breaking down a barrier of reserve which is otherwise so hard to get around.

* * *

IN VIEW of the success of the British Dyes project, it would seem that the German dye industry is now a dying industry.

* * *

"NO LAND for Aliens Who Fight for Foe"—newspaper heading. The regulation six feet—or perhaps a little more—might well be considered.

GREATER RESTRICTION IN STEEL

SOMEWHAT drastic action was taken by some of the leading iron and steel producers in the Pittsburg district and elsewhere last week in that there was a virtual setting aside of all private obligations for the time being at least. In some cases even indirect war needs are being disregarded.

In this turn of affairs is to be seen the most rigid hindrance to non-war consumption of iron and steel that has yet arisen. The United States Government has been insisting with certain mills in the East that their entire output shall be turned to Government requirements.

It is estimated the requirements of shell steel during the present year will exceed 4,000,000 tons. There is now on order for the United States Government and the Allies no less than 2,374,711 tons of ship plates.

Already some of the Canadian manufacturers are feeling the pinch in that they have been unable to count with any certainty on getting supplies of raw materials. Manufacturers in the United States who ship goods into Canada will also feel the effects of this drastic step. These facts but go to show that a still greater restriction of supplies of manufactured articles can be anticipated during the present year.

STOVE OUTLOOK UNCERTAIN

MANUFACTURERS of stoves during the past week have announced a further advance of 10 per cent. in stoves, ranges and heaters, due in large measure to the increased cost of manufacture. Through the uncertain situation in raw materials plants have frequently been closed. At times coke has failed to arrive, at others the supply of iron and steel has failed to come forward in time to keep the plants in operation.

In advancing the price of stoves the manufacturers have reserved the right to cancel all orders of stoves and ranges that remain unfilled at August 31. Prices of furnaces will hold at present figures until June 30 when they will be advanced 10 per cent., according to the announcement of the manufacturers.

With the restriction of steel and iron supplies in the United States for anything other than war work the domestic manufacturers of non-war products are coming more and more to face a serious problem.

COTTON IN UNCERTAIN MARKET

MUCH interest has centred around the cotton market during the past two weeks. A decline of approximately 6c per pound in the price of spot cotton was registered within recent days. For one day the price reached 36.40c per pound. At the time of writing it was down to 30.45c per pound. Interest has naturally been keen in the price of such manufactured articles as cotton twine, rope, gloves, waste and other lines handled by the hardware trade.

The downward movement in cotton was helped along by the fact that there has been a movement on foot in the United States to regulate prices of manufactured cotton goods. Furthermore, a bill was introduced in Congress last week for the purpose of limiting the price of cotton to 20c per pound.

As to the possibility of this bill becoming law there seems small chance. One of the Georgia Senators is quoted as definitely stating that the price of cotton would not be fixed. Cotton men in the New York market freely express the opinion that 20c cotton is entirely too low. Doubt is expressed in that market as to whether there will be any fixing of price.

Manufacturers of cotton goods are of the opinion that the present downward flurry is but a temporary phase of the situation. If prices of the raw material hold around 30c or are fixed at a low figure there is reason to expect that prices of finished products might be somewhat lower.

Current Events in Photograph—No. 17

THE FARM DRIVE IN BRITAIN

Science has done the impossible in this war. When the gasoline supply became so limited that all available stocks were taken over for the use of the army, then science provided gas as a propelling power. The photo shows a gas driven tractor in Britain's drive for production. The gas is contained in a huge envelope on top of the tractor and soldiers on leave have been trained to use these tractors and ploughs.

Parades Will Be Feature of Bicycle Week

Montreal, Hamilton, Toronto, Ottawa, Chatham Will Have Bicycle Runs, Decorated Wheel Parades and Special Newspaper and Window Advertising

ACTIVE preparations are proceeding with the view of making Bicycle Week, May 4 to 11, a big success. Several cities have already made preliminary arrangements, and further details remain to be worked out. The Toronto dealers at a recent meeting decided to use plenty of advertising space in the Toronto dailies during the week. It is proposed that one of the dailies will carry as much as six pages of bicycle advertising on two days during the week. It has also been decided to hold a big bicycle run on the morning of May 5 from University Avenue and Queen Street to High Park, starting at 10 a.m. Souvenirs will be distributed and prizes awarded to dealers having the largest turnout of cyclists. The moving picture men will be on hand to take pictures of the run. It is expected a similar event will be staged on Victoria Day, May 24, and it is proposed to hold a road race one evening in June. . It is also proposed to hold a Bicycle Day at Scarboro' Beach Park during the month of June.

Montreal bicycle dealers are actively engaged in completing preparations for a big bicycle show, which is to be held during the week, May 4 to 11. Ottawa wheelmen are arranging for a decorated wheel parade on May 8 and for a carnival one evening during bicycle week. Hamilton is taking up the project in an energetic manner, and will stage some features on that occasion. Chatham will put on a special feature during bicycle week in the shape of a carnival and Boy Scout demonstration in the market square on Friday, May 10. Prizes will be given for costumes and decorated wheels, and the Boy Scouts will compete for special awards. The Chatham feature will be held under the auspices of the local chapter of the Imperial Daughters of the Empire.

Many other towns throughout Canada will also take up the work of getting the bicycle well started in public favor, which, it is anticipated, will start the sale of bicycles in large numbers. Bicycle dealers are looking forward to the present season as the banner year in bicycle sales. Window displays, interior displays and other forms of advertising will herald the popularity of the bicycle as a means of conveyance and utility. Hardwaremen who handle bicycles should seize the opportunity to help along their sales campaign during Bicycle Week.

MURDERED IN HARDWARE STORE

Constable Bernard W. Snowdon of the Winnipeg police force was murdered in Rosenblat's hardware store at 651 Main Street in that city, while trying to apprehend burglars who had entered the store on the night of April 15. Three men are held on the charge who have criminal records.

What Hardwaremen are Doing

Notes of Hardware Advertising Appearing Throughout Canada — Many Hardwaremen Show They Have Some Idea of the Seasonableness of Particular Lines —Getting Accounts in

CLOSING OUT BALANCE OF FIRE STOCK

The Terminal Salvage Company of Vancouver has recently been disposing of the balance of the Wood, Vallance & Leggatt fire hardware stock. The advertisement of the salvage company reads: "Look here. This is important. Bargains! Moving sale. Starting Thursday at 9 o'clock we will close out the balance of Wood, Vallance & Leggatt's fire hardware stock. Many useful articles can not be replaced on account of advanced cost. Prices reduced about half. These bargains consist of kitchen and hotel ware, bathroom fixtures, tools, cutlery, builders' hardware, enamelware and general hardware. We advise you to come early as supplies are limited.

$2.50 compass saws, nest of three, $1.40.
$2 bench axes, $1.45.
$1.25 pruning snips, 79c.
$1 chisels, ¼ and ⅜ in., 43c.
$4.50 Simonds 26-in. handsaw, $3.25.
75c nail hammer, 38c.
10c carpenters' pencils, 5c.
20c brassed nails, 1 lb. 9c.
25c hammer handles, 9c.
15c cut tacks, 7c.
100 spring clothes pins, per dozen, 5c.
50c push plates, 19c.
10c package shoe nails, 4c.
50c shaving brushes, 24c.
$1.75 inside door locks, 49c.
$1.50 copper nails, lb., 59c.

Iver Smith Co. in charge of sale. Terminal Salvage Company."

EFFECTIVE STOVE ADVERTISING

J. Brandon & Son, of Lashburn, Sask., have been running some very attractive stove advertising in their local paper. The advertisement is illustrated with a range and the wording is particularly catchy. It runs: "The —— range at $48.50 is the best value you were ever offered. It has direct-heated copper reservoirs, regulated by a damper, ventilated oven, asbestos walled. The polished top is always bright. All parts are coated with enamel, making it absolutely rust-proof and the oven washable. At $48.50 for a 432-lb. stove, or 11c a pound, it cannot be equalled for value. It is also the most beautiful stove we ever had on our floor. See it yourself."

MAKING BID FOR CASH SALES

The Traders Company, wholesale and retail hardware, of Buckingham, Que., place before their customers strongly the advisability of paying cash. "Cash discount as usual, 5 per cent. This means 15c off that $3 saw. It pays to pay cash." This announcement followed a well worded advertisement of full two columns in depth in the local newspapers in which butcher supplies were featured. As an example of the good wording of the advertisement one item might be quoted: "Household meat saws. Spring steel frame, blade 12-inch, the very thing where there is a quarter of beef to be cut up. It's filed and set, ready for use. Price 50c."

STRONG ON AUTO ACCESSORIES

Eugene M. Lapierre, hardware merchant, Buckingham, Que., has been doing some effective advertising of motor accessories. His space in the local paper is 14 inches deep across two columns. The advertisement carries a cut of a tire and a spark plug. "Special to automobile owners. Repairs and accessories for cars can be had at our store such as —— tires for Ford, Studebaker and all popular cars. Sizes that we do not keep in stock can be procured at a day's notice. The plain wall, squeegee reeded and traction treads are the ones on hand. The —— tire is one of the leaders as regarding wear and price.

"It is reinforced at the rim. The fabric and the rubber are made of the best quality material, 13 to 20,000 mile tests on two-ton cars in fairly bad roads have made the reputation of it. The red rim and black rubber top add a great deal to the appearance of your car also."

NEW CASH SYSTEM AT PARKHILL

Brewer & Harrison, King and Main Streets, Parkhill, have recently instituted a new cash system which they announce in the columns of their local paper: "We told you so. The George Washington plan a success. 5 per cent. dividend awaits all who purchase merchandise from us for cash. Advertisements of all kinds flicker before the public eye to induce buying, but Brewer & Harrison under their new cash system are ready to divide their profits with their customers. On every dollar's worth of merchandise you purchase from us we hand you back 5 cents. Visit us and compare our prices with any you may have paid and be convinced that it will pay you to buy of Brewer & Harrison."

TIMELY ADVERTISING

Theal Bros., Grimsby, Ont., did some timely advertising at the time of the pruning season. The advertisement was illustrated with a pruner in the act of nipping off a limb. "Pruning time is here and we are ready to supply you with all kinds of grape pruners, tree pruners or toppers. Also —— pruning saws and double-edged pruning saws. Order your grape twine now. Also binder twine."

This firm also recently made a bid for trade in a combination hay and stock rack through their advertisement. They call their store "The Store of 1001 Things." The advertisement was illustrated with the rack in question: "The labor-saving hay and stock rack. One man does the work of two. Can be changed to a stock rack or box in five minutes." At a time when help is scarce this is an effective appeal.

HELPING TO RECONSTRUCT HALIFAX

Cragg Bros. Co., Ltd., Halifax, N.S., have been advertising materials "For the Reconstruction of Halifax." In their announcement they state that they have taken an active part in the reconstruction of Halifax, supplying tools, locks, knobs, hinges and hardware, kitchen utensils, cutlery, silverware and electrical appliances. "We are in the best position to-day we have been for years to supply all your requirements. If you are building we can supply picks, shovels, tools, nails, roofing, tarred and dry paper, locks, knobs, hinges, paint, in fact everything but lumber."

GETTING AFTER INCUBATOR TRADE

Ashdown's Hardware, Winnipeg, is getting after the incubator trade this spring. In their advertisemnt they state:

"Raising poultry is a patriotic duty and a profitable business. Help to win the war by raising poultry. There is an alarming shortage of beef and pork, and what there is must be used for our boys in France. Poultry alone can take the place of beef and pork, also many other foodstuffs. It's a patriotic duty as well as a profitable business. Get a —— incubator to-day, and start in business for yourself. Come and see our display and learn about the Guaranteed —— Incubators.

"The —— Incubator is guaranteed to hatch more chicks and stronger chicks than any other incubator; also requires no artificial moisture and requires no attention to the regulator from the time a hatch is started until it is finished. Over half a million of these incubators are in use by big and little breeders. So why not you play on the safe side, and join in the verdict of the user? Remember, the Big, Busy Hardware stands back of this guarantee.

"Incubator capacities—65 eggs, $15.00; 120 eggs, $26.50; 210 eggs, $35.00.

"All the biggest breeders in the country—and the smallest—use the ——. Anybody can run it; operates automatically and can't go wrong. Hatches every hatchable egg—more and better chicks than you can get from any other incubator, regardless of price. They are unquestionably the most successful hatching devices that have ever been on the market. The surety of these machines certainly make a good investment."

TIME TO PRODUCE

"Garden Time is Here—Get Busy," advise Merrill & Hubbard, hardware merchants, through their large advertisement in the local paper. "Let every true citizen stand by his country in her time of greatest need. More production—that's the word—more production. There is a spade for every patriot, and a hoe, a rake, or any kind of garden tool that's needed in the game of more production at Barrie's Best-for-the-money Hardware Store—Merrill & Hubbard. Perhaps you cannot go and fight, but don't you want to be one of those who will be able to say: 'We helped to win the war'? We have every kind of garden tool on hand and the prices are based on purchases we made a year ago, which is to your advantage." Then follows a list of articles such as rakes, forks, wheelbarrows, lawn mowers, incubators, brooders.

PUSHING FENCE SALES

The Lee Hardware at Stoney Creek, Ont., is making a strong bid for the wire fence trade of the district. They describe each particular style of fence and name the price at which it sells per rod. The list is quite complete. They also advertise it as "Freight Paid to You."

USED SPARE TIME TO INCREASE PAINT SALES

(Continued from page 41.)

the appeal of the man to men, which wins. This being undoubtedly true, don't you think an appeal at a paint-up and clean-up campaign meeting for a more universal use of paint would get people thinking along right lines in respect to this product?

Consider Relative Value of Paint

Paint to-day is the cheapest form of insurance a property owner can buy. If $10.00 worth of paint will save $100.00 worth of lumber for a period of 5 years against renewal, isn't it worth the money? Five years ago lumber which now costs around $40.00 per M could be bought for about $17.00 or $18.00 per M. Paint five years ago was $2.00 to $2.75 per gallon; to-day it is from $3.75 to $5.00, but the relative value is just as good as when sold at $2.75. The cost of paint to-day must be reckoned on its relative value to the surface that it protects and beautifies and when this angle of the paint situation sinks in, the retailer should not have to justify the prices that he asks, it must be apparent the value is there. The high price has frightened some merchants but there is no reason why it should. Sales to-day should be effected as easily and even more easily than a few years ago. Bring home the fact to the property owner that paint insurance is as essential as fire insurance. Paint insurance is taken out to protect property against what must be an inevitable loss—fire insurance against a possible loss.

As a last word, increase the average household use of paint in your territory from $1.88 to $3.00 this year. It can be done and if 1918 shows a 60 per cent. increase in this one department of your business, you have that much bigger objective for 1919. The time for big sales is right now and whereas an official opening might be deferred until your community paint-up and clean-up campaign opens, don't overlook the sales of to-day.

The live merchant must be in a position to meet outside competition or M.O. competition, otherwise he will lose the larger and best part of his paint business, and only get the pint and quart line. If there was more co-operation between the manufacturer and the merchant there is absolutely no reason why this competition could not be met successfully.

BRUSH STROKE FORMATION IN CARDWRITING

(Continued from page 45.)

paint dealers by asking for distemper colors in glass jars. These are already ground in water but you will find they need to be thinned down. They also need to be sized with diluted mucilage or gum arabic.

Fig. 1 shows a good method to start practising this alphabet. Pick out various strokes throughout the chart and practise them until each can be made fluently and without reference to the chart.

The lower line shows the first strokes of the letters to make. All down strokes are to be made first. From these you get the width of your letter; then you can add the cross strokes and spurs. None of the ends of these letters, either on the finished cards or on the chart, have been finished with a cross stroke. The square ends of the brush do this work.

In order that the brush keep this flat point, work the color into it on a piece of scrap cardboard. This will give it a chisel point all ready for lettering. After the brushes are washed out thoroughly in clean water draw lightly between the thumb and forefinger. This will keep it in the proper working shape ready for use.

The three completed show cards show a plain but very neat and attractive style of card. It is not advisable to use any fancy designs or floral decorations with a type like this as it is more or less of a fancy nature in itself and you are liable to overdo it to add anything else of a fancy nature.

This type lends itself beautifully to shading, as these completed cards show. The shadow makes the letters stand out in relief from the background.

A great many color schemes can be worked by using a colored or tinted cardboard. For instance, use a cream card with black letter and a light brown shadow or a cream card, dark brown letters and a light brown shade. Pale blue card, black letters with a medium blue for a shade. Gold makes a nice shade for any of these combinations.

A grey card with a black or dark blue letter shaded with white makes a good card.

Many other light tones of cardboard can be worked up in this manner. If you make the letter black and the shadow the same color as the cardboard, only about two shades darker, you won't go far astray.

EVENTS IN THE TRADE

BUSINESS CHANGES

Alix, Alta. — W. H. McKenzie, hardware, is discontinuing business.

Toronto, Ont.—Boeckh Bros .Co., Ltd., brush manufacturers, has changed name to Boeckh Co., Ltd.

Loverna, Sask.—Milne & Godfrey, hardware, have dissolved, J. G. Godfrey continuing.

OBITUARY

F. S. Wilson, of M. J. Wilson & Sons, hardware manufacturers, Ottawa, Ont., is dead.

GRANTED CHARTER

Winnipeg, Man.—The Dominion Metal Exporting Co., Limited, has been granted a Dominion charter.

CHANGE IN HARDWARE FIRM

Collier & Delany, Enchant, Alberta, have bought out Melvin Hill. The partners are S. D. Peacock, Lethbridge; J. J. Delany, of Delany & Rogers, Ltd., Barons, Alta., and H. J. Collier, of Enchant, Alta.

PERSONAL

M. G. McLeod, manager Beardmore Belting Co., Toronto, is spending a few weeks' holiday at Atlantic City, N.J.

R. H. Mulch, the new sales manager of the Chevrolet Motor Company, left recently on a six weeks' trip to the Coast.

E. C. Boeckh, president Boeckh Bros. Co., Limited, Toronto, has been spending the past couple of weeks at Atlantic City, N.J.

F. Funston, buyer Kennedy Hardware, Ltd., Toronto, is away from his desk due to illness. Mr. Funston has had to undergo a slight operation.

E. H. Teagle, formerly agent of the Imperial Oil, Limited, Windsor, Ont., has been appointed assistant manger at the Regina, Sask., branch of the company.

George Henderson, president and general manager Brandram-Henderson, Limited, Montreal, was in Toronto on a business trip on Tuesday of this week.

J. McNelly of the Alberta Linseed Oil Mills, Medicine Hat, Alta., passed through Toronto on his return home from South America, where he has been spending some months.

F. Turley, formerly assistant manager of the Imperial Oil Limited at Regina, Sask., has been appointed assistant manager at Calgary, Alta., replacing J. A. Boyd, made manager of the Winnipeg, Man., branch.

BECOMES GENERAL MANAGER MARKETING DEPARTMENT

Imperial Oil, Limited, announces the appointment of A. J. Wolcott as general manager of the marketing department with headquarters at the Imperial Oil Building, Toronto. All branches of the sales organization of the company will report to him.

A. J. WOLCOTT

Who has been appointed general manager of the Marketing Department of Imperial Oil, Limited.

Mr. Wolcott has for some time been manager of the Winnipeg division of Imperial Oil, Limited, and is known to many of the trade in Manitoba. He has built up and developed the company's business in that territory, following a wide and broad experience in the oil business in other fields. Mr. Wolcott's appointment is a popular one among executives and employees of Imperial Oil, Limited, where he is respected and liked by all with whom he has come in contact.

DIES FROM WOUNDS

Word has been received that Sergeant Gordon Stafford, who represented the Consolidated Rubber Company in Calgary, died of wounds in France on April 9. Sergt. Stafford was 27 years of age and enlisted from Calgary with the 50th Canadian Battalion. He went overseas about two years ago and had been in France for more than a year. Previous to receiving the wounds which proved fatal he had been laid up four weeks with trench fever. His father, who resides in Toronto, is the Western Ontario agent for the Singer Sewing Machine Company.

MONTREAL NEWS

C. T. Wales, of C. T. Wales and Son, general merchants at St. Andrews, Que., was a Montreal visitor.

Jas. G. Lewis, vice-president of Lewis Bros., Ltd., is spending a few weeks in Florida and other southern points.

W. F. Duffield, representing the Reading Hardware Company, of Reading, Pa., is a visitor to Montreal this week.

S. P. Stanford, purchasing agent for John Millen and Sons, is this week enlisting with the new Tank Battalion.

T. H. Jordan, vice-president of A. C. Leslie and Co., Ltd., is this week in Western Ontario, going as far as Hamilton.

The Brewer-Titchener Corporation of Cortland, N.Y., was represented in Montreal this week by Frank E. Howland.

G. W. Carter, of the Eagle Lock Co., New York, is a visitor to Montreal this week.

H. Kearns, sales manager for B. & S. H. Thompson & Co., Ltd., left for Winnipeg and Western points, where he will make an extended trip.

R. H. Monk, manager of the lead works division of Brandram-Henderson, Ltd., returned this week from an extended trip of several weeks to Western Canada points, going as far as Vancouver.

INCORPORATIONS

The Retlaw Hardware Company, Limited, of Retlaw, Alta., has been incorporated with a capital stock of $25,000. The officers of the company are Stanley D. Peacock, of Lethbridge, president; W. T. Rogers of Commerce, secretary-treasurer; and Clayton W. Johnston, of Retlaw, vice-president and manager.

WILL ENLARGE PLANT

Owing to large orders totalling $2,500,000 for forgings and castings from the United States the Dominion Foundries and Steel Castings Company of Hamilton will have to enlarge its present plant. The company also has large orders for locomotive and car castings and rail steel.

FIRE DAMAGES HARDWARE STORE

The hardware store of Armstrong, Smith & Dowswell at Regina was recently damaged by fire. The principal damage was through smoke and water. The firemen arrived on the scene soon after the alarm was turned in and succeeded in getting the fire under way. The blaze apparently started near the elevator at the rear.

HARDWARE FIRM IN NEW PREMISES

J. Moxon & Son, Picton, Ont., have moved their stock of general hardware, stoves and ranges to their new premises recently purchased and which have been refinished. The building was formerly occupied as a theatorium. Space has been provided in the rear of the store for the display of two automobiles.

SPORTSMAN'S SHOW AT MONTREAL

The First Annual Patriotic Sportsman's Show of Eastern Canada will be held in the Montreal Auditorium from Saturday, May 4 to 11, inclusive, and it is stated the list of exhibitors is growing daily. An orchestral concert will be given twice daily under the direction of Professor J. J. Gagnier and the entire proceeds from the sale of tickets will be devoted to patriotic and charitable institutions. The Imperial Order of the Daughters of the Empire Khaki League and School for Crippled Children have selling organizations already very hard at work and it is hoped that the funds of these institutions will be very largely helped by this exhibition. Manager T. C. Kirby is arranging many features in connection with the show.

FORM MOTOR LEAGUE AT ELMIRA

A branch of the Ontario Motor League was formed at Elmira recently with the following officers: President, O. H. Vogt; vice-president, A. Winger; secretary-treasurer, A. H. Steen; directors—M. Allgeier, O. H. Ruppel, A. Arnold, George Jung, J. Eisenbach, Harry Vice.

ELECTRIC SMELTING FURNACE STARTED

The Electric Foundries, Limited, has started operations at Orillia in their new electric furnace. The furnace has been charged and smelting operations begun. The furnace will use steel scraps from munition factories to produce a high grade of metal.

HARDWARE BROKER WOUNDED

Word has been received in Winnipeg that Capt. Geo. W. Endress has been wounded and is at the base hospital at St. Omer, France. Capt. Endress, who was a member of the firm of Moncrieff & Endress, Ltd., hardware brokers, of that city, enlisted with the Ninetieth Overseas Battalion under Colonel Munro.

Urge Increased Rate on M. O. Catalogue

Dominion Board of R.M.A. Presents Important Matters to Government—Ask Legislation to Increase Charges on Mail Order Catalogues

THE annual meeting of the Dominion Board of the Retail Merchants' Association was held in Ottawa last week, and for the first time in the history of the board there was a full representation from every province represented. The president of the association, Horace Chevrier, Winnipeg, presided at the meetings.

There were a number of matters of interest to the retail trade at large brought up, and the bulk of these formed the basis of representations to the various branches of the Government whose province included the matters under discussion.

Take Exception to Some Points in Bankruptcy Act

While the gathering went on record as favoring some Dominion wide bankruptcy measure, they took strong exception to many clauses in the proposed act now before the Government, and urged that before any definite action were taken on the matter that ample time should be given for a full and open discussion of the various problems involved, so that the law when passed should not bear unjustly on any one class or section. They were given every indication to believe by Sir George Foster that the matter would on their representation be laid over till the next session.

Merchants to Be Required to Keep Books

The matter of the necessity for the merchants keeping books in view of the regulations now in force was also brought to the attention of the Government. The members of the Government interviewed seemed surprised that some action of this nature had not been already taken and it was intimated that legislation would be introduced at the present session to deal with this matter.

Ask Increased Postage on M. O. Catalogues

A resolution urging the increasing of the rate on catalogues and parcels by post was presented to the Government, showing that these cost for delivery 27 cents per car mile, while they were charged for only at the rate of 16 cents per car mile, a direct loss to the Government of 11 cents. It was urged that the Government increase this charge to cover the actual cost of the service and also that it be made compulsory that mail order catalogues be mailed direct from the head office, instead of being sent by freight to some point within the first zone system and there distributed. Some members of the Government expressed the greatest surprise that such conditions existed, and promised that the matter would have an early consideration.

LETTERS TO PRISONERS

With regard to the arrangement instituted whereby correspondence of a private and family nature can be forwarded from individuals in Canada to persons in enemy and enemy occupied territory through the medium of Thos. Cook & Son, 530 St. Catherine St. W., Montreal, difficulty is being caused owing to persons remitting the charge for forwarding these letters (35c) by postage stamps instead of by means of a postal note for 30 cents with five cents in postage affixed thereto, according to the statement of R. M. Coulter, deputy postmaster-general.

The attention of persons sending such correspondence is particularly directed to this as in future where the charges are remitted by means of postage stamps the letters will be returned to the senders.

HARDWARE LETTER BOX

Dealers in Stove Repairs

Thompson & Sutherland, Westville, N.S.—Kindly give address of firm carrying repairs for New Empress range, formerly made by National Manufacturing Co.

McIntyre & Taylor, Toronto. In asking for stove parts, name of stove, date of stove, number of stove and series number should be given.—Ed.

CATALOGUES and BOOKLETS

Catalogue on Automobile Supplies

The Aikenhead Hardware, Limited, Toronto, has just issued a very complete catalogue showing their line of automobile accessories, which comprises 122 pages, well illustrated and nicely printed on calendered paper stock. The catalogue is for distribution to the trade.

* * *

Hints to Car Owners

The Thermoid Rubber Company of Trenton, N.J., has issued some tags for the use of dealers to tie on the steering wheel after new brake lining has been installed. There are eighteen inspections which the card advises should be made regularly, namely, storage battery, grease cups, springs, oil and gasoline connections, crank case, universal joints, differential and transmission, spark plugs, cylinders, valves, piston rings, wheels, water system, bearings, gasoline pipe, starter, steering wheel, brakes. The card advises the owner to watch his car if he wishes to get real service.

TRADE INQUIRIES

The Department of Trade and Commerce has received the following inquiries relating to Canadian trade. Addresses may be secured from the Department, or from the Editor, Hardware and Metal, Toronto, Canada. Please quote reference number when requesting addresses.

1425. **Wood-pulp.**—An English correspondent states that he is desirous of using the great opportunities he now has of adding wood-pulp to his present business and is looking out for some good firm or firms in Canada who desire to do a direct trade with British papermakers. He is prepared to work on commission terms only, and can produce the very highest references as to ability and integrity.

1427. **Grain elevators.**—Two Russian railway contractors are proposing to visit Canada with a view to getting in touch with Canadian manufacturers of grain elevator equipment and experts in the construction of grain elevators. They would like to receive communications from Canadian manufacturers who would be ready to consider proposals for the manufacture in Canada of grain elevator equipment.

1432. **Wringers and washing machines.**—Old established New Zealand agents, represented in Canada, desire price lists and best discounts for wringers and washing machines.

1433. **Chains, bolts and nuts, etc.**—A Glasgow firm wishes to get into touch with exporters of the above lines.

1434. **Wire, bright, annealed, galvanized, plain or barbed, and wire nails of all descriptions.**—A Glasgow firm wishes to get

1437. **Pulp and Paper Materials, etc.**—A general commission house in Boston, Mass., which has connections in England, wishes to arrange for connections with Canadian houses which could supply the following articles: Wood-pulp, talc clay, sulphite pulp, satin white and pigment colours, rags, groundwood pulp, cordage, clays, casein, boiler compounds, raw glue stock (such as scrap hides and bones), ultramarine, sizings, lumber, colours and tintings, chemicals, bleach, rawhide picker waste, glue, etc.

1438. **A Directory of Canadian Exporters.**—A commission house in Leeds, England, is issuing a publication entitled "Canadian Exporters to England (1918)". They offer to publish free of charge the names of any manufacturers or dealers in Canadian products who wish to export to the British market.

1440. **Foodstuffs, Paper and Manufactured Products.**—A commission merchant in Bordeaux, France, would like to make arrangements with Canadian exporters of foodstuffs, paper and other manufactured products to represent them in Bordeaux, France.

1441. **Spars.**—A Newfoundland firm is open to purchase twelve pitch-pine spars 70 to 80 feet long, from Canadian dealers. Correspondents should quote prices, f.o.b., Montreal or Quebec.

1442. **Mantles, etc.**—Canadian manufacturers of mantles, overmantles, picture frames, and picture-frame mouldings are inquired for by a St. John's dealer.

1545. **Brushes.**—A firm in Gloucester desires to get into touch with Canadian brush manufacturers, household and agricultural.

1546. **Binder twine.**—Canadian firms in a position to export binder twine are asked to communicate with a Gloucester firm.

1547. **Barbed wire.**—A Gloucester firm wishes to hear from Canadian exporters of barbed wire, thickly set 4 pt.

1548. **Fancy fencing.**—Manufacturers of above are asked to communicate with a firm in Gloucester.

1549. **Wire nails.**—Canadian manufacturers of wire nails are requested to communicate with a firm in Gloucester.

1550. **Wire fencing.**—A firm in Gloucester desires to import wire fencing.

1551. **Rubber hose.**—A concern in Gloucester is prepared to purchase ½-inch, ¾-inch, 1-inch, 1¼-inch rubber hose in 500-foot lengths.

1552. **Saws.**—Hand and cross-cut saws are required by a Gloucester firm.

1553. **Machinery.**—An engineering firm established in Durban, Natal, are prepared to take up agencies or purchase of any suitable machinery, except centrifugal pumps and agricultural machinery.

1554. **Machinery and mining specialties.**—A firm of engineers invite correspondence re agency or purchase on any line of machinery specialties or mining supplies.

1555. **Tractors.**—A South African firm of engineers ask for details from firms manufacturing crude oil tractors, suitable for hillwork ploughing on sugar plantations, and tractors for 2-foot gauge, powerful for hauling, to take grade 1.6, haul 40 tons on grade, 200 tons on level.

1556. **Lubricating oils.**—A Durham firm with long experience and established connections are prepared to take up agency of lubricating oils.

1557. **Tallow, palm oil, linseed oil, lubricating oil and fish oil.**—A London house company having a house in New York city wishes to secure supplies of the above articles.

1558. **Agency.**—A French commercial traveller familiar with the English, French and Spanish languages was accustomed before the war to visit every year the following countries: Egypt, Palestine, Syria, Turkey in Asia, Turkey in Europe, Roumania, Morocco, Greece and the Canary Islands. Since the outbreak of the war he has continued to visit Tunis, Egypt, Algeria, Morocco and the West Coast of Africa. He wishes to get into communication with Canadian manufacturers whom he might represent after the war. For France he requires the following articles: Leather, tanned; mineral oils; machinery of all kinds; wood-pulp, bleached or unbleached.

For Morocco he requires: Mineral oils; automobiles; well-digging machines; coal oil stoves; paints; agricultural machines of all kinds.

For Egypt he wants: Tanned leather; cutlery and household effects; coal oil stoves; mineral oils.

He asks that all catalogues, references and samples be sent in triplicate. He wishes to get into communication with manufacturers whom he might represent at present or after the war.

1559. **Picks, pick handles, etc.**—A Glasgow firm wishes to place orders for picks, pick handles, etc., for direct shipment to South Africa, and to receive offers from Canadian manufacturers in a position to make prompt shipments.

1562. **Oxides of nickel.**—A Midlands manufacturing company desires the addresses of Canadian producers and shippers of oxides of nickel.

1563. **Hardware.**—A London merchant wishes to arrange with a house or individual in Montreal to purchase Canadian hardware upon his behalf.

1570. **Manufacturers' agents.**—An Australian house, formerly agents for a New York commission house, desires to receive correspondence from leading Canadian manufacturers (not already represented in the Commonwealth) with a view to direct representation. They suggest that the time is now opportune to make definite arrangements in view of trade after the war.

1574. **Formaldehyde, 40 per cent.**—A Melbourne firm asks for samples and lowest wholesale f.o.b. steamer quotations on formaldehyde in wood casks.

1575. **Wood alcohol.**—An Australian firm, doing an extensive business in wood alcohol, invites samples and f.o.b. steamer quotations for large quantities of this spirit. The packing to be in casks, or preferably in steel drums containing up to 100 gallons. The samples must first be submitted to Government inspection and analysis before permission to import will be given.

1576. **Aceto-arsenite of copper.**—A firm in the South of England asks for the addresses of Canadian manufacturers who can supply genuine aceto-arsenite of copper (emerald green) dry colors, for which they are prepared to place an order.

1580. **Nickel oxide, white powdered arsenic, sodium acetate.**—A firm in Liverpool wishes to get into communication with exporters of the above lines.

A BUSINESS BUILDER OF POWER

(Continued from page 53.)

Head Office in Toronto

As a number of the companies that were taken in were working in Toronto and Hamilton, and these districts, Toronto at first was the head office, but the most of the capital invested came from Montreal, and it was not long before the office was moved to that city. Until 1890 the president of the Bell Company was Andrew Robertson, who in the eighties was connected with many of the biggest business enterprises in Montreal, dry goods, etc., and was Chairman of the Harbor Board, and held other prominent positions. Up to 1890, Mr. Sise was the vice-president, and on the death of Mr. Robertson succeeded as president of the company.

During all the time of his connection with the Bell Company, Mr. Sise exhibited singular devotion to the interests of his company, and constantly refused invitations to identify himself with the directorate of a number of leading companies. To the end he held out, and the only companies with which he became connected were those that were closely identified with the Bell Company.

An Unobtrusive Figure

One of these was the Northern Electric & Manufacturing Company, which was organized for the purpose of protecting the numerous patents of the Bell Company, and to manufacture them. In 1899 the Wire & Cable Company was formed and the amalgamation of the two took place in 1913, under the name it holds today, the Northern Electric Company, of which company Mr. Sise occupied the same position as he did latterly with the Bell Company. Outside of these Mr. Sise was personally little known—by no means a familiar figure on the street.

As head of a great public utility Mr. Sise throughout his long connection with the company showed a high regard for the duty that devolved on the company towards the public it served. As he remarked three years ago: "As the population and business of Canada increase, the duties and responsibility of the company towards the public will increase, and will demand from those in charge of its affairs continued and arduous work."

A Business Policy of Service

In the words of one of those who had been associated with him for many years, "From the very inception of the business he maintained that service must come before economy; that no bargain was a good bargain unless it benefited both parties, and that a public service corporation must be a good public servant."

The personal relations of Mr. Sise with with the staff of his own company were of the kindliest nature. A strong loyalty was developed. He was full of human feeling, and many an old employee visiting the city, and dropping into the office of the President with some diffidence, was received by name and welcomed warmly.

Three sons of the late Mr. Sise are connected with the company, C. E. Sise, jr., a graduate in science of McGill, who is general manager; E. F. Sise, president of the Northern Electric Company; and Capt. Paul F. Sise, general manager and vice-president of the Northern Electric Company, who is attached to the British Recruiting Mission in New York.

THE CLERKS DEPARTMENT

A BUSINESS BUILDER OF POWER WAS C. F. SISE

Life Story of Late Chairman of Bell Telephone Forms a Remarkable Record of Business Achievement Reared on a Foundation Laid at Fifty

BUILDING of the business organization of the Bell Telephone Company of Canada—the second organization of its kind in the world—was begun, continued, and brought to its present stage of progress by a sea captain, a man with absolutely no previous experience in the technical departments of the vast work he undertook. Not many business men were aware of the fact. Perhaps the very unostentatious character of the business builder behind the Bell Telephone Company of Canada may account for this. And yet what an adventurous career that quiet, persistent personality played great part in before he came to Canada and began his remarkable work as organizer of the second largest public utility concern of its kind in the world.

Behind the Blockade Runner

There's a savor of the salt sea and the daring it demands in the fact that the late Charles Fleetford Sise, the subject of this sketch was one of the personalities concerned with the direction of the blockade runner "Alabama." Jefferson Davis, President of the Southern Confederacy, saw in Charles F. Sise the executive power of which his life has given such ample proof, and made him his private secretary. In the Indian Mutiny, and in the Crimean War also Charles F. Sise had his part, small as it may have been perhaps. (And yet he was so quiet about his achievements, none can say how important any of these more youthful experiences of his may have been).

Then, nearly fifty years of age, and with a record of activity behind him that might serve many a good business man for a lifetime, Charles F. Sise arrived in Canada, to begin what many Canadian men of affairs would readily call his life work. More aptly it might be termed his life's crowning achievement. Here in detail is his story:

Charles Fleetwood Sise, chairman of the Bell Telephone Company of Canada, and for thirty-five years either vice-president, or president of the company, passed away on Tuesday 9th April, in his eighty-fourth year. The latter half of his life, although spent in a calm business-like atmosphere, contained elements that are in their way as remarkable as the adventurous experiences of his more youthful years.

He was a sea captain when he was only twenty-one, and he did not begin his business life until he was forty-seven years old. That is as far as the Bell Telephone Co. of Canada, his great business achievement is concerned. Charles F. Sise was not merely a master mariner. He was a Master Pilot amongst the many perilous channels of business. Beginning his organization of the Bell Telephone Company of Canada, without technical training in the line, he leaves it after thirty-eight years' service unsurpassed (except by the United States Co.) for number of customers per thousand of population.

For a man who began business at 47 years of age as a novice, and had only a comparatively sparsely settled country for his field, the success of Mr. Sise may be considered outstanding .

Figures Tell the Story

When at the annual meeting of the company, three years ago, he resigned his position as president, which he had occupied since 1890, he referred to the growth of the organization with which he had been identified since its infancy. In the first year the paid-up capital of the company was $377,600, and the total assets $403,324. Thirty-five years later the paid-up capital was $18,000,000 and the assets $40,852,000. In 1880 the total number of telephone stations was 2,100. By 1915 the number had grown to 237,068. In 1880 the number of employees was 150; this rose to 7,836.

Although Mr. Sise had wished to be relieved of the heavy duties of the office for years past, it was not until three years ago, when he was over 80 years of age that the Board consented.

A Judge of Men

The choice of the directors on that occasion is itself a tribute to one of the outstanding characteristics of the late President: his ability to secure for his staff men who would be able to keep pace with the growth of the business and shoulder constantly increasing responsibilities. The new President was L. B. McFarlane, who thirty-eight years ago was "taken over" by Mr. Sise when the new Bell Company absorbed the telephone business of the Dominion Telegraph and the Montreal Telegraph Companies, and he became Manager of the Eastern Division.

It might be noted here that the secretary of to-day, W. H. Black, was in charge of the correspondence of the small company of over thirty years ago; that R. F. Jones, Manager of the Eastern Division, was then an office assistant; that W. G. Slack, the Treasurer of to-day, was over thirty years ago the accountant of the company; and that A. T. Smith, Division Superintendent, and K. J. Dunstan, Division Manager, both of the Western Division, Ontario, have been in the service of the company for over thirty years as well.

A Shipowner's Son

Mr. Sise was born in Portsmouth, New Hampshire, on Sept. 27, 1834, the sixth son of the late Edward Fleetwood Sise, who was a merchant and shipowner. Going to sea he was appointed a captain before he was twenty-one years of age, and for some years commanded vessels in the Atlantic, Pacific and the Australian trade. Later he took charge of his father's shipping and cotton business at Mobile and New Orleans. During the Indian Mutiny he was ill in India, whither he had gone in his merchandising work. The estate of his father-in-law adjoined that of Jefferson ("Jeff.") Davis. He came under the eye of the famous Southern leader, was appointed his private secretary, and engaged in many delicate missions for him.

The Alabama Episode

One of these was in connection with the fitting out of the "Alabama," which ran the blockade and sunk Northern merchantmen, and incidentally cost the British Government some $15,000,000 in claims. After the war he went to Liverpool, England, to manage that branch of his father's business, and he came to know William Ewart Gladstone intimately, living just two doors away. Some time after he entered the fire insurance business and came back to the United States as agent for the Royal Insurance Company. When the Royal Canadian Insurance Company was formed, Mr. Sise took over the management of their United States business with head office at Boston. Just about this time Alexander Graham Bell was perfecting his devices for telephoning, and an American Company, the American Bell Telephone Company was formed.

The Bell System Begins

In Canada various patents were being operated by a number of companies at different points in Ontario, Quebec and the Maritime Provinces. In Quebec there were two chiefly, the Dominion Telegraph operating under the Edison patent, and the Montreal, with the Blake. In Ontario, Alexander Graham Bell had handed over his patents to his father, in some cases even before the patents were issued, and a number of companies were engaged under rights sold by him. It was decided by the interests in the United States that an effort should be made to consolidate the business in Canada, and operate all under the Bell patents, and Mr. Sise was asked to go over and do what he could. He consented and went over to Hamilton, Toronto, Montreal and other centres and the Bell Telephone Company of Canada was organized the next year, 1880.

(Continued on page 52.)

NEW HARDWARE GOODS

OFFERED TO CANADIAN HARDWAREMEN

BRAKE SHOES FOR FORD CARS

The Adamson Manufacturing Company of Hamilton, Ont., is placing on the market a new type of brake shoe for Ford cars in the lined and unlined pattern. It is claimed for these brake shoes that the faces which come in contact with the expanding cam are hardened. This, it is held, prevents excessive wear at this point and adds materially to the life of the shoe. It is also stated that this feature causes the brakes to operate more freely. The lined brake shoes, it is asserted, are faced with the best grade of brake lining, having wire insertion. The lining is securely riveted to the shoe, which has all the qualities of the unlined type.

Adamson Unlined Brake Shoe

Adamson Lined Brake Shoe

HOT BLAST HEATER

The Sheet Metal Products Company, 199 River Street, Toronto, have recently placed upon the market a hot blast heater. It is claimed for it that it is a most efficient heater and of very attractive appearance, having blue enamel chimney and top, with black japanned fount. It is asserted its construction is such as to give clean heat at very low cost, 1 gallon of oil burning for a period of 27 hours. Heater specification: Blue enameled steel chimneys, blue enameled tops, nickeled Alaska handles, black japanned founts, two 4½-in. wicks, 2⅛-in. filler screws.

New Hot Blast Heater

TWO-PIECE UNIT LIGHT

A well-established lighting principle treated in a new and very pleasing manner is embodied in the new Jefferson two-piece unit manufactured by the Jefferson Glass Company, Follansbee, W. Va., which recently made its premiere before architects.

In this unit, it is claimed, the popular and effective transmission, reflection system is seen at its best as it is reproduced in the well-known moonstone glass.

It is asserted the high light transmission and diffusion qualities of the glass embodying a scientific design permit increased lighting efficiency and at the same time eliminate the presence of shadows or dark spots on the ceiling, walls or floor, which hitherto has been practically the only disadvantage of the transmission-reflection system.

Another feature which, it is claimed, will hold particular appeal to the architect is the wide variety of treatment. The unit can be secured in adaptations from all the period styles as well as other popular motif designs.

An interesting booklet describing the unit and listing the styles in which it is furnished is now being prepared. Copies can be reserved by writing the manufacturers.

DIMMER FOR HEADLIGHTS

The Defiance Welding Company, Defiance, O., is placing on the market the Hoko Dimmer. This device is designed primarily for Ford cars. It is claimed for it that it is the only one having the specially constructed, indestructible barrel resistance coil. It is warranted not to affect adversely the magneto or any part of the ignition or lighting system. It is attached to the car by clamping it over the steering post, after which wires are connected.

ELECTRIC SOLDERING TOOL

The Clemens Electrical Corporation of Canada, Hamilton, Ont., have placed on the market a new electric soldering tool which it is claimed revolutionizes the method of soldering. This tool, which is made in several styles, has, it is claimed, under authentic tests, saved from 40 to 70 per cent., time that was taken to do the work previously. The makers state that the secret of the efficiency of the iron is that it heats only while in contact with the work, and then heats almost instantaneously. These tools give continuous conducted heat and give it faster than it can be taken away by the metal on which it is used.

The makers further state that the

Clemen's Electric Soldering Tool

soldering tools have overcome the many disadvantages found in old style electric or gas irons. They have been developed and perfected after careful study and extensive tests in a wide variety of industrial plants. They develop a direct heat (approximately 3,300 degrees centigrade).

One of the many advantages claimed for the J. C. tool is its lightness and simplicity. They do not require skilled help; they can't burn out, and the only parts that require to be renewed are the carbon contacts.

Jefferson Two-Piece Unit Light

WEEKLY HARDWARE MARKET REPORTS

STATEMENTS FROM BUYING CENTRES

THE MARKETS AT A GLANCE

A DECLINE of 5 cents per gallon from the high mark on linseed oil has been made during the week, which results in a narrowing of the range of quotations formerly prevailing. Hopes are held out that the opening of navigation will see a greater movement of seed from the head of the lakes. In some quarters it was thought that boats would not be used in the flax service. However, with boats moving, the strain on the railways will be considerably eased, and all rail shipments would likely come through much faster.

Turpentine has also receded from the high point in last week's quotations, the decline amounting to 2c per gallon. This also provides for a narrowing of the range somewhat. In some quarters stocks are reported light and further supplies not reaching the market any too promptly.

The strength of the tin market is revealed in further advances during the week. Supplies are reaching the vanishing point, and dealers are limiting orders to a one-ton basis to provide for a more nearly equalized distribution. Permits are not being granted for shipments from Great Britain to any extent, and the future of this metal, as regards supplies, is by no means bright. In some quarters a substantial advance in solder has followed the upward trend of tin.

A new list has been adopted on plate glass, prices established being on a square foot basis, and terms of selling changed somewhat. The new list and discount provide for an advance.

An advance of 1½ to 1¾c in some lines of waste has been recorded during the week. Wool waste is up, and wipers, white quality, are at higher levels. Some lines of ready roofing have registered a substantial advance, and other lines on which higher prices have been established are food choppers, padlocks, jute and hemp packing twines. Business generally is being maintained on a good basis, spring lines going forward in splendid quantities.

MONTREAL MARKETS

MONTREAL, April 25.—Prices are held here for the most part on general hardware lines. There are a few changes on some odd lines. Vulcan chain tongs are advanced about 10 per cent. Some lines of warehouse trucks are marked up and in one quarter there is a 15 per cent. advance on hammocks. Sandpaper in reams also is firmer. Quotations have been withdrawn on various makes of padlocks. Ingot tin is soaring to the highest levels yet known, and is reported to be scarce. Pig lead is easier. Swedes and Norway iron have advanced from $11 to $12 per 100 pounds. Slight changes have been made in jute packing, and Russian soft fibre is up 1c to 3c per lb. Trade is reported good in some quarters and a better tendency is expected with the opening of navigation. Garden tools are going out very freely.

Fan Belts, Tire Holders, Curtain Fasteners Up

Montreal.

AUTO ACCESSORIES.—An advance has been made in the price of fan belts for Ford cars of the fabric make. The 1916 model is selling at 24c each for lots of 100; 26½c each for lots of 25, and for smaller lots the price is 28c. The corresponding prices for the 1917 model belts are—30c, 33c and 35c each. Leader basket type rear tire holders are selling $3.88 in lots of 24; $4.22 in lots of 6; and for single holders at $4.50 each. The advance is a little less than 5 per cent. Curtain fasteners have also been slightly advanced, but this is very small.

Clutch Controls, Anti-Rattlers, Wrenches Up

Montreal.

CLUTCH CONTROLS, WRENCHES UP.—Clutch controls have been advanced this week, and this applies to these used on Ford cars. The list prices of 57c, 53c and 49c are subject respectively to discounts of 33 1/3, 37½ and 42½ per cent. as to quantities of 96, 24 and lesser lots. This represents about 20 per cent. advance on list. Anti-rattlers for radius rods are advanced through a revision of the list, the net advance being about 5 per cent. Carll wrenches with thin jaws are advanced in the 6-inch size to $1.15 for lots of 48, $1.25 for 12, and $1.33 for small lots, with the usual discounts applying. The net increase is around 5 per cent.

Ignition Coils, Jigs, Spring Cotters Up

Montreal.

IGNITION COILS, SPRING COTTERS.—Among the week's advances in automobile accessories is that of the price on Vibrator-les coil ignition for Ford cars. The two styles, for the regular and also for right-hand drive cars, are listed at $24.75, with a discount of 25 per cent. The old trade price was $21, with the same discounts. Rebabbitting jigs for Ford connecting rod bearings are listed at $2.93, against the former price of $2.80. The discount is 10 per cent. to the trade. Campbell's spring cotters are also advanced, and new list prices are available with the usual discounts of 33 1/3 to 42½ per cent., according to quantities bought.

Chain Tongs Up; Padlocks And Chain

Montreal.

CHAIN TONGS, PADLOCKS, CHAIN.—Among the revisions this week, and all of which constitute advances, are those of a 10 per cent. increase in the price of vulcan chain tongs and coil and trace chains, which also have advanced with one jobber 10 per cent. While there have been some revisions in the price of padlocks, two firms have withdrawn their prices for the present, and this presages a change in the way of an advance.

Auger Bits Higher, Hammocks, Trucks, Etc.

Montreal.

AUGER BITS, HAMMOCKS, TRUCKS, ETC.—One jobber has reduced his discounts on Irwin auger bits this week from 22½ to 15 per cent. Prices on hammocks have been altered, the change representing a 15 per cent. advance. Several sizes of warehouse trucks have been advanced too among these, the following representative prices applying:—No. 1 half-bound, formerly $6, has been advanced to $6.75; No. 2, from $7.80 to $9, and No. 3, $11.45 to $13.15 each. The full ironed comparative prices are respectively as follows for the three sizes:: From $6.60 to $7.50; from $8.95 to $10.35, and from $12.20 to $14.05. Sandpaper in reams has been advanced in one quarter by a change of discount from 15 per cent. to 10 per cent.

Factory Milk Can Trimmings Advanced

Montreal.

MILK CAN TRIMMINGS.—An important change has been made effective in the price of factory milk can trimmings through a change of discount. This has been holding at list plus 30 per cent., and the new price calls for 50 per cent. advance over list. The increasing scarcity and the high price of block tin and the scarcity and high price of tinned iron is the assigned reason. Coming as it does at the beginning of the cheese factory season this is a change of much importance.

Some Stove Business With Fall Orders Coming

Montreal.

STOVES, ENAMELEDWARE, ETC. —There is some business for stoves from day to day, and orders are filled at present without difficulty, say the manufacturers. There has been ample material in some quarters for manufacturing the line to this date, but what the future will develop is uncertain. Orders are coming forward for heaters to be shipped next fall, and these orders are being secured from various parts of the country. Enameledware and galvanized goods are moving along fairly well, and all prices are fully maintained.

Gasoline Unchanged; Lubricating Oils Up

Montreal.

GASOLINE, COAL OIL, LUBRICANTS.—There is a good demand now for gasoline and the number of cars in use is daily increasing. Prices have been held unchanged at 34c per gallon for motor gasoline and for coal oil prices are also held at 19c for Royalite and 22c for Palacine and Electroline. The advance referred to in last week's issue of HARDWARE AND METAL for lubricating oils has been made effective, the increase being 2c per gallon all around.

Soft Fibres Higher; Rope Holds Unchanged

Montreal.

ROPE AND CORDAGE.—The position on rope is one of unchanged prices, but the markets are firmly held. Soft jute and Russian fibres are up, with an advance of from 1c to 3c per pound. Sales are just fair, these being of a sorting nature for the most part. Announcement was just made that there is a strong possibility of large supplies coming in from the Mexican centres in the course of a few months to the States, large supplies having accumulated there and arrangements for better trade agreements being thought possible now than for some time past. Sisal is selling here on the basis of 27½c, British Manila 33c, and pure Manila 39c lb.

Nails Ready For Shipment Outside

Montreal.

WIRE NAILS AND WIRE.—There is a fair demand for nails in a general sense. For delivery as soon as boats are available a great many orders are held, and there will be quite a considerable amount of activity in the course of another ten days or so. Some water routes will be open next week, and this will have a desirable effect on business from points served by these routes. Wire nails are selling at $5.25 base, cut nails at $5.60 base per 100 pounds, and standard smooth steel wire at $6.25 per 100 pounds base.

HARVEST TOOLS ADVANCE

As HARDWARE AND METAL goes to press a change in discounts applying to harvest tools has been made, which provides for an increase in prices. This is due to the recent heavy advances made in handles. Discounts now ruling on Waverley, Welland Vale, Rixford, Maple Leaf and Bedford, is 17½ per cent., and on Samson 12½ per cent.

Swedes And Norway Iron Advanced; Trade Fair

Montreal.

IRON AND STEEL.—The usual grades of iron and steel are in fair demand and prices are maintained without change. The tremendous demand that is now made upon supplies for Government purposes across the line has taken a very large percentage of available stocks. Here there is a fairly active demand for iron and steel bars in a sorting way only. The price on Swedes and Norway iron was advanced from $11 base to $12 during the week.

Common bar iron, per 100 lbs.	$ 4 55
Refined iron, per 100 lbs.	4 80
Horseshoe iron, per 100 lbs.	4 80
Norway iron	12 00
Mild steel	5 05
Band steel	5 05
Sleigh shoe steel	5 05
Tire steel	5 25
Toe calk steel, per 100 lbs.	5 95
Mining tool steel, per lb.	0 17½-0 19
Black Diamond tool steel, per lb.	0 18 -0 19
Spring steel	6 50
Single reeled machinery steel	6 50
Iron finish machinery steel	5 10
Harrow tooth steel	5 20
Black Diamond cast steel, lb.	0 20-0 21

Sheet Prices Hold With Normal Trading

Montreal.

SHEETS AND PLATES.—With demand fair and prices held unchanged there is much the same condition with regard to plates and sheets. It is still difficult to get supplies forward of some gauges, while fairly good stocks are maintained of other sizes. It is altogether likely that there will be a larger demand for some of the regular gauges of sheets as the season advances, for there is much work of a necessary nature each season that has to be done. Prices are as follows:

BLACK SHEETS—		100 lbs.
10 gauge	$8 00	$8 75
12 gauge	8 65	8 85
14 gauge	8 80	9 00
16 gauge	9 00	9 15
18-20 gauge	9 25	9 25
22-24 gauge	9 40	9 60
26 gauge	9 45	9 75
28 gauge	....	9 90
10¾ oz. (28 English)	10 55	10 75

GALVANIZED SHEETS—	
10¾ oz.	$10 00
28 ga.	9 65
26 ga.	9 25
22 and 24 ga.	9 05
20 ga.	8 85
18 ga.	8 85
16 ga.	8 70

Not Much Movement Of Old Material Yet

Montreal.

OLD MATERIAL.—There is not a great deal of movement, say the dealers in old material. The prices are well maintained, notwithstanding, and for the most part these will perhaps hold in this position. Heavy cast iron is as firm as any item in the list, and the prices being paid for this are high. There is little inclination toward change at present for brass and copper scrap.

Tea lead	$ 0 05	$0 06½
Heavy lead pipe	0 06¼	0 06½
Yellow brass	0 13½	0 14
Red brass	0 22½	....
Light brass	0 08	....
Scrap zinc	0 05½	0 06
Heavy copper	0 22	0 23
Wrought iron, No.1, per gr. ton	27 00	....
No. 1 machinery cast	36 00	38 00
Heavy melting steel	20 00	21 00
Pipe scrap	18 00	20 00
Stove plate, per ton	20 00	22 00
Old rubbers, boots and shoes	....	0 08½
Overshoes, lumbermen's rubbers boots	0 07	....
Bicycle tires	0 04¼	....
Auto tires	0 04½	0 05½
No. 2 busheling	13 00	14 00

Solder Goes Higher; Lead Products Hold

Montreal.

LEAD PRODUCTS.—The pig lead market being easier, there is a tendency to small revisions on manufactured lines. These will probably be considered if the pig lead market declines to any extent, although a small change would not be likely to affect these quotations. In view of the strong position on ingot tin, strictly half-and-half solder has advanced 2c to 50c per pound. Other lines are held as quoted below.

Lead pipe, lb.	0 14	....
Lead waste pipe, lb.	0 15	....
Lead traps and bends	Net list	
Lead wool, lb.	....	0 12
Lead sheets, 3 to 3½ lbs. sq. ft., lb.	....	0 11½
Lead sheets, 4 to 8 lbs. sq. ft.	....	0 11

Cut sheets, ¾c lb. extra, and cut sheets to size, 1c lb. extra.

Solder, strictly, lb.	....	0 50
Solder, commercial, lb.	....	0 44
Solder, wiping, lb.	....	0 44
Zinc sheets, casks	0 26	0 30
Do., broken lots	0 28	0 32

Tin Reaches Record Price; Lead Weaker

Montreal.

INGOT METALS.—The feature of the week is the upward trend of tin, which has again gone skyward. The rise was sharp, and is due to the continued scarcity and the failure of certain shipments to turn up. The high price of £343 per ton was reached in London during the week, and one day's advance was over £10. The commodity is scarce in London, too, are well as here. Lead is easier, with a weak undertone, and other ingots are unchanged in price.

COPPER.—There is a steady amount of trading now that the fixed price is understood. Lots may be had at from 29c to 32c per pound as to quantity wanted. Sales of this in March were better than usual.

TIN.—The very firm position of tin is noticeable in New York, where as much as 95c per pound was paid for Chinese. While permits have been issued for the importation of tin from England, supplies have failed to arrive as expected, and the market is barer than it was. On a light supply trading here is being done from $1.05 to $1.10 pound.

LEAD.—The position is some easier in view of the prices across the line and also as a result of little trading. Price quoted, 9c pound.

SPELTER.—There is much fluctuation in the New York markets and demand here is very light. The price quoted is 9c pound.

ANTIMONY.—Not much trading in this commodity, and the prices range at 14c to 16c per pound, according to quantity.

ALUMINUM.—With United States Government prices fixed there is little change here and trading is limited at 55c to 60c pound.

TORONTO MARKETS

TORONTO, April 25.—There have been few price changes during the week, all markets holding firm, with some advances recorded and one reduction. An advance in wool waste has been made and white wipers are up 1c per pound. Some lines of ready roofings have gone to higher levels. A big advance in tin has been made and supplies are reaching a pretty low level in some quarters. Other metals are inactive and weak. In some quarters, solders have registered further advances. Sheets show no further change for the week, a good demand existing for heavy gauges but comparatively little movement in the lighter gauges. Business generally is good, spring lines moving forward pretty freely.

Wire Wheels Make Advance; Oil Cloth Binding

Toronto.

WIRE WHEELS, OIL CLOTH BINDING.—New prices have been established on House wire wheels for Ford cars at considerably higher levels. These are now being quoted per set of 5, black or white enamel finish, $100.00 list less 20 per cent.; 6 sets, 20 and 5 per cent. The former list was $90.00 with same discount applying.

Oil cloth binding in 50 ft. coils is now being offered as follows: Brass, 9/16 in., $2.75 per coil; ¾ in., $3.25; ⅞ in., $4.00; zinc, 9/16 in., $2.50 per coil; ¾ in., $2.75; ⅞ in., $3.00.

Valve Grinders Up; Gasoline Gauges Too

Toronto.

VALVE GRINDERS, GASOLINE GAUGES.—A substantial increase in list price applying to the Marvel valve grinder has been put into effect, the former list of $4.50 being raised to $5.25 each. No change in discounts has been made of 25 per cent. single lots; twelve 30 per cent., seventy-two 35 per cent.

Gem gasoline gauges, which were previously listed at $1.50 are now offering at $1.75 each, with a discount of 25 per cent.; in lots of twelve 30 per cent.; in lots of forty-eight, 35 per cent.

Padlocks Have Advanced; Auger Bits May Rise

Toronto.

PADLOCKS, AUGER BITS.—An advance of approximately 10 per cent. in all lines of padlocks has been made. The steady advance in steel and brass with increase in cost of production are assigned for this move.

The situation in respect to auger bits, car bits and ship augers is one of extreme firmness and there are indications that an advance in the Irwin line may be put into effect. This line has held on a steady, unchanged basis for some time past and the new prices, it is thought, will range about 10 per cent. higher than present quotations.

Food Choppers Make Further Advance

Toronto.

FOOD CHOPPERS.—A further advance is provided for in new prices issued on food chopers during the week of between 5 and 10 per cent. The quotations now being made are: Universal, No. 0, $16.20 dozen; No. 1, $20.70; No. 2, $25.20; No. 3, $33.40; Gem, No. 16, $14.00 dozen; No. 20, $21.00; No. 22, $26.25; No. 24, $25.70.

Sand Paper Lower; Fly Swatters To Advance

Toronto.

SAND PAPER, FLY SWATTERS.—At least one line has registered a decline during the week, that being B. and A. sandpaper, which is about 5 per cent. lower than former levels.

There are indications that an advance in some lines of fly swatters may be necessary, but as yet no details are available as to just how much this may be though it is thought new prices will be at considerably higher levels.

An advance in Mendets will very likely result in new resale prices being established. The 10c size is now selling to the trade at $1.00 and the 25c size at $2.60 dozen.

Instrument Boards Up; Hemp Twine

Toronto.

INSTRUMENT BOARDS, HEMP TWINE.—New prices to dealers representing an advance have been established on instrument boards of $1.50 each. This affects the leatherette and natural oak finish, stained walnut or mahogany.

Advances have been registered in practically all lines of ordinary packing twines, comprising jute and hemp. It is said that some lines of hemp twine are practically unprocurable at present. One line selling to the retail trade in the hemp is the Atlas, which in ¼ lb. balls is now quoted at $1.25 dozen.

Waste Goes Higher; Oakum Unchanged

Toronto.

WASTE, OAKUM.—An advance averaging about ½c per pound has been recorded in some lines of waste during the week. Wool waste has all advanced and wipers, white quality, is about 1c per pound up. Prices established are now on the following basis: 1X, 17c pound; 2X, 18c; 3X, 20c; XC, 16c; polishing, 21c; colored wiping, No. 1, 14c per pound; No. 1A, 11½c; No. 1B, 10½c; No. 5, 15c; No. 7, 13c. The demand continues good and supplies ample for requirements.

Oakum remains unchanged at declines registered last week. Business is down to a somewhat easier basis and orders are being handled with a reasonable degree of promptness. Prices will be found in current market quotations.

Higher Prices Established On Ready Roofing

Toronto.

READY ROOFING, CEMENT.—Higher prices have been established in some quarters on ready roofing, the present basis being considerably higher than quotations formerly ruling. New prices established on the Amazon are for 1-ply $1.95; 2-ply, $2.25; 3-ply, $2.55 per square; on the Everlastic, new prices are: 1-ply, $1.65; 2-ply, $1.95; 3-ply, $2.25 per square. No change on other lines has been reported as yet.

A fair demand is apparent for cement and reports are to the effect that business is at least equal to April one year ago. Plaster of Paris shows no disposition to change in price. Supplies have reached the market, enabling distributors to clean up back orders and stocks are in fair shape. Shipments from the mills are uncertain owing to transportation difficulties which still are manifest.

Lubricating Oils May Advance; Refined Firm

Toronto.

OILS, GASOLINE.—The situation in respect to lubricating oils is one of ex-

treme firmness and advances ranging from 2 to 3c per gallon and up are expected to materialize. The question of supplies is becoming increasingly difficult and the future in some lines extremely uncertain.

Refined oils are enjoying a splendid sale and the market remains very strong. Orders are going forward freely for both coal oil and gasoline. Prices for the week remain the same, Palacine and Royalite coal oils being sold at 21c and 18c per gallon respectively. Gasoline is also unchanged at 33c per gallon.

Stoves Moving Forward Freely; Enamelware

Toronto.

STOVES, ENAMELWARE.— The heavy demand for all summer lines of stoves continues good and booking orders are being shipped out in large quantities. Business on stoves and ranges continues to show some improvement, though the question of future supplies grows increasingly difficult. The situation in respect to stoves is covered in a special article elsewhere in this issue. Enamelware and tinware are enjoying a very satisfactory demand.

Nail Situation Remains Firm, Unchanged

Toronto.

NAILS, WIRE.—A very firm situation prevails in respect to wire nails and indications are that a very fair volume of business is being transacted. No change in the base price of $5.20 per 100 pounds has been made. Cut nails are also unchanged for the week, the base remaining at $5.65 per 100 pounds. Smooth steel wire at $6.25 base per 100 pounds has held steady.

No Change Marks Iron and Steel Situation

Toronto.

IRON AND STEEL.—Nothing of a particularly interesting nature has marked the situation in respect to iron and steel. Stocks are in fair shape and supplies are coming along though none too rapidly. A fair demand continues and prices have held firm and unchanged at bases shown herewith:

TORONTO—		Per 100 lbs.
Common bar iron	....	$ 5 25
Common bar steel	....	5 50
Refined iron	....	5 65
Angle base	....	5 75
Horseshoe iron	....	5 50
Tire steel	....	5 70
Mild steel	....	5 50
Norway iron	11 00	13 00
Toe caulk steel	....	6 25
Sleigh shoe steel	....	5 50
Band steel, No. 10	....	5 75
Do., No. 12	....	6 00
Spring steel	9 50	11 50
Mining drill steel	19 00	30 00
Sheet cast steel	0 42	0 45
Tool steel	0 20	0 42

Firm Situation Prevails In Corrugated Sheets

Toronto.

CORRUGATED SHEETS, EAVETROUGH.—The position of corrugated sheets is by no means one of extreme activity, though some movement is noticeable. Orders arrive in fair numbers but weather conditions lately have restricted building operations which seemed in a fair way toward getting started nicely a couple of weeks ago. Prices are held firmly at list and discount shown below. The movement of eavetrough and conductor pipe is somewhat freer and improved weather conditions would help considerably with these lines. Prices in current market quotations show no change.

TORONTO—	Per 100 Sq. Feet Galvanized	Painted
No. 28 gauge	$ 8 25-$ 8 75	$6 75-$7 25
No. 26 gauge	9 00- 9 50	7 75- 8 25
No. 24 gauge	13 00-	10 50
No. 22 gauge	16 00-	13 25
No. 20 gauge	19 00-	16 50
No. 18 gauge	23 00-	20 00

Discount 7½%.

Sheets Hold Steady; Heavy Gauges Moving

Toronto.

SHEETS, PLATES.—Black sheets have held steady at decline registered last week and galvanized are also in a firm position. A good demand for heavy gauge of black sheets and plates is manifest and orders are going forward in good volume. Supplies are reaching the market in very good quantities though the lighter gauges in both black and galvanized do not appear to be rolling as freely as a couple of weeks ago. Stocks, however, are in very fair shape and orders are being taken care of promptly.

BLACK SHEETS—		Per 100 lbs.
10 gauge	....	$9 50
12 gauge	$7 55	9 60
14 gauge	7 45	8 15
16 gauge	7 50	8 25
18-20 gauge	7 30	7 80
22-24 gauge	7(35	7 85
26 gauge	7 40	7 90
28 gauge	7 50	8 00
3/16-inch plate	....	9 10
¼-inch boiler plate	....	9 00

GALVANIZED SHEETS—			
10¾ oz.	$9 00	$9 25	$10 50
U.S. 28	8 70	8 95	10 20
U.S. 26	8 40	8 65	9 90
22 and 24	8 25	8 50	9 75
18 and 20	8 10	8 35	9 60
16	7 95	8 20	9 45
14	7 85	8 10	9 35

NEW BASIS FOR SCREW HOOK AND STRAP HINGES

New prices are to be established on screw hook and strap hinges, which will provide for a new method of selling. In the past it has been customary to sell these by the pound, but the prices now under consideration will be figured on the basis of dozen pairs. It is felt by the manufacturers that this method of handling will prove far more acceptable from all standpoints, and retailers will undoubtedly welcome this move owing to convenience in selling to their trade.

No Change In Wrought Iron Pipe; Boiler Tubes

Toronto.

WROUGHT IRON PIPE, BOILER TUBES.—No change has been made in wrought iron pipe and the demand runs along in comparatively narrow channels, though in some quarters a fair movement is reported. Difficulty in getting supplies of raw materials continues to manifest itself, though present stocks of pipes are in fair condition. A car of boiler tubes has reached the city but the distribution may be said to be under Government supervision. No change in quotations shown below is apparent. Prices on wrought iron pipe appear in current market quotations.

Boiler Tubes—	Cold Drawn	Lapweld
1 inch	$36 00	$ ....
1¼ inch	40 00	....
1½ inch	43 00	36 00
1¾ inch	43 00	36 00
2 inch	50 00	36 00
2¼ inch	53 00	38 50
2½ inch	55 00	42 00
3 inch	64 00	50 00
3¼ inch	....	58 00
3½ inch	77 00	60 00
4 inch	90 00	75 00

Solder Makes Further Advances

Toronto.

LEAD AND ZINC PRODUCTS.—Higher prices have been established in some quarters on solder, due to the increasing strength of the tin market and the scarcity of this metal. Present quotations adopted, which provide for a wider range, are:—Guaranteed, 53c to 58c per pound; strictly, 49¾c to 54c; commercial, 43¼c to 52c; wiping, 42c to 46c; wire, 51¼c. There is little change in the situation in respect to manufactured lead products. The demand is light, and prices remain unchanged, although the market on lead shows a somewhat easier tendency.

Lead pipe, lb.	0 14	....
Lead waste pipe, lb.	0 15	....
Lead traps and bends	Net list	
Lead wool, lb.		0 16
Lead sheets, 3 to 3½ lbs. sq. ft., lb.		0 13¼
Lead sheets, 4 to 8 lbs. sq. ft.		0 12½

Cut sheets, ¾c lb. extra, and cut sheets to size, 1c lb. extra.

Solder, guaranteed, lb.	0 51	0 58
Solder, strictly, lb.	0 46¾	0 54
Solder, commercial, lb.	0 42	0 52
Solder, wiping, lb.	0 41	0 46
Solder, wire, lb.	0 51¼	....
Zinc sheets, per lb.	0 26	....

Situation In Old Materials Uneventful

Toronto.

OLD MATERIALS.—The situation in old materials continues to be uneventful. Dealers report an uncertain condition, with no business being transacted as regards buying or selling. Prices show no disposition to change, and the market can be said to be extremely quiet.

Tea lead	$ 0 04½	....
Heavy lead pipe	0 07	0 07½
Yellow brass	0 12	0 13
Red brass	....	0 21
Light brass	....	0 09½
Heavy zinc	0 05½	0 06
Heavy copper	0 21½	0 22
Stove plate, per ton	17 00	18 00
Old cast iron, per ton	25 00	26 00
Overshoes, trimmed Arctics	....	0 06¼
Auto tires	0 04½	....
Bicycle tires	0 03½	....
	Per gross ton.	
No. 1 railroad wrought	26 00	27 00
No. 2 railroad wrought	15 00	16 00
Pipes and flues	....	12 00
No. 1 busheling	16 00	17 00
No. 2 busheling	....	12 00
Country mixed scrap	....	16 00

Little Activity In Cordage; Prices Firm

Toronto.

TWINE, CORDAGE.—There is little activity in cordage circles at the present time, business being done within a very small compass. Retailers bought in fairly heavy quantities prior to the last advances, and this is having a tendency to curtail shipments at the present time.

Prices remain firm, the Manila rope being quoted at 39c per pound base; British Manila, 33c per pound base; sisal, 27½c per pound base; binder twine, 500 ft. basis, is also unchanged at 23½c per pound.

Tin Makes Advance; Other Metals Weak

Toronto.

INGOT METALS.—An advance in tin featured the metal markets during the week, other lines remaining unchanged and inactive, with a tendency towards weakness. The uncertainty of permits being granted is adding a decided measure of firmness to the tin situation, and dealers are endeavoring to make equitable distribution, orders not being accepted for more than a ton at a time. Spelter is quiet, with a lower tendency, and lead is very weak.

COPPER.—Nothing of material interest has developed in respect to copper. Domestic activity is at a minimum basis and prices remain unchanged. Some dealers look for a slightly higher basis of prices, but this will have little effect on the situation locally. Quotations at present range from 30c to 31c per pound.

TIN.—Stocks of tin are getting down to the vanishing point. Dealers are endeavoring to make stocks go as far as possible, orders being held down to one-ton lots. Prices have advanced about 10c per pound and lowest quotation now being made is $1.05 per pound, with higher offers possible for guaranteed deliveries.

SPELTER.—No further change has been recorded in spelter during the week, but the market is very quiet, with a lower tendency noticeable. Ample stocks are available, and quotations range from 8¾c to 9c per pound.

LEAD.—The lead market is decidedly weak, and very little movement is apparent. Prices remain unchanged at 8¾c to 9¼c per pound.

ANTIMONY.—There have been no interesting developments during the week, business being conducted in very narrow channels. There is little demand, and prices remain the same at 16c to 18c per pound.

ALUMINUM.—The tone of the market is steady, but there is nothing new to report in respect to trading. Domestic consumption is comparatively light, practically all supplies being absorbed in Government work. Quotations remain on an unchanged basis at from 50c to 60c per pound.

PIG IRON.—The situation in some quarters seems to be slightly better, but is far from satisfactory yet. Reports from the United States indicate production for April will be about 85 per cent. of capacity, but this is being quickly absorbed. Scrap is being used in large quantities in Canada, and some manufacturers state that even this cannot be secured in sufficient volume to maintain operations at capacity. Nominally quotations on foundry iron are being made at $49.50 per ton.

LONDON MARKETS

LONDON, April 25.—Prices continue firm with the budget of advances a little lighter than usual during the week. Among the lines to undergo revision upward during the week are nail sets, lawn sprinklers, oil heaters, enamel sinks, packings, nail hammers, flower border and tennis racquets. Business here continues good. Although there is no big rush there is a steady volume of trade and merchants are very well satisfied with conditions at present. Prospects for good summer trade are fine with the exception of builders' hardware. There is very little new building in sight at present. The demand for garden tools is extra good.

Nail Hammers Higher; Nail Sets Up

London.

NAIL HAMMERS, NAIL SETS.—An advance has been made in Maydole nail hammers during the week after a period of steadiness in this line. New prices are at considerably higher levels as will be noted in quotations on the following numbers: No. 1, $15.50 dozen; No. 1½, $14.25; No. 11, $15.50; No. 11½, $14.25; No. 12, $13.50; No. 13, $12.25. A new price has been established on Starrett's nail sets No 116 of $1.25 per dozen, which represents an advance over former quotations.

Advance Made In Enamel Sinks; Oil Heaters

London.

ENAMEL SINKS, OIL HEATERS.—A new scale of quotations on cast enamel sinks has been established which are higher than those formerly ruling. Prices now prevailing are as follows:

16 x 24 in., one at a time, $4.92 each; two at a time, $4.90; three at a time, $4.86. 18 x 30 in., one at a time, $5.62 each; two at a time, $5.56; three at a time, $5.50. 18 x 36 in., one at a time, $9.73, each; two at a time, $9.66; three at a time, $9.60.

Higher prices have been named on McClary oil heaters, quotations now ruling at following levels: No. 860, nickel-plated, $4.25 each; No. 860, enameled, $5.00 each.

Hemp Packings Up; Oil Barrels Climbing

London.

HEMP PACKINGS, OIL BARRELS.—The establishing of new prices on hemp and jute packings has been accomplished and present quotations are on higher levels than formerly ruling. Figures given out are as follows: Russian hemp, 34c; Italian hemp, No. 1, 44c; Italian hemp, No. 2, 36c; jute, 13c per pound. Oil barrels have undergone revision upward and prices being asked for the barrels alone are: Barrels and half barrels for black oils, $2.50 each; barrels and half barrels for other oils, $3.00 each.

Flower Border And Ring Lawn Sprinklers Higher

London.

FLOWER BORDER, LAWN SPRINKLERS.—Galvanized flower border or guard has come in for revision and higher prices have been established. Quotations now ruling are on the following basis: 12 in., $7.50; 18 in., $8.50 per 100 ft. Fountain or ring lawn sprinklers have also evinced an upward trend during the week and are being sold to the trade now at $9.00 per dozen.

Higher Prices For Razors; Tennis Racquets Too

London.

RAZORS, TENNIS RACQUETS.—A big advance has been made in quotations on English made razors, the new prices established representing new high levels for these lines. Two grades familiar to the trade are the Conqueror No. 1000, black handle, which are quoted at $20.00 dozen, and the Peerless, No. 2000, white handle, now selling at $21.00 per dozen. Quotations on tennis racquets have also been arranged on a higher plane as shown in the following lines: Vantage, R. 11, $1.10; Niagara R 10, $1.50; Wonder, $2.15; Court, $3.25; Invincible, $3.65; Ascot, $4.85.

Garden Tools Moving Freely; Unchanged

London.

GARDEN TOOLS.—The demand for garden tools of all kinds is good and booked orders along with orders being placed now are moving forward freely. Prices remain firm and unchanged at the discount of 25 per cent. Net prices figured on this discount on some of the best sellers are:

Blued field hoes, $3.34 doz.; ladies' hoes, $5.62; garden hoes (solid), $6.38; garden hoes (socket), $7.13; field hoes (solid), $6.75; field hoes (socket), $7.50.

Blued rakes, 12T, $3.34 doz.; 14T $3.64 doz.

Weldless steel rakes, 12T, $6.60 doz.; 14T, $7.05; 16T, $7.50.

Straight steel rakes, 12T, $9 doz.; 14 T, $9.82; 16T, $10.69.

Concave steel rakes, 12T, $9.75 doz.; 14T, $10.58; 16T, $11.44.

Weeding hoes, $6.56 doz.

Thistle spades, $4.50 doz.

Buco Cultivators, 5-prong, $11.25 doz.

Pull Easy Cultivators, $18 doz.

Rope Unchanged; Nails In Fair Demand

London.

ROPE, NAILS.—Rope is moving very slowly and there is nothing of interest to report. Prices are unchanged on the following basis: Pure Manila, 39c; British Manila, 33c; New Zealand hemp, 33c; Sisal, 27½c base per pound. There has been no change in the situation in respect to nails. Prices have been firmly held and a fairly good sale is reported. The base on wire remains at $5.20 per 100 pounds and on cut $5.60 per 100 pounds, those on the miscellaneous list selling at 60 per cent. discount.

Lawn Mowers Steady; Prepared Paint Selling

London.

LAWN MOWERS, PREPARED PAINTS.—Steadiness marks the situation in respect to lawn mowers, prices holding unchanged and some improvement in the demand being noticeable. The discount remains at 40 per cent. on one line which reveals net prices as follows:

Daisy, 12 in, $4.95 each; 14 in., $5.40; 16 in., $5.82. Star, 14 in., $6.42; 16 in., $6.84. Woodyatt, 14 in., $7.08; 16 in., $7.50; 18 in., $7.92; 20 in., $8.34. Empress, 14 in., $9.15; 16 in., $9.60; 18 in., $9.99; 20 in., $10.41.

Prepared paints are moving forward freely and indications are that sales will reach splendid totals. Minerva is being quoted at unchanged figures as follows: Ordinary colors, 1 gal., $3.40; ½ gal., $3.50; quart, $3.60 per gal.; white, 1 gal. $3.60; ½ gal., $3.70; quart, $3.80 per gallon.

Linseed Oil And Turpentine Decline

London.

LINSEED OIL, TURPENTINE.—A decline of 5c per gallon has been registered in prices applying on linseed oil during the week. This decline will be welcomed by retailers generally, though little hope is held out that further declines of a great amount will be made: 1 to 2 bbls., raw, $1.95 gal.; boiled, $1.98 gal.; less bbls, add 10c gal. A decline of 2c per gallon has been made in turpentine during the week. Conditions at primary points are unchanged, the market enjoying a very fair measure of firmness. Stocks are in fair shape but some difficulty is being experienced in getting shipments through from the south: 1 bbl. lots, 65c; 2 to 4 bbl. lots, 64c; 5 gal., 75c, Imperial gallon.

White Lead In Oil, Putty, Glass Steady

London.

WHITE LEAD IN OIL, PUTTY, GLASS.—There is nothing of particular interest to note in any of these markets during the week. Sales are light and prices have held unchanged as follows:

White Lead in Oil—Pure, ton lots, $16.20 per 100 lbs.; less, $16.55; pure Elephant, ton lots, $16.70 per 100 lbs.; less, $17.05.

Putty—Standard, 25, 50, 100 lb. drums, $5.40 per 100 lbs; pure, do., $7.40.

Window Glass—Single diamond, 25%; double diamond, 25%; cut lights, 10%.

WINNIPEG MARKETS

WINNIPEG, April 25.—Advances in prices for the past week are again numerous, showing advances varying from 5 to 20 per cent. according to the goods affected, and conditions just at present point to strong markets in general. Among the lines affected by the advances appear game traps, horse nails, fibreware, sweat pads, chalk lines, gall cure, Gilmour auger bits, short eye augers, wrapping twine, mirrors, shovels and scoops. Business for the past week has again been very brisk and indications point to a continuance for some time at least

Advance Made in Game Traps

Winnipeg.

GAME TRAPS.—Prices on game traps again move upward due to further increases in the cost of production. The new advances represent an increase of approximately 10 per cent. over former quotations. New prices now effective are herewith quoted.

Victor traps—No. 0, $1.95; No. 1, $2.30; No. 1½, $3.45; No. 2, $4.80; No. 3, $6.40; No. 4, $7.55 dozen

Oneida jump traps—No. 0, $2.60; No. 1, $3.10; No. 1½, $4.55; No. 2, $6.70.

Hawley & Norton traps—No. 1, $3.60; No. 1½, $5.40; No. 2, $7.50; No. 3, $10.00; No. 4, $11.80.

Newhouse traps—No. 2½, $17.10; No. 3½, $19.15; No. 4, $17.10; No. 4½, $41.45 dozen; No. 50, $7.35; No. 5, $10.40 each.

Mirrors Advance From 25 to 30 Per Cent.

Winnipeg.

MIRRORS.—Much has been said in these columns regarding the seriousness of the window glass situation due to the fact that the manufacturers had agreed with the American Government to reduce their output to approximately 25 per cent. of normal. This has had the effect of bringing into force high prices and in turn has affected the prices of mirrors, as new prices recently received from the manufacturers show advances in some lines of 25 to 30 per cent. Net prices now in effect on a few of the more familiar lines are given below.

Earl—6 x 9 in., $4.80; 8 x 10 in., $6.15; 9 x 12 in., $7.40 dozen.

York—5 x 7 in., $2.55; 6 x 9 in., $3.25; 8 x 10 in., $4.25; 9 x 12 in., $5.50 dozen.

Alexander—9 x 12 in., $8.60; 10 x 14 in., $10.25; 12 x 18 in., $14.60; 14 x 24 in., $20.25 dozen.

Auger Bits and Augers Make Advances

Winnipeg.

AUGER BITS, AUGERS.—Further increases in the costs of production have forced an advance in the price of Gilmour auger bits, the discount being reduced from 50 per cent. to 45 per cent., making net prices as follows:

3/16 in., $3.30; 4/16 in. to 8/16 in., $2.75; 9/16 in., $3.30; 10/16 in., $3.30; 11/16 in., $3.85; 12/16 in., $3.85; 13/16 in., $4.55; 14/16 in., $4.55; 15/16 in., $5.25; 16/16 in., $5.25 dozen.

Prices on short eye augers also come in for an advance and are quoted to-day at 30 per cent. off manufacturers' list, making the following net prices:

¾ in., $9.75; 1 in., $10.50; 1¼ in., $12.75; 1½ in., $15.90; 1¾ in., $18.70; 2 in., $21.00; 2½ in., $33.60; 3 in., $61.60 dozen.

Horse Nails Higher; Fibre Ware Again Up

Winnipeg.

HORSE NAILS, FIBRE WARE.—New prices have just gone into effect covering Peerless horse nails which show only a moderate advance in price. To-day's ruling prices are given below: No. 5, $3.94; No. 6, $3.67; No. 7, $3.55; No. 8, $3.47; No. 9, $3.35; No 10, $3.27 per box 25 lbs.

Prices on all lines of fibreware are again advanced, this being the third advance since the first of the year due to increased labor costs. New prices just issued are given below:

Fibre tubs—No. 3, $13.30; No. 2, $15.60; No. 1, $18.85; No. 0, $21.95 dozen.

Fibre pails—Star, No. 1, $4.80 dozen.

Cotton Twine Up 3c Lb.; Chalk Lines Higher

Winnipeg.

COTTON TWINE, CHALK LINES.—As predicted in the last week's issue of HARDWARE AND METAL, further advances were to be expected on cotton goods. New prices now effective covering wrapping twine confirms this prediction, the advance being 3c per lb. To-day's prices based on this advance are as follows: 3-ply cones or balls, 67c lb.; 4-ply cones or balls, 70c lb.

Chalk lines, which is another line affected by the heavy advances in cotton, have also been revised, new prices being approximately 10 per cent. up as follows:

No. 18 x 20 ft., $3.90; No. 21 x 20 ft., $4.40; No. 24 x 20 ft., $4.95; No. 30 x 20 ft., $5.50 gross.

Masons' lines, 100 ft white, $1.65 doz.; 100 ft., yellow, $2.00 dozen.

Sweat Pads $1 Dozen Higher; Gall Cure

Winnipeg.

SWEAT PADS, GALL CURE.—Following the recent heavy advances in cotton goods and other materials entering into the manufacture of sweat pads new prices have been found necessary, the advances being about $1.00 dozen over former quotations and they are selling to-day as follows:

Brown and white—12 in., $7.85 dozen; $90.00 gross.

Red edge—12 in., $8.20 dozen; $94.35 gross.

Prices on Bickmore's gall cure show a very heavy advance, after remaining firm and unchanged for the past year. New prices now ruling are as follows:

2 oz., $2.70 dozen; 6 oz., $5.40 dozen; 16 oz., $10.80 dozen.

Revised Prices on Shovels and Scoops

Winnipeg.

SHOVELS AND SCOOPS.—Prices on shovels and scoops which have remained firm for some time past have again been revised, shovels showing an advance of approximately $1.00 dozen while scoops show advances on the smaller sizes and reductions on some of the larger sizes. New prices now effec-

tive on some of the lines given herewith:

Jones and Bull Dog—Polished, DH and LH, round point, No. 2, $15.50 dozen; do., square point, No. 2, $15.50 dozen; black DH, round point, No. 2, $14.50 dozen; do,. No. 3, $14.75 dozen.

Olds and Fox—Polished DH and LH, round point, No. 2, $13.50 dozen; do., square point, No. 2, $13.50 dozen; black, DH and LH, round point, No. 2, $12.50 dozen; do., square point, No. 2, $12.50 dozen.

Jones Socket Scoops—Half polished—No. 5, $19.00; No. 6, $19.25; No. 8, $19.75; No. 10, $20.25 dozen.

Black Cat and Crescent Scoops—Black, No. 4, $17.00; No. 5, $17.25; No. 6, $17.50; No. 8, $18.00; No. 10, $18.50 dozen.

Moose scoops—Black, No. 4, $18.25; No. 5, $18.50; No. 6, $18.75; No. 8, $19.25; No. 10, $19.75 dozen.

Snow Shovels—Prince, $9.00; Queen, $10.00; Moose, $15.00; King, $12.00 doz.

Linseed Oil Firm; Turpentine Unchanged

Winnipeg.

LINSEED OIL, TURPENTINE.—Linseed oil prices still hold firm on the local market with prices remaining at $2.00 gallon for raw and $2.03 gallon for boiled. Turpentine prices remain unchanged at former quotations which are given herewith: Barrels, 80c gal.; ½ barrels, 83c gal.; 5-gal. lots, 85c gal.; 1-gal. lots, 85c gal.; plus the usual extra for containers.

PITTSBURG MARKETS

PITTSBURGH, Pa., April 25.—As reflected in previous reports, the steel trade has hitherto been disposed to feel that the authorities at Washington had a tendency to exaggerate the danger of a shortage of steel for war purposes, the steel trade feeling that all war requirements would not total more than 50 per cent. of the output. The steel producers did not, of course, contend that there would be a plentiful supply of steel for all purposes, their attitude being that the remaining 50 per cent. could hardly supply the non-war or ordinary commercial demand. There were those in the trade, not producers, who held other views as to this, and felt that if 50 per cent. of the production were left for all commercial purposes dissociated from the war, it would probably constitute a fairly comfortable if not an actually excessive supply.

There has lately been a change of view on the part of the steel producers as to Government requirements. The requirements are appraised at a greater tonnage than formerly. There are two new factors in the general problem of trying to determine how the supply of steel is going to fit in future months. First, while it was formerly thought that many of the early war requirements in steel would disappear, not to be replaced by others, it is now seen that new requirements are constantly appearing. The early orders, of course, involved much steel that would be used in construction work, and it was argued that when this construction was accomplished, that class of war steel demand would disappear. Actual developments, however, have been that when these cases of construction work are taken care of the military authorities find other projects, and thus there seems to be no end.

Second, the shipbuilding work promises to take more steel, regularly, than was recently supposed. When, a few weeks ago, the shipbuilding interests called for more steel, the steel producers' analysis of the situation was that they were calling for steel at a greater weekly rate than they could possibly use, and all that would be necessary would be to make the heavier shipments, particularly of plates, for a few weeks, and get the fabricating shops and the shipyards stocked up, whereupon the authorities would themselves be quite content to have the rate of shipment reduced. It has developed in the past week, indeed, that about three weeks ago there was an actual controversy on this subject. J. Leonard Replogle, Director of Steel Supplies, took the side of the steel producers to the extent of showing what was to him the obviously large quantity of steel that had been shipped from the mills for account of shipbuilding, shipments having risen to about 60,000 tons a week, of which about 60 per cent. was plates, but he very positively took the side of the shipbuilding interest when it came to a matter of steel supplies for the future, insisting that the domestic shipyard requirements, plus the engagements the Government had made to its Allies, would make such a total as would continuously strain the capacity of the plate mills.

The Call for Plates

It was about the beginning of this month that the steel mills undertook, by instructions from Washington, to increase their shipments of war steel, and particularly of plates, but their attitude at the time was that they would not need to do this for long. Now they show an expectation of this pressure continuing indefinitely.

The appointment of C. M. Schwab as Director-General of the Emergency Fleet Corporation has served to strengthen these views as to the future requirements of shipbuilding. The entire steel trade has confidence that however much improvement in performance the shipyards have lately recorded, Mr. Schwab is going to add greatly to those results. There is every prospect that Mr. Schwab's appointment will count, from his personality, his great knowledge of shipbuilding, and the almost unlimited authority he has been given in this new position. Mr. Schwab leaves all his personal affairs. Long ago, with no thought of anything of this sort, he had announced that the managements of the Bethlehem and associated properties had been so aligned that he could drop out at any time and the work would go right long.

It has developed that most recent accounts have exaggerated the volume of shell steel buying that is contemplated for the second half of the year. Some estimates have been printed, running up to 4,000,000 tons for the second half, which appeared to be based upon authentic information, but it turns out that they were estimates based partly upon mistakes. The tonnage to be bought in the present buying is much less than 4,000,000 tons. However, the rate of producing shells has increased materially, and it will increase more. Some of the shell steel bought for delivery by June 15 will run well over July 1 in delivery, partly on account of changes in specifications and partly by reason of the shortage of forging capacity, as there has not been enough forging capacity to keep all the shell making factories busy. By this time that situation has been remedied as to all sizes 6-inch and under, and it will probably be remedied shortly as to the larger sizes as well.

Production

The rate of production, in pig iron, steel ingots and finished steel, has not increased very materially over the average rate maintained in March. There has been a slight increase, perhaps, but hardly enough to balance the fact that at many mills the stocks accumulated, which were drawn upon when the railroads loosened up, are now largely exhausted, so that without any increase in production shipments would now be less than those being made from three to six weeks ago. As a general average, it may be said that production all along the line, since March 1, has been at about 85 per cent. of capacity. Roughly speaking, this represents approximately the tonnage produced in 1916 and 1917, but whereas the production during the major part of 1916 represented the existing capacity, at the present time the same tonnage is only about 85 per cent. of capacity, because the capacity has been so materially increased.

The chief restrictive influence in production continues to be shortage of coke. This is now confined chiefly to beehive, the by-product ovens being in nearly every instance well supplied with coal, so that they can operate full. The movement of beehive coke is restricted particularly in the case of Connellsville, the Connellsville region shipments last week and week before having been somewhat below the average in March, when of course there was a great improvement over the early weeks of the year. The railroads appear to be making strenuous efforts to furnish more cars to the coke region, but with indifferent success thus far.

The Carnegie Steel Company this week operated 49 of its 59 blast furnaces, ten being entirely out of blast. The company's banked furnaces have all resumed, but on Monday two of them had a close call, some coke arriving just in time to avoid banking. For over two weeks the Republic Iron & Steel Company has been seeking a supply of coke to blow in an idle furnace, and without success thus far.

WEEKLY PAINT DEPARTMENT

Give Paint the Place of Honor

It is the Greatest of All Conservators—Keep it Where it Can be Seen, for the More it is Advertised the Greater Will be the Sale — Grouping Commodities That Are Akin

PAINT should be given the place of honor at this season of the year because paint is one of the greatest of all conservators. In this time when the world is groping around in the welter and waste of war and it seems that almost every commodity is being recklessly sacrificed to satisfy a maniac who imagines that to build he must destroy, any article that helps to conserve existing goods should be looked upon with more than the usual interest.

And paint is looked upon more than ever as a great preservative of the things that are. Buildings that have not received their proper care in the shape of a paint coat within the past two or three years have had an immeasurable depreciation. The cost of the building materials has greatly increased. Paint has also increased somewhat in price. But the accretion in the value of the building is not to be compared with the small increase in the price of paint.

It is poor economy to let dollars slip out of the value of a building when an investment of a relatively small sum will prevent that wastage. Paint is the greatest of all conservators because everywhere all over this broad land are buildings which are continuously exposed to the searing elements of wind and stormy weather. And not only stormy weather but the hot blast of the summer's sun is destructive in its action on the exterior painted surface.

It is the greatest of all conservators because the greater part of the wealth of people consists of the home in which they dwell and the factory in which they work. The aggregate wealth of any small town is largely represented in the buildings which it contains. If this wealth can be conserved and given a greater lease of life then paint becomes the greatest of all preservers. The hardwareman should not lose sight of this fact. He is doing a service to his community when he preaches the doctrine of "paint up." Once he becomes convinced that he is doing a real service to his clients by getting them to take the proper precautions to preserve their property he has gone a long way along the road toward becoming an aggressive paint salesman.

GROUP COMMODITIES THAT ARE AKIN

Paint is one of the main household lines and its sale can often be increased by grouping it in a display of other spring household lines. For instance there are varnishes for brightening up the furniture, polishes of various kinds for renewing the lustre of interiors, polishing mops, paint brushes, step ladders, carpet beaters, and numerous other articles.

Looming large in any such a display is the paint section. But when these lines are all displayed in a certain section of the store they bulk large and have a striking power they would not have if distributed in different parts of the store. There is one successful hardware merchant who has enlarged the rear of his store so that he may be able to place these various lines all together. When the customer pays a visit to that section of the store the paint-up and clean-up idea forthwith becomes infectious. To see is to think in terms of painting and cleaning. With an attractive display each one of these lines pulls a little for the other line.

It is mainly a matter of getting the householder started to think along the line of clean-up and paint-up. Springtime is a natural ally to the hardware dealer and paint merchant in this respect. All he needs do is to see that it is properly nursed and directed in the right channel.

AUTOMOBILE PAINTS IN DEMAND

Now that the good roads have come and motorists are anxious to have their car looking at its best, there should be a good field to increase the sale of this specialty line. With a possible restriction of the number of new cars that will be available in Canada this year it should naturally follow that old cars will be put in the best possible shape.

MOORE'S HOUSE COLORS

Painting for Economy

Good paint like Moore's House Colors is an investment for economy. It preserves and protects and adds value to property.

The more you can make your patrons realize this truth the more paint you'll sell.

Keep hammering away on the economy idea now while everyone is thinking on Spring painting.

BENJAMIN MOORE & CO., LIMITED
WEST TORONTO

Furniture Trimmings and Builders' Hardware

No. 212 ½ Sash Lock—Cast Brass

We want every Hardware Dealer to send for his copy of our New Catalogue that he may acquire some idea of the beautiful goods we are showing in

Furniture Trimmings of all kinds — Sash Locks
Sash Lifts — Casement Fasteners — Door Pulls
Hat Hooks — Transom Catches — Key Plates
Flush Bolts — Sash Push and Pull Plates — House Numbers
Door Knockers — Casement Adjusters, Etc.

The Stratford Brass Company, Limited
STRATFORD, ONTARIO

METALS · CHEMICALS · GLASS
B & S H
Established 1790

We can quote favorably and make Immediate Shipment

BLUE VITRIOL

B.&S.H.THOMPSON & COMPANY LIMITED MONTREAL

Branches: TORONTO WINNIPEG NEW GLASGOW, N.S.
Canadian Sales Agents: United States Steel Products Company
Exporters for American Sheet & Tin Plate Company

WEEKLY PAINT MARKETS

MONTREAL

MONTREAL, April 25.—The paint trade has experienced a fairly active week with a general tendency to a firm position on nearly every line. This is especially true of mixed paints and colors in oil, with white lead and putty holding unchanged. There is a feeling that advances made early in the year were not as great as the increased costs of labor, material and other overhead charges justified and if the revisions come this will be as a result of actual necessity, say the paint makers. The only actual change is that made in one quarter for certain colors in oil.

Linseed Oil Holds With Firm Undertone

Montreal.

LINSEED OIL.—The situation is a strong one. Seed prices have been characterized by the usual fluctuations from day to day but still are high. There is much difficulty in ascertaining just what the supply of seed is at the head of the lakes and this will not be known for some time until transportation improves. Announcement has been made that the users of flaxseed will be able to get their supplies by rail all the way, the congestion apparently being relieved through the lake and rail routes being utilized for other cargoes. With navigation now open there should be some improvement, even though small.

Linseed Oil—	Raw, Imp. gal.	Boiled, Imp. gal.
1 to 4 barrels	$1.82-$1.86	$1.84½-$1.88½

Movement Of Turpentine Better; Prices Hold

Montreal.

TURPENTINE.—There is a freer movement of turpentine here as the painting season approaches and jobbers report a better trade. The same condition applies in southern points, where prices are fairly well maintained although there was a slight reduction during the week at Savannah. Stocks here are such as to meet all demands and there is nothing at this writing to point to price revision.

Turpentine—	Per Imp. gallon	
1 to 4 barrels	$0 57	$0 62½
5 barrels and over	0 55	0 61½
Small quantities	....	....

Putty Holds Firm With Fair Demand

Montreal.

PUTTY.—The demand for putty is fair for this season of the year and prices are fully maintained. The strong position of the markets generally applies as well to the putty market and there is no indication of an easier position. With ample stocks to meet the demand and quantities going forward with other spring requirements, prices are as follows:

Standard Putty—	Per 100 lbs. 5 ton	1 ton	Less
Bulk, in barrels	$4.00	$4.15	$4.35
Do., ½ barrels	4.15	4.30	4.50
Do., 100 lb.	4.85	5.00	5.20
Do., 25 lb.	4.85	5.00	5.20
Do., 12½ lb.	5.10	5.25	5.45
3 and 5 lb. tins	6.85	7.00	7.20
1 and 2 lb. tins	7.35	7.50	7.70

Pure linseed oil putty, $2.00 per 100 lb. advance on above prices.

Glaziers' putty—$1.60 per 100 lb. advance on above prices.

Terms: 2%, 15 days, net 60.

PLATE GLASS LIST

Toronto, April 22, 1918.

			Per sq. ft.
Plates up to	1 foot, each		$ .80
Plates from	1 to 2	feet, each	.90
"	2 to 3	"	.95
"	3 to 4	"	1.15
"	4 to 5	"	1.35
"	5 to 7	"	1.50
"	7 to 10	"	1.70
"	10 to 12	"	1.75
"	12 to 15	"	1.85
"	15 to 25	"	1.95
"	25 to 50	"	2.15
"	50 to 75	"	2.20
"	75 to 90	"	2.25
"	90 to 100	"	2.30
"	100 to 120	"	2.60
"	120 to 140	"	2.90

Plates 101 to 110 wide containing not over 100 feet, each..$3.00 per sq. foot
Plates 111 to 120 wide containing not over 100 feet, each..$3.40 per sq. foot
Plates 101 to 110 wide containing over 100 feet, each.....$3.40 per sq. foot
Plates 111 to 120 wide containing over 100 feet, each .....$3.75 per sq. foot

Discount 25 per Cent.

Much Strength To Mixed Paint Market

Montreal.

MIXED PAINT.—From all sources the strong position attained by paint is emphasized. With the supply of oil inadequate to meet normal needs the probable date of any price revisions will not be long deferred. Costs other than that of linseed oil have entered into the matter and these are such as to give the paint men serious thought. "If we don't get relief on the oil situation prices are undoubtedly going to advance," was one maker's way of putting the matter in a nutshell. Another, "I think we'll have to make an advance all through."

Shellacs Are Firm; Colors In Oil Higher

Montreal.

SHELLACS, COLORS IN OIL.—The strong position of shellacs is one that may lead to price revisions in the near future. This was one jobber's manner of referring to the situation as it stands. Gums are costing more and the United States is considering the restriction of importing the commodity. The position on colors in oil is one of strength and on some lines advances have been made. These are considerable, one line advancing from 28c to 33c per pound. Others may be advanced also.

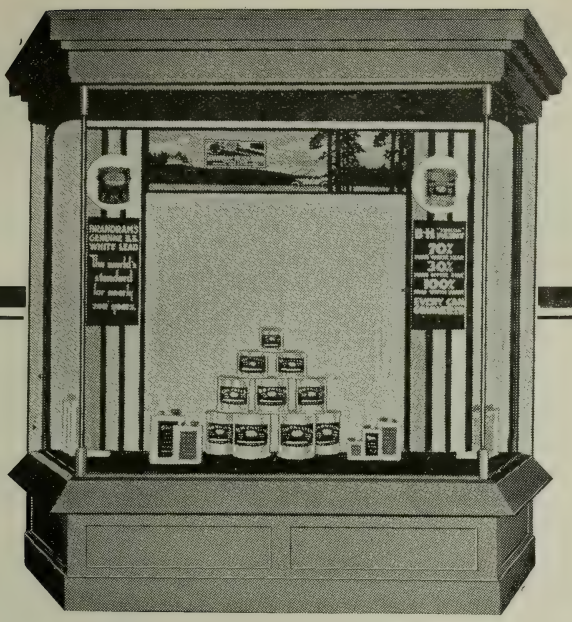
More White Lead In Oil Moving Out

Montreal.

WHITE LEAD IN OIL.—While there is no great volume of business reported, the amount of lead going forward to the various sections of the country is larger than at any time of recent date. Prices are fully maintained, even though there is an easier tone to the price of pig lead. Quotations are for five ton lots, $15.50 per 100 pounds; ton lots, $16 per 100 pounds, and small lots, $16.35 per 100 pounds.

TORONTO

TORONTO, April 25.—A readjustment of prices has resulted during the week which provided for declines in both linseed oil and turpentine. Linseed oil has declined 5c per gallon over high prices ruling last week and turpentine 2c per gallon, this serving to narrow the range to that extent. Transportation is presenting difficulties in respect to movement of turpentine, all rail routes now having to be utilized, which may mean delays. The demand for ready-mixed paint is very fair and repeat business is coming along in very good volume. There is not a heavy movement of white lead in oil or putty reported generally. A new price list on plate glass has been issued providing for quotations now being made on a square foot basis.



ANNOUNCEMENT

Within the last few weeks, the new B-H Poster has appeared throughout the country. Painters, Paint-Buyers, Paint Dealers, and particularly B-H Agents, have admired and been influenced by its power and beauty.

Now, we are pleased to announce, what we believe our Dealers are as much interested in, as they are in our other forms of advertising:

The New B-H Window Display Material

The principal parts of this powerful new window trim are three panels—one intended for each side of a window; and the third panel being an exact lithograph reproduction of the new B-H Poster—joins on to the tops of the two side panels.

Each of the panels measures 54 inches by 13 inches. The display is one of the best "eye-catchers" your store could ever have, while at the same time it leaves ample space between the panels for the passer-by to see clearly your complete Window Trim.

The familiar B-H "three-can display"—each can with its contents of blue, yellow and red paints respectively pouring from it—has been retained in this wonderful new paint window display.

To assist in dressing the windows our Agents have at their disposal large upright cut-outs of a Painter, handsome display cards of the different B-H Products; color schemes, signs and every other "Help" that could possibly be utilized. These, when arranged to form a background to the new window-trim panels, make a most powerful business-getting window.

If you are the B-H Agent in your town, secure your B-H window-dressing material, and put in your paint window **now.** Our national campaign of newspaper, farm paper and poster advertising is right at its height, and by putting in a B-H Window you will be tying right up with this publicity which—this year, more strongly than ever—is calling particular attention to B-H Agents' stores.

If you are not a B-H Agent, let us explain to you, not only the window and store display helps we offer, but also about all the B-H co-operation, the quality of the B-H line, and its value to hardware men. Let us tell you how we advertise your name and store on the B-H posters and newspapers in your town.

BRANDRAM-HENDERSON LIMITED

MONTREAL HALIFAX ST JOHN TORONTO WINNIPEG CALGARY EDMONTON VANCOUVER

Linseed Oil Declines 5c From High Point

Toronto.

LINSEED OIL.—A decline of 5c per gallon from the high point prevailing during the past two or three weeks has been recorded during the week. Indications are that navigation on the lakes will open very shortly and hopes are expressed that space for flax will be allotted in some of the first boats moving. Crushers intimate early arrivals of flax would be decidedly welcome and enable them to take care of orders somewhat more promptly than uncertain railway deliveries have permitted. Prices on seed for the week are up between 8 and 9 cents on the Winnipeg exchange, No. 1 C. W. cash price on Wednesday of this week being $3.87½ per bushel against $3.78⅞ on Wednesday of last week. In some quarters the oil situation is said to be somewhat easier as regards supplies and it is felt back orders may be cleaned up within the next three or four weeks.

	Raw, Imp.gal.	Boiled, Imp. gal.
1 to 2 bbbls.	$1.84-$1.95	$1.86½-$1.98
3 to 5 bbls.	.....	.....
6 to 9 bbls.	.....	.....

Less than barrel lots 10c per gallon higher than single barrel price.

Lower Price Named On Turpentine Of 2c

Toronto.

TURPENTINE.—Lower prices have been named on turpentine, the decline amounting to 2c per gallon over former high prices. The situation in primary markets remains about the same, with a fair measure of firmness apparent and some increase in sales. Turpentine has now to take an all-rail routing from the south as coastwise shipping to New York has been withdrawn from the turpentine service. How quickly supplies will be handled is a problem, some orders coming through fairly quickly while others are seriously delayed. In some quarters stocks are reported light and it is felt supplies may reach still lower levels. The demand as yet is by no means heavy though some movement is evident.

	Imp. Gal.
1 barrel	$0 59-$0 65
2 to 4 barrels	0 58- 0 64
5 gallon lots	0 66- 0 75

White Lead In Oil Remains Unchanged

Toronto.

WHITE LEAD IN OIL.—There have been few developments of interest during the week, conditions remaining on about the same basis existing for some time past. Some movement is reported, and although by no means heavy, indicates some interest in this market. Supplies generally are more than ample to take care of demands. No change in prices has been made, quotations being maintained throughout, although some weakness in the metal market has developed. The market is steady at quotations as follows: Pure, in ton lots, $16.20 per 100 pounds; smaller quantities, $16.55 per 100 pounds.

Sales Continue Good For Mixed Paint

Toronto.

MIXED PAINTS.—Repeat business continues to come along in fairly good volume for mixed paints though the cold, uncertain weather during the past couple of weeks has put a slight damper on operations. It means that outside painting cannot be gone ahead with now but indications are that retailers are going to carry on an aggressive campaign and big business is looked for. The scarcity of help will throw property owners on their own resources, and the extra hours of daylight can be utilized in applying paint. It will not be found such a terribly hard job and retailers might emphasize this point to advantage. Prices are unchanged.

Plate Glass On New Selling Basis; Putty

Toronto.

GLASS, PUTTY.—New prices representing an advance and change in method of selling has been adopted by glass manufacturers in respect to plate glass. The selling price has been arranged on a square footage basis, new list being shown in panel on the preceding page. The discount from this list to the trade is 25 per cent., and where the order is for over $25 net in value freight is prepaid and there is no charge made for boxing. However, if the order amounts to less than $25 net, freight is not prepaid and a charge is made for boxing. Window glass shows no change for the week in price and conditions of sale remain about the same. Stocks are inclined to be light and in some quarters it was intimated that further advances would not be unexpected. Putty is moving along slowly and remains unchanged. With an improvement in building operations it is thought some demand for put... will develop, but at present there is very little movement. Prices have been firmly maintained during the week as follows: Standard bulk in casks is quoted at $4.55; 100 lb. drums at $5.30-$5.40; and bladders in bbls. $5.45-$5.65 per 100 pounds. Prices on pure putty range $2.00 per 100 pounds higher than above.

Brushes In Good Demand; Unchanged

Toronto.

BRUSHES.—The situation in respect to brushes remains about the same. Business is moving along in very good quantities and brush manufacturers intimate that a revival in painting would seem apparent owing to continued heavy demands for all lines of paint brushes. Prices hold firm and unchanged.

EMBARGO ON WATCH CRYSTALS REMOVED

The bureau of imports of the War Trade Board of the United States announces the removal, as of April 12, 1918, of rice, cahuni nuts, and watch crystals from the List of Restricted Imports No. 1.

Importers are advised, however, that, in view of instructions previously cabled to Consuls throughout the world, it will still be necessary to furnish United States Consuls abroad with the numbers of import licenses for these articles before such Consuls will certify consular invoices.

STEEL PLANT FORCED TO CLOSE

William B. Dickson, vice-president of the Midvale Steel Co., announced recently that the company would close the Diamond State steel plant at Wilmington because it had found it impossible to produce blooms and billets at a profit under existing prices. The plant is isolated and was forced to depend on outside supplies.

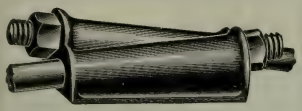
The Diamond plant is one of the largest owned by the company, and efforts will be made to convert it for use in the production of war materials. The action of the company was in line with the policy now general in the trade of making economic production the first consideration.

ADVOCATING HIGHER PRICES

Conferences have already been held between the representatives of the copper refining interests and the authorities at Washington with respect to the probable prices to prevail after June 1 next. Signs are in evidence that the copper refiners will ask for an advance in the price of copper to 25c per pound, or an increase of 1½c. The refining interests point out that they are actually losing money on the present basis of 23½c per pound. A conference will be held in Washington on May 1, at which the representatives of the refiners will be heard. The copper refiners assert that their refinery charges necessitate an increase in price.

STEEL BUYING PRACTICALLY CEASED

Advices from New York during the week state that steel buying for commercial purposes has practically ceased. The steel companies are busy with deliveries on deferred orders, and after these are made it is felt there will be very little steel available for ordinary non-war purposes. The United States Government continues to buy heavily for all purposes, and there is fear expressed by some of the departments of the Government that there may be some difficulty in meeting the full demands of the Government. Steel interests, however, do not concur in this opinion, as they point out that production is practically double the amount of current Government orders. Charles M. Schwab has been appointed the new director-general of shipbuilding operations, and attention is now directed toward the speeding up of this branch of Government activity. Mr. Schwab has called for the full co-operation of the steel mills to this end.



Malleable Iron Lugs

SILOS TANKS
WOOD PIPE LINES

Variety of patterns, using round and flat bands.

Otterville Manufacturing Co.
LIMITED
OTTERVILLE, ONT.

OAKEY'S

The original and only Genuine Preparation for cleaning Cutlery

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS, LIMITED

Manufacturers of

Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, S.E.1., Eng.

Why Waste Time

when wages are so high in making up eavetrough and other sheet metal work when we can supply it cheaper than you can make it. Use our complete plant to increase your capacity and your profits. Do you know our proposition?

WHEELER & BAIN
TORONTO

THE "WANT" AD.

The "want ad." has grown from a little used force in business life into one of the great necessities of the present day.

Business men nowadays turn to the "want ad." as a matter of course for a hundred small services.

The "want ad." gets work for workers and workers for work.

It gets clerks for employers and finds employers for clerks. It brings together buyer and seller, and enables them to do business though they may be thousands of miles apart.

The "want ad." is the great force in the small affairs and incidents of daily life.

A Live Line
It Pays to Push

Every owner of one of the four million motor cars now in use is a possible buyer of

Berry Brothers'
AutoColor Varnishes

They are made especially for the unskilled varnisher, and are so easily applied that any man can refinish his car in his own garage just the way he wants it and save finishing shop charges and delay.

It is a live line to push, because by adopting the *"Berry way"* any owner can restore the spick and span appearance of his car at a merely nominal expense.

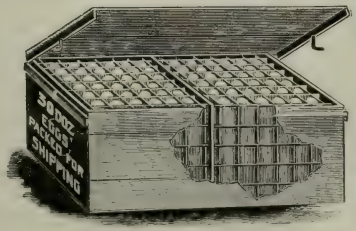
We furnish an attractive cutout counter sign in colors, and a descriptive folder telling the amateur everything he needs to know about finishing his car, just how much varnish it will take, and giving colored illustrations showing how cars look when refinished. A real selling help.

Ready to Ship Assortments

We have already put up, well selected assortments of colors that we can ship promptly. Order one to-day and get in the field early. You will sell it quickly and want more. Write for further particulars anyway.

BERRY BROTHERS
(INCORPORATED)
World's Largest Varnish Makers
Established 1858
Walkerville, Ont. (659)

THE MILLER BROS. CO., LIMITED



Manufacturers of

White pulp egg case fillers and extra flats in standard and extra large sizes for 12 and 30 dozen egg crates.

20-38 DOWD STREET, MONTREAL, CANADA

CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION

Dominion Metallics — B.B. Caps, 25% B.B. Caps, 20%; 22 short, black, 22 long black, 22 long, smokeless, 20%; 22 short lesmok or 22 long lesmok, 20%; 22 short, smokeless, 30%; 22 long rifle, black, 22 long rifle, smokeless, 7½%; other rim fire, 10%; center fire pistol, add 35% list; center fire sporting, add 60%; shot cartridges, same as ball; brass shot shell, 20%; primers, add 35% list; empty shot shells, 5%; blanks, add 25%; bullets, add 40%.

Terms: Net 90 days, or 2% discount for cash in 30 days.

"Dominion" Loaded Paper Shells "Crown" Black Powder, 10% on list; "Sovereign" Bulk Smokeless Powder, net list; "Regal" Dense Smokeless Powder, net list; "Imperial" Shells, both Bulk and Dense Smokeless Powder, net list; "Canuck" Smokeless, net list; Empty Shells, 5%; 90 days net.

F.O.B. Montreal, Toronto, London, Hamilton.

AMERICAN AMMUNITION

List Prices.

Subject to 10% advance on list.

B.B. caps, $3.50 per M.; B.B. caps, concave ball, $4.40; 22 short, $5; 22 long, $6; 22 long rifle, $7; 22 short smokeless, $5.35; 22 long smokeless, $7.50; 22 long rifle, smokeless, $8.75 per M.

Sporting Cartridges—Centre Fire Smokeless 303 Winchester, $72.25 per M.; 303 Savage, $72.25; 303 British, $95; 32 Winchester special, $72.25; 38-55 Winchester, $76; 401 Winchester self-loading, $76 per M.

Primers—Nos. 1, 1½ and 2½, $3.60; Nos. 1 and 2 (100 in box), $3.80; Nos. 1-W, 1½-W, 2½-W and 3-W. and 5, and 5½, 100, in box, $3.80; Berdan Nos. 1, 1½, 2 (250 in box), $3.60; Berdan Nos. 1, 1½, 2 (100 in box), $3.80; new No. 4, $5.50; U.M.C., 33, $5.50.

Shot, standard, 100 lbs., Toronto, $17.35-$19.75; Montreal, $18; net extras, as follows, subject to cash discount only: Chilled, $1.50; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

AUGER BITS

Standard List Prices per dozen.

3/16	$ 6.00	18/16	$12.00
4/16	5.00	19/16	14.00
5/16	5.00	20/16	14.00
6/16	5.00	21/16	16.00
7/16	5.00	22/16	16.00
8/16	5.00	23/16	18.00
9/16	6.00	24/16	18.00
10/16	6.00	25/16	21.00
11/16	7.00	26/16	21.00
12/16	7.00	27/16	24.00
13/16	8.25	28/16	24.00
14/16	8.25	29/16	27.00
15/16	9.50	30/16	27.00
16/16	9.50	31/16	30.00
17/16	12.00	32/16	30.00

Discounts from Standard List prices:

Beaver, 57½ to 60%; London, 60%.
Ford's Auger Bits, 35 to 27½%.
Gilmour Auger Bits, 47½%.
Gilmour Car Bits, 37½%.
Gilmour Eye Augers, 35%.
Gilmour Ship Augers, 12½%.
Rockford Auger Bits, 50 and 10%.
Irwin Auger Bits, 15% to 22½% off list in Catalogue No. 10, 1905. London, 22½%.

F.O.B. Toronto, Montreal London and Hamilton.

AXES

	Single Bit	Double Bit
Single Bits, doz.	$14 00	$16 00
Double Bit	16 50	19 50
Boys' Axes	12 00	14 00
Hunters' Axes	11 00	12 00
Bench—No. 2, doz.	12 50	13 20
No. 3, doz.	13 50	14 20
No. 4, doz.	14 50	15 25
Sager	$15 00	$20 00
Dominion Pride	14 50	19 50
St. Clair handled	15 50	....
Sager Boys	12 50	....
Kitchener Boys	12 00	....
Sager Hunters	11 50	....
Kitchener Hunters'	11 00	....

F.O.B. Montreal, Toronto, Hamilton, London.

BABBITT

Prices on babbitt fluctuate with the metal markets and prices are quoted on application. Prices range from 14c to 95c a lb.

BELTING (Leather)

Discounts apply to Revised List of Feb. 14, 1907.
Extra Quality, 30, 5%.
Standard Quality, 40%.
Side Lace Leather, lb. .$1.40-$1.75
Cut Lace Leather, lb... 1.60- 1.95

F.O.B. Montreal, Toronto.

BELLS (Farm)

No. 1 x 40, lb.	$4 00
No. 2 x 50 lb.	5 00
No. 3 x 60 lb.	7 50
No. 4 x 100 lb.	10 00

F.O.B. Montreal, Toronto.

BOLTS AND NUTS

Discounts apply to list of Feb. 1, 1913.

Carriage Bolts ($1 list), ⅜ in. dia. and smaller, 10%.
Carriage Bolts ($1 list), 7-16 dia. and larger, net list.
Machine Bolts, ⅜ in. dia. and smaller, 10%.
Machine Bolts, 7-16 in. dia. and larger, net list.
Sleigh Shoe Bolts, all sizes, net list.
Coach and Lag Screws, 25%.
Skein Bolts, 20%.
Square Head Blank Bolts, net list.
Bolt Ends, net list.
Plow Bolts, net list.
Elevator Bolts, net list.
Fancy Head Bolts, net list.
Shaft Bolts ($3 list), net list.
Step Bolts, large head ($3 list), net list.
Whiffletree Bolts, net list.
Nuts, square, blank, add to list $1.50.
Nuts, square, tapped, add to list $1.75.
Nuts, hexagon, blank, add to list $1.75.
Nuts, hexagon, tapped, add to list $2.
Stove bolts, 55%.
Tire bolts, 35%.
Terms: 2% off 30 days from date of shipment.

F.O.B. Montreal, Toronto, Hamilton, London, Ont.

BORAX

Lump Crystal Borax, lb....14-14½
F.O.B. Montreal, London, Toronto.

BRASS Per lb.

Spring sheets, 24 gauge and heavier, base $0 43
Rods, base ½ to 1 in. round..38-40
Tubing, seamless base......45½-50
Tubing, iron pipe size, base ¾ in. and up to 3 in.....45½-50
Copper tubing, iron pipe size, base ¾ in. up to 3 in.....47½-53

F.O.B. Montreal and Toronto.

BOILERS (Range)

30-gal. extra heavy ......$14.50-$17
30-gal. Standard 14 00

F.O.B. Montreal and Toronto.

BOARDS (Wash)		Tin Plate	Zinc
Pony	Dozen	....	$2 00
Crown		....	4 05
Dandy		....	4 25
Improved Globe		3 15	4 35
Standard Globe		3 25	4.45
Original Globe		3 50	4 75
Newmarket King		....	4 75
Diamond King (glass)		....	5 50
Western King (enamel)		....	6 25
Wood, double faced			2 20

Subject to small discounts for quantities

F.O.B. Newmarket.

BUTTS Wrought Steel:—

No. 840	5%
No. 800	2½%
No. 838	5%
No. 808	5%
No. 804	15%
Nos. 802, 842, 844	5%
Nos. 810 and 814	net list
No. 830	2½%

F.O.B. Toronto, Montreal, London, Hamilton.

Spring Butts

Chicago Spring Hinges, List.
Triplex Spring Hinges, 20-10-5%.
Chicago Mortise Floor (5000), 33 1-3%.
Chicago Relax Floor (6000), 25-10-10-7½%.
Chicago Premier (4000), 16 2-3%.
Chicago Ajax (3000), 16 2-3%.
Chicago Fire Station, add 10% to list.
Lavatory Door Hinges, 20-5%.
Chicago Screen Door (2000), 40-7½%.
Chicago Screen Door (3000), 16 2-3 and 5%.
Non-Hold Back Screen Door, on application.

F.O.B. Chicago.

CANS

For discount on milk and cream cans, etc., see list under head of wares, etc.

CHAIN	B.B. Fire Welded Proof Coil Mont'l	Tor'to	B.B.B. Fire Welded Mont'l	Tor'to
3-16 in.	$21.50	$19.85	$.....	$.....
¼ in.	15.25	15.25	19.50	20.25
5-16 in.	13.25	13.65	.....	17.00
⅜ in.	12.10	12.75	14.75	16.50
7-16 in.	11.90	12.45	13.95	16.00
½ in.	11.65	12.15	13.75	15.75
9-16 in.	11.65	12.15	.....	15.75
⅝ in.	11.50	12.00	13.60	15.50
¾ in.	11.40	11.85	13.45	15.25
⅞ in.	11.25	11.65	13.35	15.25
1 in.	11.10	11.50	13.20	15.25

Electric Welded

	B.B.		B.B.B.	
3-16 in.	$15.90	$17.40	$.....	$.....
¼ in.	12.30	13.30	13.75	15.55
5-16 in.	11.05	11.75	12.00	14.00
⅜ in.	9.90	10.50	11.75	12.75
7-16 in.	9.70	10.50	11.75	12.75
½ in.	9.45	10.50	11.75	12.75
⅝ in.	9.35	10.50	11.75	12.75
¾ in.	9.20	10.50	11.75	12.75

Montreal and Toronto.

American Proof Coil Chain

	B.B.	B.B.B.
3-16 in.	$16.75	....
5-16 in.	12.00	$12.75
⅜ in.	11.00	11.90
7-16 in.	10.75	11.70
½ in.	10.50	11.60
⅝ in.	10.35	....

Electric Welded B.B.B.—Chain, ¼ in., $13.75; 5-16 in., $12 F.o.b. Toronto.

Cow ties, 12½-15%; trace chains, net list; dog chains, 25 to 32½%; halter chains, 25 to 32½%; tie-out chains, 50%; stall fixtures, net list; breast chains, 2½%. F.O.B. Montreal, Toronto, Hamilton, London.

CEMENT

Cement, per bbl., $2.70 in carlots; $3.25 bbl. in small lots.

Paris plaster, five-barrel lots, $3.25; single barrel, $3.25.

F.O.B. Toronto.

CHURNS

List price hand churns:—No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.

List prices power churns:—No. 0, $11; No. 1, $11; No. 2, $12; No. 3, $13; No. 4, $17; No. 5, $20.

Discount of 20% f.o.b. Toronto, Hamilton, Fergus, London, St. Marys.

Discount of 17½% f.o.b. Montreal, Ottawa, Kingston.

St. John, N.B., 20%.

CHOPPERS, FOOD

Universal (doz.)—

No. 0	$16 20
1	20 70
2	25 20
3	33 40

F.O.B. Montreal, Toronto.

Russwin—

No. 0	$17 70
No. 1	21 70
No. 2	24 95
No. 3	34 60

CLOTHES LINE (Galvanized)

No.	Per 1000 ft.
17—7-strand, 100 ft. lengths	$6 80
17—7-strand, 50 ft. lengths	7 00
18—6-strand, 100 ft. length	5 40
18—6-strand, 50 ft. lengths	5 45
19—6-strand, 100 ft. lengths	4 75
19—6-strand, 50 ft. lengths	5 00

F.O.B. Montreal, Toronto, London.

COPPER	Montreal	Toronto
Casting ingot, see weekly report.		
Bars, ½ to 2 in.	$42 50	$43 00
Plain sheets, base 16 oz. and heavier	46 00	35-44
Copper sheet, tinned, 14x60 in., 14 oz.	48 00	....
Copper sheet, planished, base 16 oz. and heavier	57 00	36-45
Braziers' in. sheets, 6x4 base	45 00	44 00

Above prices are full sheets and bars. Cut sheets and bars are 5c per lb. higher.

COMBS

Curry combs, list, plus 25%.
F.O.B. Montreal, Toronto, Hamilton, London

CORD (SASH)

No. 6, lb.	72
No. 7, lb.	71
Nos. 8, 9, 10, 12	70

F.O.B. Montreal, Toronto, Hamilton, London

CANADA PLATES

Prices nominal.	Montreal	Toronto
Ordinary, 52 sheets	$11 75	$ 8 50

Galvanized

	Apollo	Crown	Gorbals
18x24x52	......	....	....
60	......	....	....

CHARCOAL, TIN PLATES

M.L.S. and Famous—	Per box
IC, 20x28 base	$28 00
IX, 20x28 base (nominal)	32 00
IXX, 20x28 base (nominal)	36 00
IXXX, 20x28 base (nominal)	40 00

F.O.B. Toronto

Raven and Murex Grades—

IC, 20x28 base, 112 sheets	$40 00
IX, 20x28 base, 112 sheets	39 00
IXX, 20x28 base, 56 sheets	20 00
IXXX, 20x28 base, 56 sheets	21 00

(Nominal) f.o.b. Montreal.

TERNE PLATES

I. C, 20 x 28, 112 sheets.. .....

F.O.B. Montreal.

COKES, AMERICAN

Bessemer Steel—
20x28 IC, 112 sheet 30 00

F.O.B. Montreal.

"DOMINION CROWN BEST"—DOUBLE COATED TISSUE

	Nominal
IC, 14x20 base	$20 00
IX, 14x20 base	18 75
IXX, 14x20 base	19 50

F.O.B. Montreal.

CLOCKS

Big Ben	$2 92
Good Morning, each	1 15
Lookout	1 45-1 50

F.O.B. Montreal, Toronto, London, Hamilton.

CROWBARS, $8.50-$9.50 per 100 lbs.

DRILLS

Bit Stock Drills, 30 to 37½%.
Rd. Shk., 30 to 37½%.
Wood Drills, 37½%.

DOORS, SCREEN

Kasement, No. 1, $24.84 to $27.24 doz.; No. 2 and 3, $28.20 to $30.60 doz.

F.O.B. Toronto.

EMERY CLOTH

See under Sandpaper.

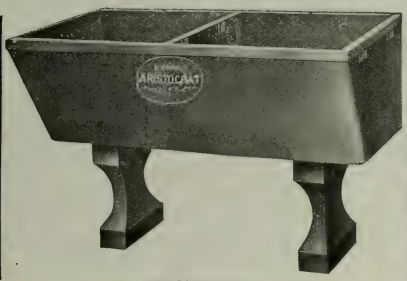
ENAMELWARE

See prices under heading **Wares,** etc.

WE MANUFACTURE SHEET LEAD

Uniform in Quality
Uniform in Thickness

PIG LEAD, PIG TIN, INGOT COPPER, ZINC, ANTIMONY, ALUMINUM
THE CANADA METAL CO. LIMITED
TORONTO



SHEET LEAD, SOLDER
BLOCK LEAD
THE CANADA METAL CO. LIMITED
TORONTO

We Manufacture
THE "ARISTOCRAT"
Laundry Tub.

THE CANADA METAL CO., LTD., TORONTO

Pronounced "RU" as in RUBY

RU-BER-OID
ROOFING

COSTS MORE - WEARS LONGER.

Trade-Mark Registered

SOLE CANADIAN MAKERS:
THE STANDARD PAINT CO. OF CANADA, LIMITED
MONTREAL TORONTO WINNIPEG VANCOUVER

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THE THOS. PINK COMPANY, LIMITED
Manufacturers of Lumber Tools
PEMBROKE - - ONTARIO

It's a Pink anyway you take it, and it's the best Peavey made.

If interested, tear out this page and keep with letters to be answered.

FILES AND RASPS

Discounts below apply to list of Nov. 1, 1899.

	%
Great Western, Amer.	50
Kearney & Foot, Arcade	50
J. Barton Smith, Eagle	50
P.H. and Imperial	50
Disston Brand	40
Globe	50
Nicholson	30
Black Diamond	37½
Delta Files	37½

F.O.B. Toronto, Montreal, London, and Hamilton.

FITTINGS

Malleable fittings, class A, 20% on list; class B and C, net list. Cast iron fittings, 25% off list. Malleable bushings, 25 and 7½%; cast bushings, 25%; unions, 40%; plugs, 20% off list. Net prices malleable fittings: Class B black, 24½c lb.; Class C black, 15¾c lb.; galvanized, Class B, 34c lb.; Class C, 24½c lb. F.o.b. Toronto.

GRILLS, ELECTRIC

Single heat, round	$6 00
Three heat, round	7 15

F.o.b. Toronto.

GRINDSTONES

	Per 100 lbs.
Over 40 lbs. and 2 in. thick	1.80-2.25
Under 40 lbs.	1.90-2.35
Bi-Treadle, each	6.25

F.o.b. Toronto.

HALTERS (SNAP AND RING)

	Doz.
Russet rope shank, 1"	$11.25-$12.75
Russet rope shank, 1¼ in.	13 85
Black rope shank, 1 in.	13 75
Black rope shank, 1¼ in.	12.50- 13.85
Hand sewn, no shank, 1 in.	17.40
Hand sewn, no shank, 1¼ in.	20.20

Halters (Sisal).

7-16 in. gross, $24; 9-16 in., $36. F.o.b. Toronto. London—7-16 in., $2.10 doz.; ½ in., $2.65 doz.

HAMMERS, SLEDGE

Can., 5 lbs. and over, cwt.	$17 50
Masons, 5 lbs. and over, per cwt.	20 00
Masons, 5 lbs. and under	22 50
Napping, up to 2 lbs.	25 00

F.o.b. Montreal, Toronto, Hamilton, London.

HANDLES (WOOD)

All hickory handles, 10%. All neckyokes, whiffletrees and doubletrees, 10%. All ash and maple handles, wood hay rakes, horse pokes, 20%.

F.o.b. St. Thomas, London, Strathroy, Toronto.

HANGERS, BARN AND PARLOR

	List
Atlas, No. 0	8 15-8 45
Atlas, No. 1	8 95-9 25
Atlas, No. 2	10 40-10 75
Stearns, 4 in.	7 40-7 65
Stearns, 5 in.	10 25-10 65
Perfect, No. 1	10 45
Perfect, No. 1½	13 20-13 80
Storm King and safety hangers, doz.	10 25-10 65
Steel track, 1¼ in.	9.00-12.00

F.o.b. Montreal, Toronto.

HEATERS, ELECTRIC

Majestic, 1 Burner	7 50
Majestic, 2 Burner	11 25

F.o.b. Toronto.

HINGES, TEE AND STRAP

Heavy, Net Prices.

	Strap	Tee
4-inch, dozen pairs	$2 34	$1 99
5-inch	2 89	2 50
6-inch	3 12	2 81
8-inch	4 22	3.21
10-inch	7 49	5 70
12-inch	9 28	9 05
14-inch	10 61	9 20

Light, List Prices.

	Strap	Tee
3-in., doz. pairs	$1 00	$1 00
4-in., doz. pairs	1 20	1 10
5-in., doz. pairs	1 40	1 30
6-in., doz. pairs	1 70	1 50
8-in., doz. pairs	2 50	1 80
10-in., doz. pairs	3 50	2 40

Discount 20 and 2½% off list.

Screw Hook and Strap Hinge—

Under 12 in., per 100 lbs.	8 00
Over 14 in., per 100 lbs.	7 50
Extra hooks for above ⅝ in., per lb.	8
Extra hooks for above, ¾ in., per lb.	7¾

F.o.b. Toronto, London, Hamilton and Montreal.

HAY KNIVES

Spear Point	$14 00
Lightning	12 50
Heath's	12 50

HOES, Grub ... $7.25

HOOKS, GRASS.

	Canadian	English Fox
No. 2, per doz.	$3 40	$5 50
No. 3, per doz.	3 50	6 40
No. 4, per doz.	3 60	7 40
Little Giant	5 25	....
Berden	5 25	....

F.o.b. Montreal, Toronto.

HORSESHOES

Price per keg

Patterns	Sizes made	No. 2 and larger	No. 1 and smaller Less 20c
Light iron	0-7	$6 25	$6 50
Long heel light iron	3-7	6 25	....
Medium iron	1-8	6 25	6 50
Heavy iron	6-8	6 25	....
Snow	1-6	6 50	6 75
New light "XL" steel	1-6	6 70	6 95
Featherweight "XL" steel	0-4	8 10	....
Special countersunk	0-4	8 60	....
Toe weight (front only)	1-4	9 10	....

*All sizes.

Packing—Up to 3 sizes in one keg, 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra. F.o.b. Montreal and Belleville.

Terms—Cash in thirty days, less 2% discount.

TOE CAULKS

Nos. 0, 1, 2 and larger, sharp and blunt, $2.25 to $2.90 box.

HOSE, LAWN

	Toronto
Corrugated, ½ in., 100 ft.	$15 75
Corrugated, ⅝ in., 100 ft.	18 75
Corrugated, ¾ in., 100 ft.	21 50
Corrugated, 1 in., 100 ft.	31 50

Less 5% for full reels, 500 ft., F.o.b. Toronto and London.

HAT AND COAT HOOKS

Coppered wire, 3 in., 95c gross. F.o.b. Montreal, Toronto, Hamilton, London.

IRON AND STEEL.

See weekly report.

IRON, TINNED

Prices nominal. Subject to premium where stocks are obtainable.

72x30 up to 24 gauge, case lots	....
72x30, 26 gauge, case lots	....

Less than case, 50c per 100 lbs. extra. F.o.b. Montreal.

IRONS (SAD)

Mrs. Potts, No. 55, polished, per set	1.75-1.90
Mrs. Potts, No. 50, nickel-plated, set	1.85-2.00
Mrs. Potts, handles, japanned, doz.	1.30- 1.50
Sad irons, common, plain, 3, 4 and 5 lbs.	9 20
Sad irons, plain, 6 lbs. up	7 00
Sad irons, common, plated	5 50
Princess Electric, each	3 35
Canadian Beauty Electric Irons—Style A	$3 75
Style B	4 12
Hotpoint Domestic Electric Iron, each	4 75
Gasoline Sad Irons, each	4 25

F.o.b. Montreal, Toronto, London, Hamilton.

LADDERS, ETC.

Step Ladders	Per ft.
Crescent	19c ft.
Household	15c ft.
Standard, 4-12 ft.	21c ft.
Electrician	30c ft.
Heavy duty	47c ft.
Extension	35c ft.

Common and Roped Extension.

	Per ft.
Up to 32 ft.	21c ft.
34 to 44 ft.	24c ft.

London—32 ft., 18c; 34-44 ft., 20c.

Fire Ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

Single and Fruit Picking.

10 ft. to 16 ft.	17c ft.
18 ft. to 22 ft.	18c ft.
Chair ladders, each	2 00

F.o.b. Toronto, Hamilton, London, Montreal.

LANTERNS

	Per doz.
Short Globe, doz.	$12 50
Jap'd Dash, doz.	15 00
Search Dash, doz. X-ray	15.75-16.10
Little Bobs	$2.10-$4.20
Copper, well japd., doz.	18.25

F.o.b. Toronto, Hamilton, London, Montreal.

LANTERN GLOBES

	Dozen
Cold blast, short	95c-$1.10
Cold blast	95c-$1.10

3 doz. cases, 85-90c doz.; 6 doz. cases, 85c dozen.

Cold blast, short ruby	4.00-4.20
Cold blast, common ruby	4.00-4.20

Less 5c a doz. in 6 doz. lots.

F.o.b. Toronto, London, Hamilton and Montreal.

LATCHES

Steel Thumb, No. 2, per doz.	1 90
Steel Thumb, No. 3, per doz.	2 50
Steel Thumb, No. 4, per doz.	4 70
Barn Door, No. 5, per doz.	2 55
Barn Door, No. 9, doz.	4 70

F.o.b. Montreal, Toronto, London.

LEAD

For pig lead and lead and zinc products see weekly report.

MACHINES (WASHING)

	List Each
Canadian	9 00
Dowswell	9 00
Noiseless	15 50
Hamilton	11 00
Snowball	15 00
Momentum	16 50
New Century, style A	16 50
New Century, style B	18 00
Playtime, engine drive	19 50
Ideal Power	28 00
Seafoam, electric	102 00
Seafoam, engine drive	44 00
New Idea, electric	134 00
Sunshine	8 50
Popular, No. 1	9 50
Economic	11 50
Champion	17 00
New Excell-All	18 00
Blue Bell, without stand	16 50
Puritan Water Motor Washer, complete	28 00
Hydro, One Tub, engine drive	45 50
Low pressure water motor washer, each	30 00
Connor ball-bearing, with rack	13 50
I X L	13 50
Gem	16 50
Winner, plain	13 50
Connor Improved	9 00
Jubilee	15 00
Canada First	19 00

Discount, 40%. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

MALLETS

	Per doz.
Tinsmiths, 2½ x 5½ in.	$1.00-$1.75
Carpenters', No. 3	5.80

F.o.b. Montreal, Toronto, Hamilton

MATTOCKS

Cutter, doz.	$12 00	$12 50
Pick doz.	12 00	12 50

F.o.b. Montreal, Toronto, London, Hamilton.

MOPS

Mops, O-Cedar, doz. net	$12 00
Sprustex, No. 2, doz.	$8 00 8 40
S. W. Mops, complete, doz.	4 85
Mop Sticks, doz., No. 8	1 55-1 85
Cast Head Mops, doz.	2 00
Crescent, doz.	3 10
Crank wringing, doz.	6 25

F.o.b. Montreal, Toronto, Hamilton. London.

MOWERS, LAWN

Adanac	50%
Woodyatt	40%
Empress	40%
Mayflower	40%
Star, Ontario, Daisy	40%

F.o.b. Toronto, Guelph, London. Hamilton.

NAILS

List adopted July 10, 1912.

Advances over base on common wire nails in kegs.

		2¾ inch	15c
1 inch	$1	3 inch	10c
1⅛ inch	1	3¼ inch	10c
1¼ inch	65c	3½ inch	10c
1½ inch	40c	4 inch	5c
1¾ inch	40c	4½ inch	5c
2 inch	30c	5 inch base.	
2¼ inch	30c	5½ inch base.	
2½ inch	15c	6 inch base.	

6½ to 12 inch-2 Ga. and heavier, 25c over base.

Standard Steel Wire Nails, f.o.b Toronto, London, Hamilton, Milton. $5.20 base.

Freight equalized on above points.

F.o.b. Montreal, Gananoque, Collingwood and Owen Sound, $5.25 base.

Freight equalized on above points.

Windsor, Walkerville, Sandwich. fo.b. factory points, carload freight allowed, $5.32½.

Sault Ste. Marie, Port Arthur, Fort William, $4.95-$5.25 base, f.o.b. factory; no freight allowance.

Moulding, Flooring, Slating, Box. Fence, Barrel Nails, 25c per 100 lbs. over common nail price. Finishing Nails, 50c per 100 lbs. advance over common nail price. Clinch Nails and Sash Pins, 75c per 100 lbs. over common nail price.

Miscellaneous wire nails, 60% off miscellaneous list, f.o.b. Toronto. Montreal, Hamilton, London.

Cut Nails—Montreal, $5.70 base; Toronto, $5.65 base; London, $5.60; Hamilton, $5.65. No equalization of freights.

Roofing Nails — American, large head, keg, $8.50. London, $8.25.

F.o.b. Montreal, Toronto, Hamilton. London.

NAILS (HORSE)

Size	C Brand Per box of 25 lbs.
No. 3	$10 50
No. 4	9 50
No. 4½	8 25
No. 5	4 50
No. 6	4 25
No. 7	4 00
No. 8	4 00

"I've Noticed this Pratt & Lambert Full-Page Advertisement in this Week's Saturday Evening Post, and I want some of their "61" Floor Varnish."

THERE are three classes of your customers who are influenced by Pratt & Lambert advertising. First is the type shown above. This scene has occurred in the stores of thousands of P&L dealers — so often in fact, that many dealers look on these cases alone as their share of the benefits derived from the national advertising of Pratt & Lambert Varnish Products, and are perfectly satisfied.

But this is only *one* of three types.

The second class is that very large class who read the advertising and ask for "61" Floor Varnish without mentioning the fact that their purchase is the result of the advertising — perhaps without even realizing themselves that such is the case.

But the third class is the largest of all — and one which you can cultivate enormously. These are the folks who come to you asking for "varnish," but smile in pleased recognition when you offer them "61" Floor Varnish.

All of the classes are reached by the big magazine advertising typified by the

FULL-PAGE PRATT & LAMBERT ADVERTISEMENTS IN THE SATURDAY EVENING POST ISSUES OF APRIL 27TH AND MAY 25TH

And this is not the end! The full-page spring campaign in the Post is not yet completed; big page advertisements in the American, Country Life and the others are still to appear; and when this series is over there'll be another huge campaign in the fall, followed by others, in the same steady, consistent fashion that has been characteristic of P&L advertising for the last *ten years*. The piled-up consumer influence of this decade in the limelight is waiting your call to shower its benefits on *your store* — on *YOU*.

Write today for the Pratt & Lambert Dealer Proposition.

PRATT & LAMBERT-INC. VARNISH MAKERS 69 YEARS

24 Courtwright Street, Bridgeburg, Ontario

Factories: Bridgeburg, Ontario New York Buffalo Chicago London Paris Sydney

If interested, tear out this page and keep with letters to be answered.

No. 9	3 75
No. 11	3 75
No. 10	3 75
No. 12	3 75

Discount from above is 10% in small quantities and 10 and 5% in larger quantities.

F.o.b. Montreal, Toronto, Hamilton. London

"M.R.M." BRAND
Net Price List

No.	Lengths	of 25 lbs.
3	1⅝"	$19 00
4	1¾"	9 00
5	1 15-16"	4 00
6	2⅛"	3 75
7	2 5-16"	3 50
8	2½"	3 50
9	2 11-16"	3 25
10	2⅞"	3 25
11	3 1-16"	3 25
12	3¼"	3 25

F.o.b. London, Hamilton, Montreal, Toronto

NETTING, POULTRY

List prices per roll of 50 lineal yards. Adopted March, 1909.

2-inch mesh and 19 ga. wire.

12 inch...	$1 80	48 inch...	$ 6 20
18 inch...	2 65	60 inch...	7 70
24 inch...	3 40	72 inch...	9 20
30 inch...	4 00	84 inch...	10 50
36 inch...	4 75	96 inch...	12 00
42 inch...	5 50		

1½ inch mesh and 19 ga. wire.

12 inch...	$3 50	42 inch...	$10 50
18 inch...	5 00	48 inch...	12 00
24 inch...	6 30	60 inch...	15 00
30 inch...	7 75	72 inch...	18 00
36 inch...	9 90		

1 inch mesh and 20 ga. wire.

12 inch...	$4 00	42 inch...	$12 00
18 inch...	5 50	48 inch...	14 00
24 inch...	7 00	60 inch...	17 00
30 inch...	8 50	72 inch...	20 00

¾ inch mesh and 20 ga. wire.

24 inch...	10 50	36 inch...	$15 00
30 inch...	12 75		

½ inch mesh and 22 ga. wire.

24 inch...	$16 50	36 inch...	$24 00
30 inch...	20 10		

Discounts at present quoted apply only to 1 and 2 inch mesh netting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Canadian netting 15% off list.

Montreal, 15% off list.

American netting, 10% off list.

		Per rod
Invincible—1640		$ 0 75
1848		0 85
2060		0 95

Put up in 10, 20 and 30-rod rolls.
F.o.b. Montreal.

OAKUM

Best (American)		$21 00
U.S. Navy (unspun)		.....
Clipper (spun)		21 00
Clipper (unspun)		19 50
U.S. Navy, Eng., (unspun)		.....
U.S. Navy, Eng., (spun)		.....
Plumbers (spun)	$8 00	$10 50

F.o.b. Montreal, Toronto

OIL

	Montreal	Toronto
Royalite	0 19	0 18
Palacine	0 22	0 21
Gasoline, gal.	0 34	0 33
Black oil (Summer)	0 16	0 15
Black oil (Winter)	0 18	0 15½
Cylinder Green, med.	0 55	0 56
Capital cylinder	0 50½	0 49½
Machine oil, regular grades	25½-42	29½-30
Standard gas engine oil	38½	38½-37½
Paraffine	0 21	0 21
XXX machine	0 24½	0 28
Fuel oil, bbls.	0 14½	0 13½
Fuel oil, tank cars	0 13	0 12

OLD MATERIALS

See weekly report.

PACKING

	Per lb.
Fine jute	$0 14
Coarse jute	0 12
Hemp	0 34
Square braided hemp	0 38
No. 1 Italian	0 44
No. 2 Italian	0 36

F.o.b. Montreal and Toronto.

PAPER

	Per 400-ft. roll
Dry Fibre, No. 1 roll	1 10
Dry Fibre, No. 2 roll	0 59
Anchor Brand	1 10
Glazed sheeting	0 59
Tarred Fibre, No. 1 roll	1 25
Tarred Fibre, No. 2, roll	0 72
Surprise Fibre	0 66
Tarred felt, per cwt.	3.30-3.45

Asbestos sheeting (per 100 lbs.) .....$12-$15

Carpet Felt, 16 oz., per 10 lbs.	$4 50	$5 50

F.o.b. Toronto, Hamilton, London, Montreal, freight equalized thereon.

PICKS—

Clay—

5 to 6 lbs., doz.	$10 75	$11 80
6 to 7 lbs., doz.	11 50	12 60
7 to 8 lbs., doz.	12 25	13 50

Rock—

7 to 8 lbs., doz.	12 25

F.o.b. Montreal and Toronto.

PINS, CLOTHES

	Per case
5 gross, 4-in. (loose)	80c-97c
4 gross (cartons), 4½ in.	85c-$1.00

F.o.b. Montreal and Toronto.

PIPE, STANDARD WROUGHT

Effective Feb. 26, 1918.

Per 100 feet

Standard Buttweld

	Black	Galvanized
⅛ in.	$ 6 00	$ 8 00
¼ in.	5 16	7 29
⅜ in.	5 16	7 29
½ in.	6 55	8 12
¾ in.	8 28	10 41
1 in.	12 24	15 39
1¼ in.	16 56	20 82
1½ in.	19 80	24 89
2 in.	26 64	33 49
2½ in.	42 72	53 53
3 in.	55 85	70 00
3½ in.	70 84	87 86
4 in.	83 93	104 10

Standard Lapweld.

	Black	Galvanized
2 in.	29 60	36 08
2½ in.	44 46	54 70
3 in.	58 14	71 53
3½ in.	72 68	90 62
4 in.	86 11	107 37
4½ in.	97 79	122 56
5 in.	114 00	142 82
6 in.	147 80	185 28
7 in.	192 80	241 57
8 L in.	202 50	253 75
8 in.	233 30	292 32
9 in.	279 50	350 18
10 L in.	259 20	324 80
10 in.	333 70	418 18

Terms 2% 30 days, approved credit.

Prices—Ontario, Quebec and Maritime Provinces. .. ....

While the foregoing prices on iron pipe are the nominal prices, it has been found in practice that prospective buyers should ask for quotations on sizes 2½ inches and larger on account of the shortage of these sizes and the extra difficulty of procuring supplies.

WROUGHT NIPPLES

4" and under, 40-45%.

4½" and larger, 40%.

4" and under, running thread 25%.

Standard couplings, 4" and under, 35%.

4½" and larger, 15%.

Terms 2% 30 days. Approved credit, Ontario, Quebec and Maritime Provinces.

PIPE (Conductor)

Plain	List
2 in., in 10-ft. lengths, list	$8 00
3 in., in 10-ft. lengths, list	9 70
4 in., in 10-ft. lengths, list	12 80
5 in., in 10-ft. lengths, list	17 50
6 in., in 10-ft. lengths, list	21 30

Discount 10%.

F.o.b. Toronto, Ottawa, Oshawa

PIPE, LEAD

See weekly report

PIPE (SOIL)

	Montreal %	Toronto %
Medium and extra heavy, 6" and under	35, 2½	35, 2½
8" soil pipe	30	30
Medium and extra heavy fittings, 6" and under	40, 2½	40, 2½

PIPE (STOVE)

See prices under Wares, etc.

PITCH

Pine, black, per bbl.	4 75
Navy pitch, per bbl.	6 50

F.o.b. Montreal, Toronto.

POLISH (O-Cedar)

4-oz. bottles, doz.	$ 3 00
12-oz. bottles, doz.	6 00
1-qt. can, doz.	15 00
½-gal. cans, doz.	24 00
1-gal. cans, doz.	36 00

Discount, 33 1-3 per cent.

Liquid Veneer—

4 oz., doz.	$2 00
12 oz., doz.	4 00
32 oz., doz.	8 40
64 oz., each	1 20
128 oz., each	2 10

F.o.b. Toronto, London.

PUMPS

Pumps, Well	....
Cistern Pumps	....
Set Lengths	....
Brass Lined Cylinders	....
Brass Body Cylinders	....

F.o.b. Montreal, Toronto, Hamilton, London.

RIVETS AND BURRS

Iron rivets, blacked and tinned, 25%; Iron Burrs, 25%.

Copper rivets, usual proportion of burrs, add 30%; burrs, add 50%.

Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¾-lb. pkgs., 2c lb. Coppered Rivets, net extras, 3c per lb.

F.o.b. Montreal, Toronto, London.

ROOFING

	Per square
Samson, 1-ply, roll	1 90
Samson, 2-ply, roll	2 50
Samson, 3-ply, roll	3 10
R. S. Special, 1-ply	1 25
R. S. Special, 2-ply	1 50
R. S. Special, 3-ply	1 75
Amazon, 1-ply	1 95
Amazon, 2-ply	2 25
Amazon, 3-ply	2 55
Everlastic, 1-ply	1 65
Everlastic, 2-ply	1 95
Everlastic, 3-ply	2 25
Good Luck, 1-ply	1 60
Good Luck, 2-ply	1 80
Good Luck, 3-ply	2 10
McCombe Sp., 1-ply	1 35
McCombe Sp., 2-ply	1 55
McCombe Sp., 3-ply	1 75
Black Cat, 1-ply	1 85
Black Cat, 2-ply	2 15
Black Cat, 3-ply	2 45
Liquid roofing cement, per gal. in barrels	0 27
5 and 10 gal. lots, per gal.	0 38
Coal Tar, bbl.	$5.75-$6.00

Roofing Pitch, $1.05 to $1.10 cwt.
F.o.b. Toronto, London, Montreal.

ROPE

	Lb.
Pure Manila basis	39
British Manila basis	33
New Zealand hemp basis	33
Sisal basis	27½

Above quotations are basis prices ⅝ and larger diameter. The following advances over basis are made for smaller sizes:—Smaller than ⅝ and down to 7/16 dia.—½c above basis; ⅜ dia., 1c above basis; ¼ and 5/16 dia. 1½c above basis; 3/16 dia., 2c above basis.

Single lath yarn basis	27½	
Double lath yarn	28	
Yacht marline, tarred	57	
Halyards	50	
Hemp, deep sea line basis	50	
Hemp, tarred ratline basis	43	
Hemp, tarred bolt rope basis	45	
Marline and Houseline	45	
Jute rope basis	18-19½	
Italian rope basis	On application	
Cotton, ⅛ in.	0 73	0 77
5-32 in.	0 72	0 75½
3-16 in.	0 69	0 72½
¼ in. and up	0 68	0 71½

F.o.b. Toronto, Montreal, Brantford, London, Hamilton.

SANDPAPER

B. & A. sandpaper, 15% to 20% on list.

B. & A. emery cloth, 5% to 20% on list.

B. & A. sandpaper in rolls, 33 1-3 per cent. on list. F.o.b. Toronto, Montreal.

SCALES

Champion—	Scale List	Stamping extra
4 lb.	$ 4 60	$0 20
10 lb.	6 00	0 30
240 lb.	10 00	0 50
600 lb.	25 00	1 00
1200 lb.	30 00	1 00
2000 lb.	39 00	1 00
2000 lb. Drop lever	46 00	1 00
10-lb. Household	5 00	0 10
25-lb. Household	6 00	0 30

Champion list prices subject to a discount of 10%; Household scales subject to 25% discount. No discount allowed on stamping charge. F.o.b. Toronto, Montreal, Hamilton.

SCYTHES

	Doz.
Cast Steel	$12 50
Golden Clipper	13 50
Little Giant	14 50
Little Giant, Genuine	15 00

F.o.b. Toronto, London.

SNATHS

Net list.

SCREWS

Discounts off Standard List adopted Aug. 1, 1908.

Wood, F. H., bright	72½
Wood, R. H., bright	67½
Wood, O. H., bright	67½
Wood, F. H., brass	37½
Wood, R. H., brass	32½
Wood, O. H., brass	32½
Wood, F. H., bronze	27½
Wood, R. H., bronze	25
Wood, O. H., bronze	25
Square cap	20
Hexagon cap	20

F.o.b. Toronto, Hamilton, London and Montreal.

Wooden Bench Screws

Dozen	$7 00

SHEETS, BLACK

See Montreal and Toronto report

SHEETS, CORRUGATED

See weekly report.

SHEETS, GALVANIZED

Premier Galvanized

	Per 100 lbs.
10¾ oz.	$9 25
U.S. 28	8 95
U.S. 26	8 65
22 and 24	8 50
18 and 20	8 35
16	8 20
14	8 10

F.o.b. Hamilton and Toronto.

Colborne Crown — 16-20 gauge, $12.55; 22-24 gauge, $12.75, 26-gauge, $13; 28 gauge, $13.25. Less 25c in cash lots. F.o.b. Montreal.

Apollo Brand	Montreal	Toronto
14 gauge	$12 05	$ 8 10
16 gauge	12 05	8 20
18-20 gauge	10 30	8 35
22-24 gauge	10 45	8 50
26 gauge	.....	8 65
28 gauge	.....	8 95
10¾ ozs.	11 05	9 25

Add 20c for less than ton lots.

B.W. gauge	Queen's Head	Fleur-de-Lis	Gorbals "best-best"
16	$12 55	$12 55	$ 8 70
18-20	12 55	12 55	8 85
22-24	12 25	12 25	9 05
26	12 25	12 25	9 25
28	13 00	13 00	9 65
10¾ oz.	.....	.....	10 00

Less 25c in case lots.
F.o.b. Montreal.

SHINGLES

	Per sq.
Standard galvanized	$10 25
Shipping weight, 90 lbs.	
Standard painted	8 00
Shipping weight, 80 lbs.	

Discount 7½%.

F.o.b. Toronto, Ottawa, Oshawa

SIDING METAL

Standard galvanized	$8 75
Standard painted	7 00

Discount 7½%.

F.o.b. Montreal, Toronto, Ottawa, Oshawa.

SOLDERING COPPERS

Base, 3-8 lbs., 64c lb. F.o.b. Toronto and Hamilton.

SOLDER, BAR

See Weekly Report.

STAPLES

See Wire Products.

STOVES

Oil Burning Cooking	Each
Perfection 2-burner	$12 75
Perfection 3-burner	$16 50
Perfection 4-burner	21 00
No. 22G oven for above stoves	5 00
McClary Glass Front Oven No. 70	4 25
Detroit Oven No. 85	4 50

F.o.b. Sarnia, London, Toronto, Ottawa

Oil Burning Heaters.	List
No. 525 (125), each	6 50
No. 530 (130), each	7 25
No. 630 (230), each	9 25

F.o.b. Toronto, Sarnia, London, Hamilton, Ottawa.
Discount 25% off list.

Livingston

THE SUPREME PRE-EMINENCE OF

Livingston Brand

Linseed Oil was not achieved in a day or in a year. It is the result of over 50 years' persistent effort and honest service. During all these years there has never been a time when Livingston Brand was not what it claimed to be—

SIMPLY THE BEST

The Science of Expressing like every other branch of learning moves forward. Better constructed warehouses, steam-heating, cleaning and drying machinery make possible to create ideal conditions for the ageing of Livingston Oils.

This is technical talk and may not interest you. After all, what you want to know is, which is the best? There should be but one answer to that question.

LIVINGSTON BRAND

BEST IN QUALITY, MOST RELIABLE, GUARANTEED ALWAYS.

BE SATISFIED WITH NOTHING SHORT OF THE BEST

The DOMINION LINSEED OIL CO.
LIMITED

BADEN
MONTREAL
TORONTO

If interested, tear out this page and keep with letters to be answered.

SPADES, SHOVELS AND SCOOPS

	1st Grade	2nd Grade	4th Grade
Plain Back Shovels and Spades....	50%	50%	50%
Draining Tools	50%	50%	....
Hollow Back Scoops	50%	....	50%
Sand Shovels	50%	....	50%
Hollow Back Shovels	50%	....	50%
Hollow Back Coal Shovels	50%	....	50%
Riveted Back Scoops	50%	50%	50%
Miners' Spring Point Shovels	50%	....	....

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List; Black List prices being as follows:

BLACK LIST PRICES

Plain Back Shovels and Spades..	$29.00	$28.00	$25.00
Draining Tools, No. 2, black	29.00	27.50	....
Hollow Back Scoops, No. 2, black.	34.50	....	32.00
Coal Shovels, Hollow Back, No. 2, black	32.00	....	30.00
Sand Shovels, No. 2, black	27.50	....	24.00
Hollow Back Shovels, No. 2, black	27.50	....	24.00
Riveted Back Scoops, No. 2 black	37.50	35.50	34.00
Miners' Spring Point Shovel, No. 2, black	36.50	....	....

NET EXTRAS—

For each size larger than No. 2, add 25c dozen net.
Full polished ....$1.00 per dozen net
Half polished .... 50c per dozen net

F.o.b. London, Hamilton, Toronto, Gananoque, Ottawa, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon.

SWEEPERS, CARPET .. Bissell's

American Queen, nic'd trim, ball bearing ....Doz.	$39 00
Club, nic'd trim., "Cyco" bearing	82 00
Champion, nic'd trim	30 00
Champion, Jap'd trim	27 00
Elite, nic'd trim., B.B.......	41 00
Grand Rapids, nic'd trim., B. B.	36 00
Grand Rapids, Jap'd trim., B. B.	32 00
Parlor Queen, nic'd trim., B. B.	42 00
Princess, nic'd trim., B.B....	37 00
Standard, nic'd trim	32 00
Standard, Jap'd trim	29 00
Universal, nic'd trim, "Cyco" bear	34 00
Universal, Jap'd trim., "Cyco" bear	30 00

F.o.b. Toronto, Hamilton, London,

SWEEPERS (VACUUM)

Grand Rapids, nic'd trim....	81 00
Household, Jap'd trim......	67 00
Superba, nic'd trim.........	96 00

SWEEPERS (ELECTRIC)

Steel frame	33 75
Aluminum frame	41 25
Attachments, set	7 50

F.o.b. Toronto, Hamilton, London.

TACKS Discount

Wire Tacks ....60 and 10%
Revised Hardware Tack List adopted Jan. 1, 1916 ....60 and 15%
Double pointed tacks....60 10%
Shoe findings list adopted July 5, 1917—Net list.
List of Capped Goods adopted Jan. 1. 1916..60 and 15%

F.o.b. Toronto, Hamilton, Montreal, London.

TINNERS' TRIMMINGS

See prices under head of Wires.

TOASTERS, ELECTRIC

Upright, with rack $4 00

TOOLS, HARVEST

Waverly, Wellandvale, Rixford. Maple Leaf, Bedford, 17½% discount. Samson, 17½% discount.

F.o.b. Montreal, Toronto, Hamilton, London.

TROUGH (EAVE)

O. G. Square bead and half round.

Size in girth	Per 100 ft.		
8 in.....	$ 6 90	15 in.....	$12 50
10 in.....	7 70	18 in.....	16 00
12 in.....	9 10		

Discount 10%.

F.o.b. Toronto, Oshawa, Ottawa

TRAPS (GAME) Doz. with chain

Victor, No. 1	2 20
Jump, No. 1	2 95
Hawley & Norton, No. 1....	3 45
Newhouse, No. 1...........	4 70

F.o.b. Toronto, London, Hamilton, Montreal.

TWINE (BINDER) Per lb.

500 ft.	$0 23½
550 ft.	0 25¼
600 ft.	0 26½
650 ft.	0 28

In 5-ton lots, ¼c discount from above; 10 tons and upwards, ¼c discount. Freight paid on 300 lbs. and over to nearest station.

F.o.b. Montreal, Toronto, Brantford, Hamilton, London

TWINE (COTTON)

3-ply wrapping, lb...........69-72
4-ply, wrapping, lb...........73-76

F.o.b. Toronto, Hamilton, London.

WOOD TUBS

No. 0, per dozen	$19 80
No. 1, per dozen	17 60
No. 2, per dozen	15 40
No. 3, per dozen	13 20

F.o.b. Newmarket

VALVES

	%
Ground work	50
Compression work, standard..	52
High grade	45
Cushion work	46
Fuller work, standard	50
High grade	43
Basin cocks, No. 0 standard..	46
High grade	46
Bath cocks	53
Flatway stop and waste cocks, standard	53
High grade	50
Roundway Stop and Waste Cocks, standard	53
High grade	50
Brass Steam Cocks, standard..	net
Radiator valves, standard....	15
High grade	7½
Globe, angle and check valves, standard	10
Do., high grade	7½
Patent quick opening valves..	35

F.o.b. Toronto

WARES, ETC.

Scotch Grey Ware, 50, 5%.
Colonial, 33 1-3%.
Imperial Ware, 33 1-3%.
Pearl, 33 1-3%.
Premier, 10%.
Canada Ware, 10%.
Diamond, 10%.
White Ware, 50%.
Japanned Ware, list plus 20%.
Japanned Ware, White, list, plus 30%.
Plain and Jap Sprinklers, list plus 20%.
Stamped Ware, plain, 50%.
Stamped Ware, retinned, 45%.
Copper Bottoms, list, plus 10%.
Tinners' Trimmings, plain, 50%.
Tinners' Trimmings, retinned, 45%.
Tinners' Trimmings, general, list plus 10%.
Factory Milk Cans, list plus 50%.
Milk Can Trimmings, list, plus 60%.
Cream Cans, list ,plus 25%.
Railroad Cans, list, plus 20%.
Pieced Tinware, C.B., list, plus 50%.
Sheet Iron Ware, list, plus 10%.
Pieced Ware, ordinary, list, plus 30%.
Fry Pans, 40 and 10%.
Spiders, steel, 25%; cast iron, 17½%.
Fire Shovels, list, plus 10%.
Steel Sinks, painted, list, plus 10%.
Steel Sinks, galvanized, list plus 15%.
Light Galv. Pails and Tubs, list plus 20%.
Heavy Galv. Pails and Tubs, list, plus 10%.
Garbage Pails, list, plus 10%.
Jap. Coal Hods, list, plus 25%.
Galv. Coal Hods, list, plus 40%.
Paper Lined Boards, 40 and 5%.
Wood Lined Boards, 30 and 10%.
Stove and other Pipes, list, plus 60%.
Stove Pipe Thimbles, 50, 10%.
Copper Boilers, list, plus 10%.
Copper Tea Kettles, list, plus 10%.
Copper Tea Kettles, 3 doz. lots, list, plus 10%, less 10%.
Copper Tea and Coffee Pots, list, plus 10%.
Copper Tea and Coffee Pots, in 3 doz. lots, list, plus 10%, less 10%.

F.o.b. Montreal, Toronto, London, Hamilton.

WASHERS, IRON

Full box, 10% on list. Net prices per 100 lbs.: ¼ in., $21.80; 5-16 in., $18.50; ⅜ in., $16.30; 7-16 in., $13.55; ½ in., $13; 9-16 in., $12.15; ⅝ in., $11.70; 11-16 in., $11; 13-16 in., $11.70; 15-16, $11.70; 17-16 in., $11.70; 50 lbs. of one size, $2 per 100 lbs. less.

F.o.b. Montreal, Toronto, London

WEIGHTS, SASH

	Tor'to	Lond'n	Mont'l
Sectional, 1 lb. per 100 lbs...	$4 50	$4 25	$4 75
Section, ½ in. per 100 lbs...	4 50	4 50	4 75
Solid, 3 to 30 lbs. per cwt.	3 00	3 50	3 40

WHEELBARROWS

Navvy, steel wheel, doz..37.50-51.50
Garden steel wheel, doz.51.00-75.00
Light garden, doz. 37.00-54.00

F.o.b. Montreal. Toronto, London.

WIRE PRODUCTS

F.o.b. Toronto, London, Hamilton, Montreal

Cut Hay Baling Wire

	Per 100 lbs.
No. 9	$6 60
No. 10	6 65
No. 11	6 70
No. 12	6 85
No. 13	6 95
No. 13½	6 95
No. 14	7 10
No. 15	7 35

Stovepipe Wire

No. 18	8 25
No. 19	8 75

Hay Wire in Coils

No. 13	6 80
No. 14	6 90
No. 15	7 05
No. 16	7 20

Smooth Steel Wire.

Nos. 0-9 gauge, base 6 25

Extras over base sizes on smaller gauges are as follows:

No. 10, 6c extra; No. 11, 12c; No. 12, 30c; No. 13, 30c; No. 14, 40c; No. 15, 55c; No. 16, 70c extra.

Extra net per 100 lbs.—Oiled wire, 10c; spring wire, $2.50; bright, soft drawn, 15c; charcoal (extra quality), $1.25; packed in casks or cases, 15c; bagging and paperings, 10c; 50 and 100-lb. coils, in 25-lb. coils, 15c; in 5 and 10-lb. coils, 25c; in 1-lb. coils, 50c; in ½-lb. coils, 75c; in ¼-lb. coils, $1.

Fine Steel Wire

List Price on Fine Steel Wire

No. 17......	$5 00	No. 26....	$ 9 50
No. 18......	5 50	No. 27....	10 00
No. 19......	6 00	No. 28....	11 00
No. 20......	6 65	No. 29....	12 00
No. 21......	7 00	No. 30....	13 00
No. 22......	7 30	No. 31....	14 00
No. 23......	7 65	No. 32....	15 00
No. 24......	8 00	No. 33....	16 00
No. 25......	9 00	No. 34....	17 00

For prices of fine steel wire add 45% to above list.

Extra net

List of extras in 100-lb. lots, net.

Tinned wire, Nos. 17-25	$3 00
Nos. 26-31	5 00
Nos. 32-34	7 00
Coppered	0 75
Oiling	0 10
In 25-lb. bundles	0 15
In 5 and 10-lb. bundles....	0 25
In 1-lb. hanks	0 25
In ½-lb. hanks	0 28
In ¼-lb. hanks	0 50
Packed in casks or cases....	0 15
Bagging or papering.........	0 16

Oiled and Annealed Wire

No. 10	$6 45
No. 11	6 47
No. 12	6 55

Wire Bale Ties

No. 12	$ 75
No. 13	6 85
No. 13½	6 90
No. 14	7 00
No. 15	7 20
No. 16	7 45

Fence Wire. Toronto

Barb	$6.25-$6.50
No. 9 pl. galv...........	5.35- 5.90
No. 12 pl. galv..........	5.50- 6.00
No. 13 pl. galv..........	6.00- 6.15
No. 9 coil sp............	5.50- 5.90
No. 12 coil sp...........	5.80- 6.20

Quotations are at times made on wire at lower figures than the general market by jobbers having large stocks to dispose of.

Fence Staples

Fence staples, bright $5 50
Fence staples, galvanized.$6.25-6.50
In 25-lb. boxes add 25c extra

Poultry Netting Staples

Poultry netting staples, galvanized, list $12 00
Less discount of 12½%.

Bright poultry netting staples $1.10 less than galvanized after discount has been made.

Copper and Brass Wire

Copper wire list, plus.........10%
Brass wire, 3 to 24 gauge, add 40%
25 to 36 gauge, add 25%

Wire Cloth

Black Fly Screen Cloth, per 100 sq. ft. in 100-ft. rolls...		$3 50
In 50-ft. rolls		3 55
Galvanized, per 100 sq. ft. in 100 ft. rolls	4 75	5 50
Bronze, sq. ft.		0 14

F.o.b. Toronto, Hamilton, London.

Wire Goods

Discounts apply to list adopted Nov. 20, 1916.

Bright Screw Eyes Suits, A.B.C.M.	82½%
Bright Iron Gate Hooks and eyes	82½%
Bright square cornered screw hooks, and stove pipe eyes	82½%
Brass, screw eyes suits, A.B.C.	70%
Brass Screw Hooks	70%
Brass Gate Hooks and eyes	70%

F.o.b. Toronto, Montreal, London, Hamilton.

WRINGERS

Royal Can., 11 in., doz. list	$84 72
Eze, 11 in., per doz.	91 80
Trojan, 12 inch	185 00
Favorite 511E	105 80
Unexcelled, 1041E	129 60
Easy Work	90 50
Challenge, 3111E	94 30
Gem, 141E	91 80
Sunlight, 111E	82 80
Ottawa, 341E	103 30
Empire, 11 in.	93 80
Superior, 11 in.	84 80
Majestic, 11 in.	88 00
Perfect, 11 in.	97 50
Bicycle, 11 in.	103 30
Daisy, No. 2	114 72
Daisy, No. 1	105 84
Maple Leaf No. 2	103 20
Maple Leaf No. 1	94 32
Sun	78 90
Rapid	82 80
Universal	63 00
Eureka, 10 in.	65 00
Eureka, 11 in.	71 00
Eclipse	97 70

Discount off above list, 40%.

Freight equalized on shipments of ¼ doz. and upwards on Montreal. Toronto, Kingston, Hamilton, London, St. Mary's.

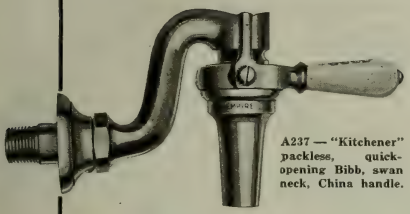
For zinc products and zinc sheets See weekly report.

WRENCHES

Trimo—	Doz. net		Doz. net
8 in....	$14 00	18 in....	$31 20
10 in....	15 60	24 in....	45 25
14 in....	21 85		

Coes—	Doz. net		Doz. net
6 in....	$13 00	15 in....	$31 20
8 in....	15 60	18 in....	41 60
10 in....	18 20	21 in....	50 70
12 in....	23 40		

Stillson—	Each	Dozen Net	
6 in.	$1 10	$12 00	$12 50
8 in.	1 25	13 50	14 00
10 in.	1 40	15 00	15 60
14 in.	1 95	21 00	21 85
18 in.	2 75	30 00	31 20
24 in.	3 95	43 50	45 25
36 in.	....	81 00	84 25
48 in.	....	....	124 80



A237 — "Kitchener" packless, quick-opening Bibb, swan neck, China handle.

When you see "Empire" you're sure of Quality.

Good Money in "Kitchener" Bibbs

The "Kitchener" Quick - opening, Packless Bibb for kitchen, slop sink and laundry tray has proven a good seller wherever shown. Its ease of operation and quick action, together with the big, smooth, splashless stream it delivers have made it a general favorite with householders.

The "Kitchener" is made of full Empire Quality red metal. It is standardized, which means big business for the dealer who lays in a stock of parts.

EMPIRE MANUFACTURING COMPANY, Limited

LONDON TORONTO

"RETAIL ADVERTISING—COMPLETE"

By

Frank Farrington

Here's the book that you have been looking for to help you solve your advertising problems. No retailer should be without a copy.

It contains lively and instructive chapters on window dressing, sample advertisements, interior advertising, outdoor advertising, business making propositions, advertising special sales, newspaper advertising and many other ideas and suggestions that you can turn into money.

"Retail Advertising—Complete" contains much information and many ideas.

Start to-day to solve your advertising problems by sending $1.00 for your copy of this book.

MacLean Publishing Co., Ltd.

(*Technical Book Dept.*)

143-153 University Ave. - Toronto, Ont.

"DOMINION"

COTTON AND WOOL WASTE AND COTTON WIPERS, WASHED AND STERILIZED

A WASTE FOR EVERY USE

6 Grades White Cotton Wiping Waste
5 Grades Colored Cotton Wiping Waste
4 Grades Wool Packing Waste
3 Grades Cotton Wipers, Washed and Sterilized.

Samples with Prices on Request

Scythes & Company Limited

Montreal TORONTO Winnipeg

If interested, tear out this page and keep with letters to be answered.

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE

Colors and white—2½-lb. packages, $8 for 100 lbs.; 5-lb. packages, $7.80 for 100 lbs. F.o.b. Montreal, Toronto, London.

BEESWAX Per lb.

Small quantities $0 45
Larger quantities 0 40
F.o.b. Toronto.

BLUE STONE Montreal Toronto
Per lb. 13-14 14-16

BRONZING LIQUID

Bronzing liquid, No. 1.$1.50-$2.00
Banana oil, gal. 3.50- 7.00
F.o.b. Montreal, Toronto.

BRUSHES

Weighted, 15 lbs., each..$1.35 $2.00
Weighted, 20 lbs., each.. 1.60- 2.25
Acme, 15 lbs., each...... 1.75
Acme, 20 lbs., each...... 2.00
Acme, 25 lbs., each...... 2.35
F.o.b. Toronto.

COATING

Cement Coating $3 00 $3 75
F.o.b. Montreal, Toronto.

COLORS (DRY) Per lb.

Raw Umber, No. 1, 100-lb. kegs 0 07
Do., pure, 100-lb. kegs.... 0 15
Burnt Umber, No. 1, 100-lb. kegs 0 07
Do., pure, 100-lb. kegs.... 0 15
Raw Sienna, No. 1, 100-lb. kegs 0 07
Do., pure, 100-lb. kegs.... 0 15
Burnt Sienna, No. 1, 100-lb. kegs 0 07
Do., pure, 100-lb. kegs.... 0 15
Imp. green, 100 lb. kegs.... 0 23
Chrome green, pure 0 35
Chrome yellow 17-31
Brunswick green, 100 lb. k.. 0 12
Indian red, 100-lb. kegs.... 0 15
Indian red, No. 1, 100 lb. k.. 0 06
Venetian red, best bright... 0 04
Venetian red, No. 1 .... 0 02½
Drop black, pure dry....... 0 15
Golden ochre, 100 lb. kegs.. 0 06½
White ochre, 100 lb. kegs.. 0 04
White ochre, barrels 0 03
Yellow ochre, barrels 2½-3¼
Spruce ochre, 100-lb. kegs.. 4c-6c
Canadian red oxide, bbls....2 -2¼
Super magnetic red...... 2¼-2½c
Vermilion 0 40
English vermilion 2 50
F.o.b. Montreal, Toronto.

COLORS IN OIL, PURE

1 lb. tins—
Venetian red 0 15
Indian red 20-26
Chrome yellow, pure 45
Golden ochre, pure 22
French spruce ochre, pure.... 16-18
Chrome green, pure 18-26
French permanent green, pure 28
Signwriters' black, pure 25
Lampblack 0 24
Marine black, 5 lb. irons.... 0 17
F.o.b. Montreal, Toronto.

ENAMELS (White) Gal.

Duralite 6 15
Albagloss 6 05

GLUE Per lb.

Brantford All Round Glue—
Case No. 7—50-lb. pkgs......$28 00
Case No. 8—100 ½-lb. pkgs.. 31 00
Case No. 9—200 ¼-lb. pkgs.. 38 00
Discount.
French medal (prices withdrawn)
English common sheet....... 32-34
English prima 35-38
White pigsfoot 0 50
Cake bone, 112-lb. bags...... 0 35
Hide, 112-lb. bags 0 45
Gelatine, 112-lb. bags........ 45-60
Ground glues, 112-lb. bags, No. 1 28-30
Ground glue, No. 2, 112-lb. bags 22-24
Do., No. 2, less than bags.. 24

GLASS

Per 100 ft.	Single Thick	Double Thick
Under 25	$16 80	$22 90
26 to 34	17 60	24 85
35 to 40	18 35	26 40
41 to 50	23 50	30 00
51 to 60	24 60	30 80
61 to 70	26 50	32 70
71 to 80	29 70	35 40
81 to 85	....	45 45
86 to 90	....	48 85
91 to 94	....	49 80
95 to 100	....	58 55
101 to 105	....	65 35
106 to 110	....	73 10

Discount box glass, 25%.
Cut lights, 10%. Cash 2%.
F.o.b. Montreal, Toronto, London, Hamilton.

GLASS, PLATE

	Sq. foot
Plates up to 1 foot, each	$0 80
Plates from 1 to 2 feet, each	0 90
" 2 to 3 "	0 95
" 3 to 4 "	1 15
" 4 to 5 "	1 35
" 5 to 7 "	1 50
" 7 to 10 "	1 70
" 10 to 12 "	1 75
" 12 to 15 "	1 85
" 15 to 25 "	1 95
" 25 to 50 "	2 15
" 50 to 75 "	2 20
" 75 to 90 "	2 25
" 90 to 100 "	2 30
" 100 to 120 "	2 60
" 120 to 140 "	2 90

Plates 101 to 110 wide containing not over 100 ft. each... 3 00
Plates 111 to 120 wide containing not over 100 ft., each... 3 40
Plates 101 to 110 wide containing over 100 ft., each..... 3 40
Plates 111 to 120 wide containing over 100 ft., each..... 3 75
Trade Discount, 25%.

GLAZIERS' POINTS

Zinc coated, $1.56-$1.62 per doz. packages 6 lbs. gross.
Zinc, pure, prices withdrawn.
F.o.b. Montreal, Toronto.

LEAD, WHITE (Ground in oil.)

Prices are per 100 lbs. in ton lots. Less than ton lots are 35c per 100 lbs. higher than quoted below.

	Montreal	Toronto
Anchor, Pure	$16 00	$16 20
Crown Diamond	16 00	16 20
Crown Pure	16 00	16 20
Green Seal	16 00	16 20
Tiger Pure	16 00	16 20
Ramsay's Pure	16 00	16 20
Moore's Pure	16 00	16 20
O.P.W. Dec. Pure	16 00	16 20
Red Seal	16 00	16 20
Decorators' Pure	16 00	16 20
O.P.W. English	16 20	16 40
Elephant Genuine	16 60	16 70

B.B. Genuine Lead, less than tons, $17.95 Toronto; $17.20 Montreal. Ton lots 5% off; five-ton lots 10% off.

LEAD (RED DRY)

	Montreal	Toronto
Genuine, 560-pound casks, per cwt.	$14 00	$14 50
Genuine, 100-pound kegs, per cwt.	14 75	15 50
Less quantity	16 00	17 00

F.o.b. Montreal, Toronto.

LEAD, ARSENATE OF

	Dry, Pound	Paste, Pound
Barrels, 600 lbs.	....	0 24½
Half bbls., 300 lbs.	....	0 24¾
100s	0 45	0 25
50s	0 45½	0 25½
25s	0 46	0 26
10s	0 47½	....
5s	0 49½	0 29½
2s	....	0 31
1s	0 52	0 32½

F.o.b. Toronto, Montreal and Hamilton

MURESCO

Tints, 5-lb. packages, per 100 lbs., $7.80; white, 5-lb. packages, $7.20. F.o.b. Toronto.

LINSEED OIL

For prices see weekly report.

PAINTS, PREPARED

Price per gallon
Elephant, white 3 70
Elephant, colors 3 30
B.H. English, white 3 80
B.H. English, colors 3 55
Minerva, white 3 60
Minerva, colors 3 40
Crown Diamond, white 3 55
Crown Diamond, colors 3 30
B.H. Frescouette, white 3 30
B.H. Frescouette, colors 3 10
Moore's House Colors, white.. 3 50
Moore's House Colors, colors. 3 40
Moore's Egyptian Paint, all colors 2 75
Moore's Floor Paint 2 90
Moore's Sani-Flat 3 00
Jamieson's Crown Anchor.... 3 30
C.P.C. Pure, white 3 80
C.P.C. Pure, colors 3 55
O.P.W. Canada Brand, white 3 55
O.P.W. Canada Brand, colors 3 25
O.P.W. Canada Brand, floor. 2 80
O.P.W. Flat Wall, white 3 05
O.P.W. Flat Wall, colors.... 2 85
Ramsay's Pure, white 3 65
Ramsay's Pure, coors 3 35
Martin-Senour, 100%, white.. 3 80
Martin-Senour, 100%, colors. 3 55
Martin-Senour, Porch Paint.. 3 55
Martin-Senour, Neutone, white 3 35
Martin-Senour, neutone, col.. 3 10
Senour's Floor Paint 3 00
Sherwin-Williams, white 3 80
Sherwin-Williams, colors 3 55
Flat Tone, white 3 30
Flat Tone, colors 3 10
Lowe Bros. H.S., white...... 3 80
Lowe Bros. H.S., colors 3 55
Mellotone, white 3 35
Mellotone, colors 3 20
Sanitone, white 3 30
Maple Leaf, white 3 80
Maple Leaf, colors 3 55
Maple Leaf, floor 3 00
Maple Leaf, flat wall........ 3 10
Pearcy's Prepared, colors..... 2 75
Pearcy's Prepared, white..... 3 15
F.o.b. Montreal, Toronto.

PARIS GREEN

	C.P. Berger's and Munro's Per lb.	
In barrels, about 600 lbs.	0 60¼	0 61
In arsenic wegs, 250		
In 50 lb. and 100 lb. drums	0 61¼	0 62
In 25 lb. drums	0 62¼	0 63
In 1 lb. packets, 100 lbs. in case	0 64¼	0 65
In ½ lb. packets, 100 lbs. in case	0 66¼	0 67
In 1 lb. tins, 100 lbs. in case	0 66¼	0 67

Above prices f.o.b. Montreal, Quebec, Moncton, St. John and Halifax. Toronto, Hamilton, London, Yarmouth and P.E.I. are ¼c per lb. higher. Terms one month net or 1% in 15 days.

PASTE WOOD FILLER

Pound
1 lb. cans 16-19
2 lb. cans 16-19
5 lb. cans 15-19
12½ lb. cans 14-15
25 lb. cans 14-15
F.o.b. Montreal, Toronto.

PUTTY

	Standard Less than tons Montreal	Toronto
Bulk, in casks	$4 35	$4 55
Bulk, 100-lb. drums	5 20	5.30-5.40
Bulk, 25-lb. drums	5 20	5 40
Bulk, 12½-lb. irons	5 20	5.45-5.65
Bladder, in bbls.	5 20	5.45-5.65

Ton lots standard are 20c per hundred pounds less.
Pure Putty, $2 cwt. advance.
London and Hamilton prices same as Toronto.

SHELLAC

Pure White, gal., $4.40-$4.50.
Pure Orange, gal., $4.15-$4.25.
Gum Shellac, TN, 74-76c lb.; finest orange, 79-95c; bone dry white, 82-85c
F.o.b. Toronto, London.

PAINT AND VARNISH REMOVER

Taxite, 1 gal. cans........... 3 00
B.H. Vanisher $2 75
Cumoff 3 00
Takof 3 25
O.P.W. Presto 3 00
Lingerwett 2 80-3 25
Solvo 3 00
F.o.b. Montreal, Toronto.

TURPENTINE

See weekly report elsewhere in this issue for prices.

SLATING Gal.

Liquid Slating, B.B..........$2 20

VARNISHES Per gal. cans

No. 1 Furniture, extra, barrels, $1.10-$1.21 gal.; gal. tins ....$1.32-$1.45
B.H. Stovepipe Varnish, ½ pints, per dozen 1 54
Depend-on, list 3 25
B.H. Maritime Spar, list.... 7 90
Everlastic, Depend-on and Maritime Spar subject to discount of 40%.
Elastilite 2 90
Granitine 2 90
Hydrox Spar 3 65
Sun Varnish 2 64
Sun Spar 4 59
Sun Waterproof Floor 3 02
Jasperite Interior and Exterior 2 65
Jasperite Pale Hard Oil ... 1 90
Jasperite Indestructo Floor Finish 2 65
Jamieson's Copaline 3 02
M-S Marble-Ite Floor 3 29
M-S Wood-Var 3 29
M-S Double Spar 4 57
M-S Finest Interior 3 86
Elastic Interior 2 64
Mar-not 3 52
Quick Action House 2 47
Rexspar 4 02
Sear-Not 3 34
Kyanize Spar 4 95
Kyanize Cabinet Rubbing .. 3 85
Kyanize Interior 3 85
Luxeberry light 3 30
Luxeberry granite 3 52
Luxeberry spar 4 96
Ramsay's Universal 2 64
F.o.b. Montreal, Toronto.

WATER PAINTS

Opalite, 300 lb. bbls....... 0 13½
Opalite, 100 lb. kegs...... 0 14
1 gal. packages, per pkg... 0 75
½ gal. package, per pkg... 0 40
Coralite, 5-lb. pkgs., white 0 05½
Coralite, 5-lb. pkgs., colors 0 06
B.H. Frescota, 5 lbs. white, $6.50; colors 7 00
F.o.b. Montreal, Toronto.

WASTE

Extra Quality XXX $0 20
XX Quality 0 18
X Quality 0 17
F.o.b. Toronto

WHITE WIPING

XXX Extra 0 21
X Grand 0 19½
XLCR 0 18½
X Empire 0 17½
X Press 0 16

WASTE, COLORED WIPING

Quality I 0 14
Quality IA 0 11½
Quality IB 0 10½
No. 5 .... 0 15
No. 7 .... 0 13
Japanese 0 15

WIPING WASTE, COLORED

Fancy 16½
Lion 15
Standard 13½
Popular 12
Keen 10½
This line subject to trade discount for quantity.

WAX Per lb.

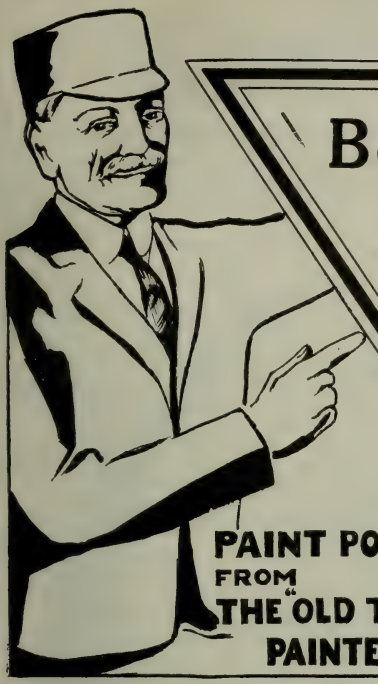
C. & B. Floor Wax $0 35
B.H. Wax 0 35
Ronuk Floor Wax, lb. 0 38
Berry Bros. 0 34
Imperial Floor Wax 0 30
Anchor 0 33
O.P.W. Lion Brand 0 35
Old English 0 45-0 55
Johnsons 0 45-0 55
Jamieson's liquid wax, gal... 2 75
Gold Medal 0 42
Ramsay's 0 30
S. & W. 0 40
F.o.b. Montreal and Toronto.

WHITING

Plain, in bbls. $2 50
Gilders, bolted, in bbls....... 3 00
F.o.b. Montreal, Toronto, London.

WOOD ALCOHOL per gal.

In five gallons..........$1.80-$1.90
In barrels .... - 1.70
$4 extra for barrels
F.o.b. Montreal, Toronto, London.



Better Business

requires

Best Paint

means

More Value More Economy

which brings to mind

Maple Leaf Paint

"Service not price determines its value"

MAPLE LEAF
M L
FINISHES THAT ENDURE
QUALITY

PAINT POINTERS FROM "THE OLD TIME PAINTER"

RED **S** BRAND WINDOW GLASS

GLASS BENDERS TO THE TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

DON ROADWAY TORONTO

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863
Twelve Medals of Award at INTERNATIONAL Expositions.

INCORPORATED 1895
Special Grand Prize
GOLD MEDAL
Atlanta, 1895.

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY - - - - PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

If interested, tear out this page and keep with letters to be answered.

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, $11.00.

Shot, soft, per cwt., $17.20; chilled, $18.70; buckshot, $18.00; ball, $18.40.

Dominion Metallics—B.B. Caps, $2.80; C.B. Caps, $3.50; 22 Short Black or Lesmok, $4; 22 Long Black or Lesmok, $4.80; 22 Short Smokeless, $4.30; 22 Long Smokeless, $6; 22 Long Rifle Black, $5.60; 22 Long Rifle Smokeless, $7 per M. net. Center Fire Pistol, 22%; Center Fire Sporting, 25% off American list.

American Metallics—B.B. Caps, $3.06; C.B. Caps, $3.85; 22 Short Black, $4.35; 22 Long Black, $5.25; 22 Long Rifle Black, $7.70; 22 Short Smokeless, $4.69; 22 Long Smokeless, $6.55; 22 Long Rifle Smoke, $7.65 per M. net. Center Fire Pistol, 10% on list; Center Fire Sporting, 10% on list.

Loaded Shells—Crown Black Powder, 12 ga., $31; Sovereign Smokeless, 12 ga., $38; Regal Smokeless, 12 ga., $38; Nitro Club Smokeless, 12 ga., $41; Canuck Smokeless, 12 ga., $41 per M. net. Empty Paper Shot Shells, $14 per M.; Empty Brass Shot Shells, $6.65 per 100.

ANVILS

Peter Wright, 80 lbs. and up, 24c per lb.; clip horn, 25c lb.

Norris, 80 lbs. and over, 16c.

AXES

Single Bit	$14 50	$20 00
Double Bit	16 50	21 50
Broad axes	32 00	35 00

AUGER BITS

Standard List Prices per Dozen

3/16	$6 00	18/16	$12 00
4	5 00	19	14 00
5	5 00	20	14 00
6	5 00	21	16 00
7	5 00	22	16 00
8	5 00	23	18 00
9	6 00	24	18 00
10	6 00	25	21 00
11	7 00	26	21 00
12	7 00	27	24 00
13	8 25	28	24 00
14	8 25	29	27 00
15	9 50	30	27 00
16	9 50	31	30 00
17	12 00	32	30 00

Discounts from standard list prices

Irwin	20%
Gilmour	45%

BARS, CROW. $10.25 per 100 lbs.

BAR IRON

Bar iron, 3-16, ¼, 5-16 in., $8.00 base; other sizes, $5.25 base; Swedish iron, $5.25; sleigh shoe steel. $5.80; spring steel, $6.50; machinery steel, $7.50; tool steel, octagon, 100 lbs., $18.

BELTING

Rubber, 6 in. and under, 25-2½%; over 6 in., 20%.

Agricultural or No. 1 leather belting, 47½% off list.

Standard, 30, 10 and 5% off list.

The "double" list is just twice the price of "single."

BELT LACING

In sides, tanned, $1.55 per lb.; cut, $1.75 per lb.; rawhide, sides, $1.50; cut, $1.70.

Blue Stone (Vitrol), 12c lb.

BOARDS—Wash

	Doz.
Improved Globe	$4 00
Diamond King, Glass	4 75
Western King, Enamel	4 75

BOLTS

Carriage, ⅜ and smaller, 5%; 7-16 and larger, 5% on list; machine, ⅜ and under, 5%; 7-16 and over, 5% on list; machine set screws, 25%; plough bolts, 5% on list; stove bolts, 50%; shaft belts, 5% on list; tire bolts, 25%; sleigh shoe bolts to ⅜ and smaller, 5% on list; 7-16 and up, 5% on list.

BORAX. Borax, per lb., 14c.

BUILDING PAPER

Tarred, $1.10 to $1.60 per roll, according to quality; plain, 80c to $1.45.

BUTTS

Plated—No. 241 Antique Copper and Dull Brass Finish

	Per pr.
2½ x 2½ in.	35
3 x 3 in.	37
3½ x 3½ in.	35
4 x 4 in.	47
4½ x 4½ in.	68
5 x 5 in.	80

Wrought Steel—

No. 840	Net list
No. 800	5% on list
No. 838	Net list
No. 804	5% off list

CHAIN

Coil, 3-16 in., $18.50; ¼, $13.65; 5-16 in., $12.20; ⅜, $11; 7-16, $10.70; ½, $10.40; 9-16, $10.40; ⅝, $10.25; ¾, $10.15; 1 in., $9.90. Logging, 5-16 in., 14c; ⅜, $12.80; ½, $12.20; tie-out, 47½%.

CHURNS

Barrel, No. 0, $7.20; No. 1, $7.20; No. 2, $8; No. 3, $8.80; No. 4, $10.40 each.

CLEVISES, MALL. 15c per lb.

CLOCKS—Alarm

	Each
Big Ben	$2 90
Baby Ben	2 90
America	1 25
Lookout	1 50
Sleepmeter	1 55

COPPER

Sheet and planished copper, 75c per lb. Tinned, 60c.

CORD SASH

Coils or Hanks

8, 9, 10 .... 66c lb.

DRILLS

Bit stock, 35%; Blacksmith, ½ in. round shank, 20%.

EAVETROUGH

Eavetrough, per 100 ft., 8 in., $6.50; 10 in., $7.20; 12 in., $8.45.

Conductor pipe, 2 in., per 100 ft., $7.55; 3 in., $9.15; 4 in., $12.05.

ENAMELWARE

See Wares.

FILES

Globe	Discount 45%
Nicholson Gen.	Discount 30%

FITTINGS

Malleable	Black	Galv.
Class B	$ 26	$ 36½
Class C	17	26
Bushings	25%	..
Unions	35%	..
Nipples 4" and under	45%	..

FORMALDEHYDE

400-lb. bbls., 29c lb.; 200-lb. barrels, 30c lb.; 100-lb. barrels, 31c lb.; 10-lb. jugs, $3.40 each; 5-lb. jugs, $1.90 each; 2-lb. jugs, 90c each.

GALVANIZED WARE

See Wares.

GLASS, WINDOW

	Single	Double
Up to 25 in.	$12 00	$17 50
26 to 40	13 25	20 00
41 to 50	16 75	23 00
51 to 60	17 50	23 50
61 to 70	18 75	25 00

GLASS (Plate)

Net list.

GLOBES—LANTERN

	Doz.
Short Pattern	$1 10
Cold Blast, regular	1 00

GRINDSTONES

Per 100 lbs., $2.75.

Mounted on steel frames, $5.00 to $6.75.

HARVEST TOOLS. 25%.

HINGES

Light T and strap, 10%.

Corrugated Strap Hinges — 4, $1.70; 5, $$2.10; 6, $2.85; 8, $4.60; 10, $7; 12, $10.75.

Corrugated Tee Hinges—4, $1.90; 5, $2.55; 6, $3.25; 8, $5.65; 10, $8.75; 12, $12.40.

HORSESHOES

Iron, No. 0 to 1, $7.35; No. 2 and larger, $7.10; snowshoes, No. 0 to No. 1, $7.60; No. 2 and larger, $7.35; steel, No. 0 to 1, $7.80; No. 2 and larger, $7.55; featherweight, $8.95.

IRON, GALVANIZED

	Premier	Apollo and "Fleur de Lis"
10¾ oz. or 28 Eng.	$10 90	$19 90
28 Am. or 26 Eng.	10 60	10 60
26 Am. or 26 special	10 30	10 30
24	10 15	10 15
22	10 15	10 15
18 and 20	10 00	10 00
16 Am.	9 85	9 85

IRONS, SAD

Common Sad Irons, 8 lbs., 11c per lb.; 4 lbs., 14c per lb.

Mrs. Pott's No. 55, set $1 95

Mrs. Pott's No. 50, set 2 05

Mrs. Pott's common sad iron handles, $1.30 dozen. Mrs. Pott's improved, $2 a dozen.

JACKSCREWS

10% off list.

KNIVES—HAY

	Doz.
Heath's	$12 50
Lightning	12 50

LAMP CHIMNEYS

A, per case 8 doz., $7.80 per doz., $1.05; B, per case 6 doz., $6.50; per doz., $1.15.

LANTERNS

No. 2, plain	$13 00
No. 25. Dash-board	17 50
Short Globe, doz.	13 00

LEAD PIPE, $14.40.

LEAD WASTE, $15.40.

LATCHES—THUMB, STEEL

	Doz.
2	$2 00
3	2 70
4	4 75
Barn Door	
5	2 70
8	2 90
9	5 00

LINSEED OIL

See weekly report.

MACHINES—WASHING

	Each
Dowswell	$ 5 00
New Century B	10 15
New Idea	11 35
Snowball	9 00

MATTOCKS

Pick, $11; cutter, $11.

MOPS

	Doz.
O'Cedar Polish, No. 1	$12 00
O'Cedar Polish, No. 3	12 00
Self-Wringing	4 75

MOWERS—LAWN

	14 in.	16 in.
Woodyatt	$7 75	$8 25
Empress	10 00	10 60
Daisy	6 15	.....
Star	7 00	7 50

NAILS

Wire, f.o.b. Fort William, $5.60 base; Winnipeg, $6 base. Cut f.o.b. Winnipeg, $6.55.

NETTING—POULTRY

Net Prices Per Roll

1 in. mesh x	24 in.	$5 95
	30 in.	7 20
	36 in.	8 50
2 in. mesh x	24 in.	2 90
	30 in.	3 40
	36 in.	4 05
	48 in.	5 25
	60 in.	6 55
	72 in.	7 80

NETTING. Poultry, 15%.

Banner Netting, 24 in., $4.15; 36 in., $5.30; 48 in., $6.25; 60 in., $7.40; 72 in., $8.40.

NUTS

Square, small lots, blank, 4½c tapped, 4¾c advance on list; Hexagon, small lots, blank, 4¾c; Tapped, 5c advance on list; case lots all styles, 1c less than above.

OILS

"Buffolite," 22½c; Ideal Thresher, 47c; "B" Castor machine oil, 38c; Buffalo engine gasoline, 35½c; Buffalo "A" gas engine oil, 50c; Royal gasoline, 35c; Family safety coal oil, 23½c; "Engoline" engine coil oil, 19½c; Summer black oil, 22½c; Kelso engine oil, 47c; Electro oil, 45c; Royalite oil, 19c; Standard gas engine oil, 46c; Prairie Harvester oil, 46c.

PAINTS

Stephens' Out White, $3.70; Stephens' House, $3.45; Stephens' Floor, $2.90; Silkstone, $2.90; Stephens' Barn Paint, $1.70.

DRY COLORS

Yellow ochre, in bbl. lots, 3c; less than barrel lots, 4c; golden ochre, barrels, 4c less; than barrels, 5c; Venetian red, barrels, $2.50; less than barrels, $3.50; American vermillion, 20c; English vermillion, $3 per lb.; Canadian metallic oxides, barrel lots, 3½c; English purple oxide, in casks, 3½c; less quantities, 4c per lb. Red lead, kegs, $19; less quantities, 20c.

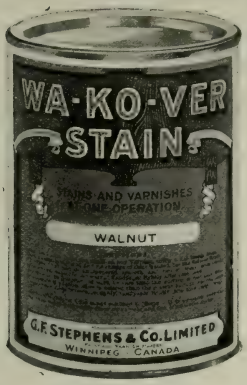
PICK, Clay, 6-7, $12.25 per doz.

POLISH—

O-Cedar—	Doz.
4 oz.	$2 00
12 oz.	4 00
1 quart	10 00
½ gal.	16 00
1 gal.	24 00
Liquid Veneer—	
4 oz.	2 00
12 oz.	4 00
1 quart	8 40
½ gal.	14 40

(Continued on second page.)

In this case it's economical to spend



Have you made your customers realize that they can economize by applying Wa-ko-ver Stain to their Floors? Do they know that many homes save money and acquire beauty by spending a **small** sum on Wa-ko-ver instead of a **large** sum on carpets? Then, too, Wa-ko-ver preserves the floor, prevents dry rot and decay, and adds a coating that actually resists wear.

The Stephens Agent who neglects to call his customer's attention to the economy of using Wa-ko-ver neglects a patent means of increasing his sales on a permanent, value-received basis.

If there is not a Stephens Paint Agency near you tell us about it.

G. F. STEPHENS & CO., LIMITED

Paint and Varnish Makers

WINNIPEG **and** **CALGARY**

If interested, tear out this page and keep with letters to be answered.

Winnipeg Hardware Quotations—Continued

PIPE, WROUGHT IRON

Per 100 Ft.	Black	Galv.
¼ inch	$ 6 08	$ 8 42
⅜ inch	6 16	8 50
½ inch	7 83	9 63
¾ inch	9 95	12 38
1 inch	14 67	18 27
1¼ inch	19 88	24 75
1½ inch	23 76	29 57
2 inch	32 04	39 78
2½ inch	51 30	63 59
3 inch	67 05	83 16
3½ inch	84 92	.....
4 inch	100 62	.....
4½ inch	116 10	.....
5 inch	135 00	.....
6 inch	174 60	.....

PLASTER. Paris, per bbl., $4.50.

PLATES, CANADA

18x21 per box, half polish, $10.25; full polished, $11.75; 18x24, half polished, $10.25; full polished, $11.75; 20x28, half polished, $10.25; full polished, $11.75.

PLOW SHARES, 21c per lb.

POINTS

Landslide plow, 1½x14 in., $3 55 per dozen.

PUTTY

100-lb. irons	$5 50
25-lb. irons, per cwt.	5 80
1½-lb. tins	0 10

RIVETS AND BURRS

Iron rivets, 10%; copper, No. 7, 65c lb.; No. 8, 66c; No. 9, 69c; No. 10, 71c; No. 12, 76c.

Five-lb. assorted boxes, No. 8, 74c; No. 10, 79c lb.

Copper Burrs, No. 7, 65c; No. 8, 66c; No. 9, 69c; No. 10, 71c; No. 12, 76c.

ROPE

Sisal, 27½c base; pure Manila, 38½c base; British Manila, 32½c base; lath yarn, 27½c base; African hemp, 32½c base; cotton rope, ¼ and over, 65c lb.

Tarred Marline Hanks, per lb., 50c.

SANDPAPER—

	Quire	Ream
Star—		
00, 0, ½	$0 38	$ 7 20
1	0 39	7 50
1½	0 43	8 10
2	0 46	8 70
2½	0 49	9 30
3	0 57	10 80
B. & A.—		
00, 0, ½	0 45	8 50
1	0 47	9 00
1½	0 50	9 60
2	0 55	10 50
2½	0 60	11 00
3	0 67	12 75

SASH BALANCES (Caldwell). Net list.

SAWS, BUCK

Happy Medium, $10.00; Watch Spring, $10.40; Lance Tooth or Lightning Blades, $10.90.

SCREWS

Bright iron round head, 60%; flat head, 65%; round head, brass, 25%; flat head, brass, 30%; coach, 20%.

SCYTHES—	Doz.
Bramble	$13 25
Bush	13 25
Excelsior	14 50
Cast	12 50

SNATHS—

No. 2 loop	11 50
Bush	13 00

SWEEPERS, Carpet—	Each
Bissell's Grand Rapids, jap'd.	$2 85
Bissell's Grand Rapids, nick.	3 20
Bissell's Vacuum "Superba"	8 25

STEEL SHEETS, BLACK

10 gauge	$8 50
12 gauge	8 50
14 gauge	8 40
16 gauge	8 50
18-20 gauge	8 80
22-24 gauge	8 85
26 gauge	8 90
28 gauge	9 00

SHOVELS AND SPADES

Shovels—Fox and Olds, D.H., Sqr. Pt., $13.50 per doz.; D.H. Rd. Pt., $13.50 per doz.; L.H. Sqr Pt., $13.50; L.H. Rd. Pt., $13.50; Bulldog and Jones, D.H., Rd. Pt.,$15.50; D.H. Sqr. Pt., $15.50; L.H., Rd. Pt., $15.50; L.H., Sqr. Pt., $15.50; L.H., Rd. Pt., $15.50; Black Cat and Crescent Scoops—No 4, $17.00 doz.; No. 6, $17.50; No. 8, $18.00; No. 10, $18.50; Moose & Jones Scoops, No. 4, $18.25; No. 6, $18.75; No. 8, $19.25; No. 10, $19.75.

SOLDER. Per pound, 54 to 55c.

SPIKES

Pressed, ¼ in., $8.30; 5-16, $7.95. ⅜, $7.75; ½, $7.55.

STAPLES

Bright wire, per cwt., $5.85 at Fort William, $6.25 Winnipeg; galvanized staples, $6.65 Fort William. $7.05, Winnipeg.

STEEL

Sleighshoe, $5.80 base per cwt.; plow, common, $6.50; crucible plow, $7.50; angle, $5.35; harrow, $5.50 base; cast, octagon tool steel, 18c base; square tool, 18c base; spring, $7.50; machine, $8.00 base; tire, $5.60. Mid, 3-16, ¼, 5-16, $8.00 base; other sizes $5.75 base. Band Steel, $5.75 base.

STEEL HOOPS

½ in., $9.75; ⅜ in., $9.50; ¾ in., $8.75; ⅞ in., $8.50; 1 in., $8.50; 1¼ in., $8.50; 1½ in., $8.

STEEL SQUARES

5% on list.

TACKS. Carpet, 65% list.

TIES. Cow, 5%.

TIN AND TERNE PLATE

20 x 28 I.C.	$30 00
20 x 28 I.X.	32 00
20 x 33 I.C.	35 40
20 x 33 I.X.	37 45
Terne plates	24 00

TRAPS, GAME— Doz.

	Victor	H.& N.	Jump
No. 0	$1 95	....	....
No. 1	2 30	$3 60	$3 10
No. 1½	3 45	5 40	4 55
No. 2	4 80	7 50	6 70
No. 3	6 40	10 00	....

TUBS—	Wood	Fibre
No. 0	$18 30	$21 95
No. 1	15 65	18 85
No. 2	13 20	15 60
No. 3	11 45	13 30

TURPENTINE

See weekly report.

TWINE (WRAPPING)	Lb.
Cotton, 4-ply	0 70
Cotton, 3-ply	0 67
	Dozen

VARNISHES

Stephens Luminette, gal.	$2 20
Stephens Exalite, gal.	3 00

WARES, ETC.

Scotch Grey, 40, 12½% discount.

Colonial, Imperial, Pearl, 20, 7½% discount.

Premier, Canada, Diamond, 2½% discount.

Whiteware, 40, 10% discount.

Japanned Ware, list, plus 30%.

Japanned Ware, white, list, plus 40%.

Japanned Sprinklers, list, plus 30%.

Stamped Ware, plain, 40, 10% discount.

Stamped Ware, ret'd, 40% discount.

Pieced Tinware, ordinary, list, plus 40%.

Pieced Tinware, copper bottoms, list, plus 60%.

Sheet Iron Ware, list, plus 20%.

Light Galv'd Pails and Tubs, list, plus 27½%.

Heavy Galv'd Pails and Tubs, 17½% discount.

Jap. Coal Hods, list, plus 35%.

Galv'd Coal Hods, list. plus 50%.

WASHERS

Iron, small lots, 15% on list + 75c; full boxes, iron, 10% on list + 75c.

WHITE LEAD

Decorators' pure, ton lots, $16.65; less than ton lots, $17.00.

WIRE, BARB

Lyman, 4-point, $4.95 f.o.b. Fort William, $5.25 Winnipeg; Glidden Cattle, 2-pt., $4.80 Fort William, $5.10 Winnipeg; Baker 2-pt., $4.75 Ft. William, $5.05 Winnipeg; plain twist, cwt., Ft. William, $4.95; Winnipeg, $5.25 spool; plain galvanized, Ft. William, No. 9, $5.65; No. 12, $5.85; Winnipeg, No. 9, $6.05; No. 12, $6.25; coil spring, Ft. William, No. 9, $5.70; No. 12, $5.95; Winnipeg, No. 9, $6.10; No. 12, $6.35.

Patented screen in 100-ft. rolls $3.50 per hundred sq. ft.; in 50-ft. rolls, $3.60 per 100 sq. ft.

WIRE, PLAIN

Bale ties, 14 gauge, single loop. $7.65 Winnipeg; $7.25 Ft. William

Brass snare wire, per lb., 80c.

WIRE ANNEALED

No. 9, $6.75; 10, $6.80; 12, $6.95; 14, $7.15; 15, $7.25; 16, $7.40 per 100 lbs.

WRENCHES (NUT)—

Agricultural—	Doz.
6 in.	$ 6 00
8 in.	7 20
10 in.	8 40
12 in.	10 80
15 in.	14 40
Perfect Handle—	
6 in.	13 00
8 in.	15 60
10 in.	18 20
12 in.	23 40
15 in.	31 20
18 in.	41 60

WRENCHES (PIPE)—

Stillson—	Each
6 in.	$1 00
8 in.	1 13
10 in.	1 25
14 in.	1 75
18 in.	2 50
24 in.	3 60
36 in.	6 75
Trimo—	
10 in.	$1 45
14 in.	2 00
18 in.	2 90
24 in.	4 15

	Dozen	
Always Ready—	Black	N.P.
No. 1	$4 20	$4 50
No. 2	5 75	6 00

WRINGERS

Royal Canadian, $51,90 per doz.; Eze, $56.10 per doz.; Bicycle, $62 per doz.; Ajax, $125.00 doz.

The **REFLEX** Spark Plugs

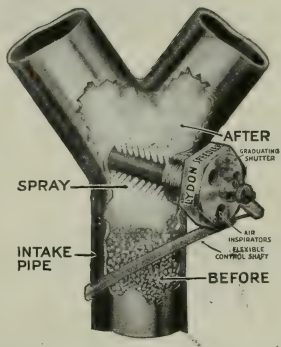
TWO EASY SELLERS

MONEY SAVERS FOR MOTORISTS

No effort is required to sell the **"Speedler."** It saves—actually **40% of gasoline consumption.** Think you any motorist would refuse such a saving? Use the **Speedler** on your own car—demonstrate its advantages. You can easily prove these claims to your customers and reap a big profit from the sales you will make—let us tell you how. Write to-day.

The "REFLEX" Spark Plugs have big sales. Each plug is guaranteed. With the **Reflex** line you have a plug that meets every motor requirement. Let us tell you all about our proposition—it is a money-maker for you. Write

The **SPEEDLER** Gas Saver



Great West Electric Co., Limited

WINNIPEG, MANITOBA

Distributors of Laco, Tungsten and Nitro Lamps

MADE IN CANADA

BUFFALO OILS

These are a few of our most staple lines, so well and favorably known throughout Western Canada, and are sold only through reliable merchants.

HARNESS OIL
NEATSFOOT OIL

Special Cylinder Oil (for steam engines).
A Gas Engine Oil (for gasoline engines).
Tractorlene Oil (for oil burning engines).
Ideal Thresher's Machines Oil (for general use).
Automobile Oil and Transmission Greases.

PRAIRIE CITY OIL COMPANY, LIMITED, WINNIPEG

MEHASCO

ANOTHER MEHASCO MESSAGE

2 With very little practice you can pronounce Me-has-co correctly, but only by experience can you know what it means. It means dealer satisfaction—certain and absolute. It means the very best goods shipped promptly and carefully. It means goods guaranteed to sell.

You can prove these facts in the way that many other dealers have proven them—by ordering from any of these lines: Wagons, spark plugs, Easyon chains, Cannon Ball and 20th Century barn door hangers, hay carrier equipment, litter carrier equipment, Maytag and Mehasco washers, aluminum ware, gasoline and electric irons, wire stretchers and hoists, complete line of tool grinders including power, sickle and hand, the Will plunger oiler, New Standard food choppers and presses, dazey glass and steel churns, automobile funnels and filler cans, Mehasco pocket cutlery and household cutlery, Genco razors, Mehasco watches and clocks, Kwiklites, Neverfail oil cans, Round Oak ranges, heaters and furnaces, children's sleds, stock tank heaters, wrenches, pliers, screw drivers, etc., tinned and galvanized ware.

MERCHANTS' HARDWARE SPECIALTIES LIMITED, CALGARY

If interested, tear out this page and keep with letters to be answered.

THE BUYERS' GUIDE

If what you want is not here, write us, and we will tell you where to get it. Let us suggest that you consult also the advertisers' index facing the inside back cover, after having secured advertisers' names from this directory. The information you may desire may be found in the advertising pages. This department is maintained for the benefit and convenience of our readers. The insertion of advertisers' headings is gladly undertaken, but does not become part of any advertising contract.

Abrasives
The Carborundum Co., Niagara Falls, N.Y.
Canadian B. K. Morton Co., Montreal.

Aluminum
British Aluminum Co., Toronto.
Canada Metal Co., Toronto.
A. C. Leslie & Co., Montreal.
Louis McLain Co., Ltd., Winnipeg, Man.

Aluminum Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.
Louis McLain Co., Ltd., Winnipeg, Man.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
Ware Mfg. Co., Oakville, Ont.

Ammunition
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Dominion Cartridge Co., Montreal.
Lewis Bros., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.

Auto Accessories
Adamson Mfg. Co., Hamilton, Ont.
Boston Varnish Co., Everett Station, Boston, Mass.
Canadian Carbon Co., Toronto.
Canada Cycle & Motor Co., Ltd., Weston, Ont.
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Cannon Oiler Co., Keithsburg, Ill.
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Cushman Motor Works, Ltd., Winnipeg, Man.
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Frank Mossberg Co., Attleboro, Mass.
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New Era Spring Specialty Co., Grand Rapids, Mich.
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Uneeda Ford Demountable Wheel Co., Toronto.
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Thos. Birkett & Son Co., Ltd., Ottawa.
Canada Foundries & Forgings, Brockville.
Can. Warren Axe and Tool Co., St. Catharines.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.

Babbitt Metal
Thos. Birkett & Son Co., Ltd., Ottawa.
Can. B. K. Morton Co., Montreal.
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal.
Hoyt Metal Co., Toronto.
Owl Metal Co., Ltd., Winnipeg.
Lewis Bros., Ltd., Montreal.
Tallman Brass & Metal Co., Hamilton.

Barrel Liners
J. N. Warminton & Co., Montreal, Que.

Basins, China and Enamelled Iron
Empire Mfg. Co., London, Ont.

Batteries, Dry
Canadian National Carbon Co., Toronto.
Canada Dry Cells, Ltd., Winnipeg.
Great West Electric Co., Ltd., Winnipeg, Man.
Canadian General Electric Co., Toronto.
Dominion Battery Co., Ltd., Toronto, Ont.
Northern Electric Mfg. Co., Montreal.

Baths, Enamelled and Copper
Canada Metal Co., Toronto.
Empire Mfg. Co., London, Ont.

Bath Room Fixtures
Empire Mfg. Co., London, Ont.
Kinzinger, Bruce & Co., Ltd., Niagara Falls, Ont.
Newell Mfg. Co., Prescott, Ont.

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Empire Mfg. Co., London, Ont.
Jas. Morrison Brass Mfg. Co., Toronto.

Bibbs, Basin and Bath Cocks, Compression
Empire Mfg. Co., London, Ont.
Jas. Morrison Brass Mfg. To., Toronto.
United Brassfounders, Ltd., Manchester, Eng.

Bibbs, Basin and Bath Cocks, Fuller
Empire Mfg. Co., London, Ont.
Jas. Morrison Brass Mfg. To., Toronto.
United Brassfounders, Ltd., Manchester, Eng.

Brass Goods
Stratford Brass Co., Ltd., Stratford, Ont.

Brass Castings and Goods
Booth-Coulter Co., Toronto.
Canada Metal Co., Toronto.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Empire Mfg. Co., London, Ont.
Jas. Morrison Mfg. Co., Toronto.
Tallman Brass & Metal Co., Hamilton.
United Brass Founders, Ltd., Manchester, Eng.
Williams Bros. & Piggott, Ltd., Birmingham, Eng.

Brass, Sheets and Rods
Booth-Coulter Co., Toronto.
Canada Metal Co., Toronto.
Empire Mfg. Co., London, Ont.
A. C. Leslie & Co., Montreal.
Tallman Brass & Metal Co., Hamilton.

Bevels
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Belting, Rubber
Can. Consolidated Rubber Co., Montreal, Que.
Dunlop Tire & Rubber Co., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Belting, Cotton
Dominion Belting Co., Hamilton, Can.

Blacksmiths' Supplies
D. Ackland & Son, Winnipeg.

Blankets, Saddle
Burlington Windsor Blanket Co., Ltd., Toronto.
Galt Robe Co., Galt, Ont.

Bolts and Nuts
Baines & Peckover, Toronto.
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
C. Kloepper, Limited, Toronto, Ont.
Lewis Bros., Ltd., Montreal.
London Bolt & Hinge Works, London, Ont.
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton.
Northern Bolt & Screw Co., Owen Sound.
Wilkinson & Kompass, Hamilton.

Boiler Tubes
Baines & Peckover, Toronto.

Boilers, Heating and Range
Empire Mfg. Co., London, Ont.

Bolts, Panic
Wm. Newman & Sons, Birmingham, Eng.

Bone Grinders
Toronto Lock Mfg. Co., Toronto.

Boxes, Wood
Canadian Wood Products Co., Toronto, Can.

Boot Calks and Tools
Steel Co. of Canada, Ltd., Hamilton.

Boring Bars
Pratt & Whitney Co., Ltd., Dundas.

Box Opening Tools
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Bale Ties
Beauchamp, J. E., Montreal.
Laidlaw Bale Tie Co., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

Bale Tie Buckles
J. N. Warminton & Co., Montreal, Que.

Barbed Wire
Banwell, Hoxie Wire Fence Co., Ltd., Hamilton.

Baskets
Walter Woods & Co., Hamilton.

Barn Door Hangers
Canada Steel Goods Co., Hamilton.
National Mfg. Co., Sterling, Ill.
Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Guelph, Ont.

Barrel Stands
Wakyte Mfg. Co., Winnipeg.

Balers, Steel
Climax Baler Co., Hamilton.
Spielmann Agencies, Montreal.

Bit, Braces
Caverhill, Learmont & Co., Montreal.
Russell, Jennings Mfg. Co., Chester, Conn.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Brackets, Shelf
Canada Steel Goods Co., Hamilton.
The Stanley Works, New Britain.

Box Strapping
J. E. Beauchamp & Co., Montreal.
The Stanley Works, New Britain, Conn.
J. N. Warminton & Co., Montreal, Que.

Blasting Supplies
Dupont Powder Co., Wilmington, Del.

Butter Molds
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Walter Woods & Co., Hamilton, Can.

Butter Workers
Beatty Bros., Ltd., Fergus, Ont.

Butts and Hinges
Canada Foundries & Forgings, Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Caverhill, Learmont & Co., Montreal.
Chicago Spring Butt Co., Chicago, Ill.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.

Burrs
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton.
Parmenter & Bullock, Gananoque.

Bread and Cake Makers
Thos. Davidson Mfg. Co., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.

Breast Drills
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.

Brushes and Brooms
Boeckh Bros. Co., Ltd., Toronto.
Meakins & Sons, Ltd., Hamilton.
Megantic Broom Co., Lake Megantic, Que.
T. S. Simms & Co., Ltd., St. John.
Walter Woods & Co., Hamilton.

Bits, Auger
Caverhill, Learmont & Co., Montreal.
Russell, Jennings Mfg. Co., Chester, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.
Wilkinson & Kompass, Hamilton.
Scythes, Ltd., Toronto.

Bits, Forstner
Progressive Mfg. Co., Torrington, Conn.

Bicycles
A. E. Bregent & Co., Montreal, Que.
Canada Cycle & Motor Co., Toronto.
Hyslop Bros., Ltd., Toronto.
Iver Johnson Arms & Cycle Works, Ltd., Fitchburg, Mass.

Canada Cycle & Motor Co., Ltd., Weston, Ont.

Builders' Hardware
J. Brais & Co., Cleveland, Ohio.
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Canada Steel Goods Co., Hamilton.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
National Hardware Co., Orillia, Ont.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.
Stratford Brass Co., Ltd., Stratford, Ont.
Toronto Lock Mfg. Co., Toronto.

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Stratford Brass Co., Ltd., Stratford, Ont.

Calipers and Dividers
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Cans
A. R. Whittall Can Co., Montreal, Que.

Cans, Gasoline, Oil
Cannon Oiler Co., Keithsburg, Ill.

Canoes
Canadian Canoe Co., Peterboro, Ont.

Carriage Hardware
Stratford Brass Co., Ltd., Stratford, Ont.

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Dominion Cartridge Co., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.

Cash Carriers
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Casters
Faultless Caster Co., Evansville, Ind.
Canada Foundries & Forgings, Ltd., Brockville, Ont.

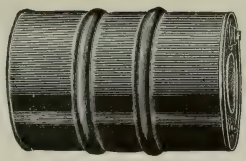
MAX TRADE MARK MEANS

Business for Western Canadian Merchants and Quality for Western Canada Buyers.

Max Brand Corrugated Sheets, Galvanized or Painted.

Full weight, properly corrugated to give ample lap with minimum loss, well protected with adequate coating.

Stock Troughs, Round End and Circular. This construction appeals to buyers because it gives adequate service. Made to last.



Gasoline Barrels, Shipping, Storage, Half, all ready sellers with a nice profit.

Metal Shingles, Sidings and Ceilings, Eaves Trough, Conductor Pipe, etc. Galvanized Sheets, Black Sheets, Canada Plate, Solder, etc.

Handle these lines and you will find it easy to hold your trade. Catalogue No. 216 is an efficient help to close sales.

Winnipeg Ceiling and Roofing Co., Limited

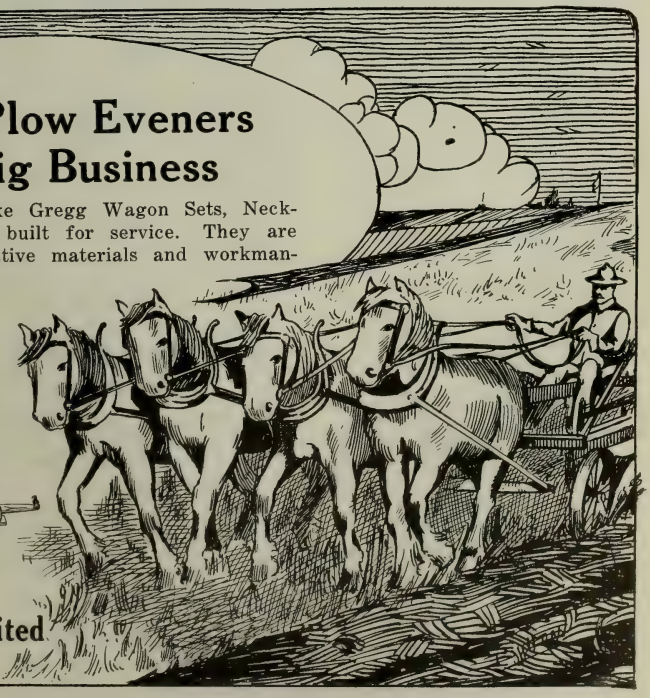
P.O. Box 3006 — *WESTERN CANADA'S ONLY MAKERS OF A COMPLETE LINE* — WINNIPEG, MAN.

Gregg Plow Eveners Pull Big Business

Gregg Plow Eveners, like Gregg Wagon Sets, Neckyokes and Hitches, are built for service. They are guaranteed against defective materials and workmanship.

Send for copy of catalogue describing our full line.

Any jobber in the Canadian West can supply you with Gregg Goods.



Gregg Mfg. Co., Limited

WINNIPEG

If interested, tear out this page and keep with letters to be answered.

THE BUYERS' GUIDE

Carpet Sweepers
Bissell Carpet Sweeper Co., Niagara Falls, Ont.
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Walter Woods & Co., Hamilton.

Chains, Coil, Boom, Hammock, Tether, Dog.

Halter, Cow, Brenst, Trace, Tire
McKinnon Chain Co., St. Catharines, Ont.
Reeder-Weekes Mfg. Co., Ltd., Hamilton, Ont.

Cable Carriers
Gipe-Hazard Store Service Co., Toronto

Cement, Roofing
Geo. W. Reed & Co., Ltd., Montreal, Que.

Chisels, Cape, Cold, etc.
Brown-Boggs Co., Ltd., Hamilton.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
Buck Bros., Milbury, Mass.
Stanley Rule & Level Co., New Britain, Conn.
National Machinery & Supply Co., Hamilton.

Checking Floor Hinges
Chicago Spring Butt Co., Chicago, Ill.
Toronto Lock Mfg. Co., Toronto.

Chemical Closets
Wakyte Mfg. Co., Winnipeg, Man.

Chemical Specialties
Vol-Peek Mfg. Co., Montreal.

Chucks, Tap
Wells Bros. of Canada, Galt.

Churns, Hand and Power
Beatty Bros., Ltd., Fergus.
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Dowswell, Lees Co., Hamilton.
Faultless Caster Co., Evansville, Ind.
Landers, Frary & Clark, New Britain, Conn.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
Reliable Churn Co., Toronto, Can.
Walter Woods & Co., Hamilton.

Clocks
Western Clock Co., La Salle, Ill.

Clothes Racks
Walter Woods & Co., Hamilton.

Clamps
Can. Foundries & Forgings, Ltd., Brockville, Ont

Clippers
American Shearer Mfg. Co., Nashan, N.H.
Chicago Flexible Shaft Co., Chicago, Ill.

Closet Seats
Can. Foundries & Forgings, Ltd., Brockville, Ont

Clothes Dryers
Dowswell, Lees Co., Ltd., Hamilton, Can.

Canadian Woodenware Co., St. Thomas, Ont.

Coffee Percolators and Urns
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Landers, Frary & Clark, New Britain, Conn.

Corrugated Fasteners
J. E. Beauchamp, Montreal.
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

Collar Pads
American Pad & Textile Co., Chatham.

Cotton Gloves
American Pad & Textile Co., Chatham.

Coal Chutes
Toronto Lock Mfg. Co., Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Coal Hods
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

Cobblers' Sets
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Cookers, Steam
Louis McLain Co., Ltd., Winnipeg, Man.

Cookers, Fireless
Royal Fireless Cooker Co., Ottawa, Ont.

Concrete, Reinforcing Steel
Baird & Peckover, Toronto.

Conductor Pipe, Hooks, etc.
Metallic Roofing Co., Toronto and Winnipeg.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Winnipeg Ceiling & Roofing Co., Winnipeg.
Wheeler & Bain, Toronto.
Empire Mfg. Co., London, Ont.

Coping Saws
Thos. Birkett & Son Co., Ltd., Ottawa.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Cordage
Brantford Cordage Co., Brantford, Ont.
Consumers Cordage Co., Montreal.
Plymouth Cordage Co., Toronto.

Cooking Ware
Corning Glass Works, Corning, N.Y.

Crowbars
R. J. Coghlin & Co., Montreal.

Cultivators
J. E. Gilson Mfg. Co., Port Washington, Ill.
C. S. Norcross & Sons, Bushnell, Ill.

Cutlery
Bridgeport Hdwe. Mfg. Co., Bridgeport, Conn.
Geo. Butler & Co., Ltd., Sheffield, Eng.
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
James Hutton & Co., Montreal.
Canadian Wm. A. Rogers, Ltd., Toronto.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
Lewis Bros. Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Wm. Rogers Mfg. Co., Niagara Falls, Ont.
J. Wise & Sons.

Cutters
Butterfield & Co., Inc., Rock Island, Que.
Trimont Mfg. Co., Roxbury (Boston, Mass.).

Cuspidors
Thos. Davidson Mfg. Co., Ltd., Montreal.

Dairy Pails
Thos. Davidson Mfg. Co., Ltd., Montreal.

Dampers, Stove Pipe
Canada Foundries & Forgings, Brockville.

Dampers, Fire Place
Toronto Lock Mfg. Co., Toronto.

Desks, School
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Dies, Stocks, Etc.
Butterfield & Co., Rock Island, Que.
Canadian Fairbanks-Morse Co., Montreal.
Pratt & Whitney Co., Ltd., Dundas, Ont.
Wells Bros. Co. of Canada, Galt.

Dish Washers
Home Helps Sales Co., Montreal.

Display Racks and Stands
Cameron & Cameron, Toronto.
National Mfg. Co., Sterling, Ill.

Doors, Metal
Metallic Roofing Co., Toronto and Winnipeg.

Doors, Screen
Kasement Sirene Dore Co., Toronto.

Door Bolts
Canada Steel Goods Co., Hamilton, Can.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.
Toronto Lock Mfg. Co., Toronto.

Door Checks
Canadian Yale & Towne, St. Catharines.
G. W. Mallory Co., Blenheim, Ont.
Wm. Newman & Sons, Birmingham, Eng.
Toronto Lock Mfg. Co., Toronto.

Door Hangers
Canada Steel Goods Co., Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.
National Mfg. Co., Sterling, Ill.
Toronto Lock Mfg. Co., Toronto.

Door Springs
Jas. Cartland & Son, Ltd., Birmingham, Eng.
G. W. Mallory, Blenheim, Ont.
Wm. Newman & Sons, Birmingham, Eng.

Door Pulls
Stratford Brass Co., Ltd., Stratford, Ont.

Draining Tools
Canadian Shovel & Tool Co., Hamilton, Can.

Drills, Breast
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.

Drill Chucks
Goodell-Pratt Co., Greenfield, Mass.

Drills, Blacksmiths'
Canada Foundries & Forgings, Brockville.

Drills
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Butterfield & Co., Inc., Rock Island, Que.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.
Wilkinson & Kompass, Hamilton, Ont.

Dry Colors
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
Ottawa Paint Works, Ottawa.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.
Martin-Senour Co., Ltd., Montreal.
McArthur Irwin, Montreal.

Dusters
Channell Chemical Co., Toronto.

Dynamite
Du Pont American Industries, Wilmington, Del.

Dry Cells
Canada Dry Cells, Ltd., Winnipeg.
Canadian National Carbon Co., Toronto.
Canadian H. W. Johns-Manville Co., Toronto.
Canadian General Electric Co., Ltd., Toronto.
Dominion Battery Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Spielmann Agencies, Ltd., Montreal, Que.

Eavetrough
Metallic Roofing Co., Toronto and Winnipeg.
Pedlar People, Limited, Oshawa.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Toronto Lock Mfg. Co., Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Egg Beaters
Louis McLain Co., Ltd., Winnipeg, Man.
Collier Mfg. Co., Collingwood.

Egg Cases
Walter Woods & Co., Hamilton.

Ejectors and Syphons
Jas. Morrison Brass Mfg. Co., Toronto.

Elbows
Thos. Davidson Mfg. Co., Ltd., Montreal.
Pedlar People, Ltd., Oshawa, Ont.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Electric Bells
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Electric Fans
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.
A. C. Gilbert Co., New Haven, Conn.

Electric Fixtures
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.
Tallman Brass & Metal Co., Hamilton.

Electric Grates
Great West Electric Co., Ltd., Winnipeg, Man.
Toronto Lock Mfg. Co., Toronto.

Electric Plates
Louis McLain Co., Ltd., Winnipeg, Man.

Electric Specialties
Benjamin Electric Co., Toronto.
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
Dominion Battery Co., Ltd., Toronto, Ont.
Factory Products Co., Toronto.
A. C. Gilbert Co., New Haven, Conn.
Great West Electric Co., Ltd., Winnipeg, Man.
Interstate Electric Novelty Co., Toronto.
Landers, Frary & Clark, New Britain, Conn.
National Electric Heating Co., Toronto.
Northern Electric Co., Ltd., Montreal.
Spielmann Agencies, Ltd., Montreal, Que.

Electrical Toys
A. C. Gilbert Co., New Haven, Conn.

Electro-plating
Toronto Lock Mfg. Co., Toronto.

Enamels
Boston Varnish Co., Everett Station, Boston, Mass.

Enamelled Ware
McClary Mfg. Co., London, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
E. T. Wright Co., Hamilton, Can.

Engines
Cushman Motor Works, Ltd., Winnipeg, Man.

Emery Glass and Papers
John Oakey & Sons, London, Eng.

Eveners
Gregg Mfg. Co., Ltd., Winnipeg, Man.
D. Auckland & Son, Ltd., Winnipeg, Man.

Expansion Tanks
Pease Foundry Co., Ltd., Toronto.

Explosives
Du Pont Powder Co., Wilmington, Del.

Escutcheon Pins
Parmenter & Bulloch Co., Ltd., Gananoque, Ont.

Extinguishers, Fire
Booth-Coulter Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal.

Fanlight Openers
Jas. Cartland & Son, Ltd., Birmingham, Eng.

Fanning Mills
Cushman Motor Works, Ltd., Winnipeg, Man.

Fasteners, Storm, Sash and Screen
National Mfg. Co., Sterling, Ill.
Stratford Brass Co., Ltd., Stratford, Ont.
The Stanley Works, New Britain, Conn.

Farm Lighting Outfits
Canadian General Electric Co., Ltd., Toronto.
Northern Electric Co., Montreal.

Faucets, Petroleum
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Feed Boxes
Canada Foundries & Forgings, Brockville.
Toronto Lock Mfg. Co., Toronto.

Feed Cookers
Wheeler & Bain, Toronto.
James Bros. Co., Perth.

Fencing and Gates
Banwell-Hoxie Wire Fence Co., Hamilton.
McGregor-Banwell Fence Co., Ltd., Walkerville.
Standard Tube & Fence Co., Woodstock.
Steel Co. of Canada, Ltd., Hamilton.

Ferrules, Brass, Iron and Lead
Empire Mfg. Co., London, Ont.

Fibre Ware
E. B. Eddy Co., Hull, Que.

Files
E. C. Atkins Co., Hamilton, Can.
G. & H. Barnett Co., Philadelphia.
Can. B. K. Morton Co., Montreal, Toronto.
Delta File Works, Philadelphia.
Henry Disston & Sons, Ltd., Philadelphia, Pa.
Nicholson File Co., Port Hope, Ont.
Plewes, Ltd., Winnipeg.
Port Hope File Mfg. Co., Port Hope, Ont.
Simonds Canada Saw Co., Montreal.
Wilkinson & Kompass, Hamilton.

Fillers
Boston Varnish Co., Everett Station, Boston, Mass.

Fire Arms
Colts Patent Fire Arms Mfg. Co., Hartford, Conn.
Johnson Iver Arms & Cycle Works, Fitchburg, Mass.

Fire Door Fittings
Taylor-Forbes Co., Guelph, Ont.
Toronto Lock Mfg. Co., Toronto.

Fire Department Supplies
Booth-Coulter Co., Toronto.
Canadian Consolidated Rubber Co., Montreal.
Dunlop Tire & Rubber Co., Toronto, Can.
Gutta Percha & Rubber, Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
Northern Electric Co., Montreal.

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The trade mark that stands for quality and perfect results is the one to display on your shelves and counters, and in your windows. The Paint or Varnish with this trade mark cashes in on the Spring business. Here is your opportunity to connect up with our Big National Advertising Campaign. Live Merchants will take advantage of it.

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112 Sutherland Avenue, Winnipeg

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Mr. Dealer
to the householder and
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in endless sales since
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The extra satisfaction which Jamieson's Pure Prepared Paints always give, even to the most inexperienced painter, exerts a wonderful influence on your store. If he has used other paints, the Householder finds, on his first experience with Jamieson's, a new pleasure and a greater degree of efficiency in doing his own painting. Naturally he decides always to use Jamieson's, and to make sure by always buying at the same store. Thus Jamieson's, because it is the best paint for general home painting, makes for the Jamieson Agent real, solid friends who stick.

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Owning and Operating P. D. DODS & CO., LIMITED

Show him that it's a *Butterfield* and he's perfectly satisfied

Experienced mechanics know Butterfield Tools and have confidence in them. They are satisfied that any tool that is stamped "Butterfield" will give a maximum of grinding.

When selling

Carbon and High Speed Twist Drills

show your prospect the Butterfield mark, and if he knows anything about tools you'll make a sale and gain a satisfied customer. It has taken considerable time, patience and money to make "Butterfield" mean so much, but it has been worth while to the dealer as well as to ourselves.

BUTTERFIELD & Company Inc.

Rock Island, Quebec

DOUGALL'S TRANSPARENT INTERIOR VARNISH THE ECONOMY FINISH

This clear, brilliant finish for interior woodwork is as economical as it is effective.

It lays easily and rapidly, has remarkable covering capacity and dries hard and smooth.

An ideal interior finish that anyone can use.

Sales are certain because the quality is certain.

The Dougall Varnish Co., Limited

MONTREAL

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THE BUYERS' GUIDE

Furnaces
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Flashlights, Electric
Canadian General Electric Co., Ltd., Toronto
Canadian National Carbon Co., Toronto.
Canada Dry Cells, Ltd., Winnipeg.
Dominion Battery Co., Ltd., Toronto, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
Metal Specialties Mfg. Co., Chicago.
Northern Electric Co., Montreal.
Spielmann Agencies, Montreal.

Flatware
Canadian Wm. A. Rogers, Toronto.
Oneida Community, Ltd., Oneida, N.Y.

Food Choppers
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Merchants Hardware Specialties, Ltd., Calgary, Alta.

Force Cups
Canadian Consolidated Rubber Co., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Funnels
Thos. Davidson Mfg. Co., Ltd., Montreal.

Fixtures, Store
Milbradt Mfg. Co., St. Louis, Mo.

Furnaces
Canada Foundries & Forgings, Brockville.
Enterprise Mfg. Co., Sackville, N.B.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.
Hall Zryd Foundry Co., Ltd., Hespeler Ont.
Merchants Hardware Specialties, Ltd., Calgary, Alta.

Fruit Jars
Dominion Glass Co., Ltd., Montreal.
Walter Woods & Co., Hamilton.

Furniture Polish
Canada Paint Co., Montreal.
Sherwin-Williams Co., Montreal.
Channell Chemical Co., Toronto.

Fuse Wire
Canada Metal Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Floor Stands
Jenkins Bros., Ltd., Montreal.

Floor Checks, Single or Double
Chicago Spring Butt Co., Chicago, Ill.
Toronto Lock Mfg. Co., Toronto.

Flint Cloths
John Oakey & Sons, London, Eng.

Galvanized Steel Sheets
Dominion Sheet Metal Co., Ltd., Hamilton.
A. C. Leslie & Co, Montreal
Pedlar People Ltd., Oshawa, Ont.
Wheeler & Bain, Toronto
Winnipeg Ceiling & Roofing Co , Winnipeg.

Garden Cultivators and Weeders
J. E. Gilson Co., Port Washington, Wis.
C. S. Norcross & Sons, Bushnell, Ill.
Erie Iron Works, St. Thomas, Ont.
Eureka Planter Co., Woodstock.

Garage Hardware
Allith Mfg. Co., Hamilton, Can.
Canada Steel Goods Co., Hamilton, Can.
National Mfg. Co., Sterling, Ill.
Richards Wilcox Canadian Co., London, Ont.
The Stanley Works, New Britain, Coun.

Garbage Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.
J. Samuels, Toronto.
Soren Bros., Toronto.

Galvanized Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.

Galvanizing
Thos. Davidson Mfg. Co., Ltd., Montreal.
Toronto Lock Mfg. Co., Toronto.

Galvanized Iron Cornices
Metallic Roofing Co., Toronto and Winnipeg.
Pedlar People Ltd., Oshawa, Ont.

Galvanized Pipe
Canada Metal Co., Ltd., Toronto.

Generators
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Glass Jars
Dominion Glass Co., Ltd., Montreal.

Gas Water Heaters
Empire Mfg. Co., London and Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.

Gasoline
Imperial Oil Co., Toronto.
Prairie City Oil Co., Winnipeg.

Gauges
L. S. Starrett Co., Athol, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Wells Bros. Co. of Canada, Galt.
Canadian Fairbanks-Morse Co., Ltd., Montreal.

Glassware
Leeks & Potts, Hamilton, Ont.

Glass, Window, Plate, Ornamental
Leeks & Potts, Hamilton, Can.
Toronto Plate Glass Importing Co., Toronto
G. F. Stephens Co., Winnipeg.

Glue, Sheet and Ground
Canada Glue Co., Brantford, Ont.
R. C. Jamieson & Co., Montreal.
A. Ramsay & Son Co., Montreal.

Glass Cutters
Goodell-Pratt Co., Greenfield, Mass.

Glass Benders
Toronto Plate Glass Importing Co., Toronto

Glaziers' Diamonds
Cushman Motor Works, Ltd., Winnipeg, Man.
A. Ramsay, Son & Co., Montreal, Que.
Sharrett & Newth, London, Eng.
A. Shaw & Son, London, Eng.

Gloves
Hamilton-Carhartt Co., Toronto.

Granaries, Portable, Metallic
Pedlar People Ltd., Oshawa, Ont.
Metallic Roofing Co., Toronto and Winnipeg.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Greases
Prairie City Oil Co., Ltd., Winnipeg, Man.

Grinders, Hand and Power
American Grinder Mfg. Co., Milwaukee, Wis.
The Carborundum Co., Niagara Falls, N.Y.
Merchants Hardware Specialties, Ltd., Calgary, Alta.

Grindstones
The Carborundum Co., Niagara Falls, N.Y.
Cleveland Stone Co., Cleveland, Ohio.

Grindstone Fixtures
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Grinding Wheels
American Grinder Mfg. Co., Milwaukee, Wis.
The Carborundum Co., Niagara Falls, N.Y.

Guns
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.
Harrington & Richardson Arms Co., Worcester, Mass.
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.

Gunsights
Marble Arms & Mfg. Co., Gladstone, Mich.

Hack Saws
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.
National Machinery & Supply Co., Hamilton.
Victor Saw Works, Ltd., Hamilton, Ont.

Hack Saw Blades
Diamond Saw & Stamping Wks., Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Henry Disston & Sons, Ltd., Toronto.
Victor Saw Works, Ltd., Hamilton, Ont.

Hack Saw Frames
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn
Henry Disston & Sons, Ltd., Toronto.
Goodell-Pratt Co., Greenfield, Mass.
National Machinery & Supply Co., Hamilton.
L. S. Starrett Co., Athol, Mass.

Hack Saw Machines
Diamond Saw & Stamping Wks., Buffalo, N.Y
Goodell-Pratt Co., Greenfield, Mass.
Victor Saw Works, Hamilton.

Halters
G. L. Griffith Son, Stratford, Ont.
Johnson Halter Co., Sarnia, Ont.
R. R. Kinread, Winnipeg, Man.

Hammers
Canada Foundries & Forgings, Brockville.
Stanley Rule & Level Co., New Britain, Conn.

Hammocks
Galt Robe Co., Galt, Ont.

Hand Drills
Goodell-Pratt Co., Greenfield, Mass.

Handles
J. H. Steel Mfg. Co., St. Thomas, Ont.

Hand Pulls
North Bros. Mfg. Co., Philadelphia, Pa.

Hanger Door
Allith Mfg. Co., Hamilton, Can.
Realty Bros., Ltd., Fergus.
Can. Foundries & Forgings, Ltd., Brockville, Ont
Canada Steel Goods Co., Hamilton, Can.
Cushman Motor Work, Ltd., Winnipeg, Man.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
National Machinery & Supply Co., Hamilton.
National Mfg. Co., Sterling Ill.
F. E. Myers & Bro., Ashland, Ohio.
The Stanley Works, New Britain, Conn
Taylor-Forbes Co., Guelph, Ont.
Toronto Lock Mfg. Co., Toronto.

Hangers, Door and Track
Allith Mfg. Co., Hamilton, Can.
Realty Bros., Fergus, Ont.
Canada Steel Goods Co., Hamilton
Cushman Motor Work, Ltd., Winnipeg, Man.
National Mfg. Co., Sterling Ill.

Hooks, Hat and Coat
Can. Foundries & Forgings, Ltd., Brockville, Ont

Hangers, Storm, Sash and Screen
National Mfg. Co., Sterling Ill.
The Stanley Works, New Britain, Conn

Hand Taps
Wells Bros. Co. of Canada, Galt.

Handscrews
National Machinery & Supply Co., Hamilton.

Harness
Samuel Trees & Co., Toronto.

Hardware Specialties
Belleville Hardware Mfg. Co., Belleville, Ont.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Lyons & Marks, Toronto.
Louis McLain Co., Ltd., Winnipeg, Man.
Metal Specialties Mfg. Co., Chicago, Ill.
National Mfg. Co., Sterling Ill.
Stratford Brass Co., Ltd., Stratford, Ont.
Taylor-Forbes Co., Guelph, Ont.
Toronto Lock Mfg. Co., Toronto.

Hardware Fixtures
Duluth Show Case Co., Duluth, Minn.

Hardware Shelving
Duluth Show Case Co., Duluth, Minn.

Hardware Store Fittings
Stratford Brass Co., Ltd., Stratford, Ont.

Hatchets
Canada Foundries & Forgings, Ltd., Brockville, Ont.
Marble Arms & Mfg. Co., Gladstone, Mich.

Hasps
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton.
National Mfg. Co., Sterling Ill.

Headlights, Auto
Canadian Lamp & Stamping Co., Ford, Ont.

Heaters
Beauchamp, J. E., Montreal.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.

Hinges, Strap and Tee
Canada Steel Goods Co., Hamilton, Can.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
National Mfg. Co., Sterling, Ill.

Hinges, Adjustable Ball
Toronto Lock Mfg. Co., Toronto.

Hockey Sticks
J. H. Still Mfg. Co., St. Thomas.
St. Mary's Wood Specialty Co., St. Mary's, Ont.

Hoes
Ward & Payne, Sheffield, Eng.

Hoists
Manitoba Bridge & Iron Works, Ltd., Winnipeg.

Hones
American Hone Co., Winnipeg, Man.

Horse Singers
Collins Mfg. Co., Toronto.

Hones, Razor
The Carborundum Co., Niagara Falls, N.Y.

Horse Covers, Rubber
Canadian Consolidated Rubber Co., Montreal.

Horse Nails
C. Kloepper, Limited, Toronto, Ont.

Horse Shoes
D. Ackland & Son, Winnipeg.
C. Kloepper, Limited, Toronto, Ont.
Steel Co. of Canada, Ltd., Hamilton.
Wilkinson & Kompass, Hamilton.

Hose, Fittings and Supplies
Canadian Consolidated Rubber Co., Montreal.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Empire Mfg. Co., London, Ont.
Lewis Bros., Ltd. Montreal.
Jas. Morrison Brass Mfg. Co., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Hollow Ware
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Ice Scrapers
James Bros. Co., Perth, Ont.

Ice Cream Freezers
Wm. Crane & Sons Co., Ltd., Newmarket, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.

Implement Repairs
D. Ackland & Son, Ltd., Winnipeg.

Incubators
Collins Mfg. Co., Toronto.
Cushman Motor Works, Ltd., Winnipeg, Man.

Indicators, Speed
H. Disston & Son, Ltd., Toronto.
L. S. Starrett Co., Athol, Mass.

Injectors, Automatic
Jas. Morrison Brass Mfg. Co., Toronto.

Instruments of Precision
L. S. Starrett Co., Athol, Mass.

Iron Enamels
Boston Varnish Co., Everett Station, Boston, Mass.

Iron Boaries
J. E. Beauchamp & Co., Montreal.

Iron, Corrugated
Baines & Peckover, Toronto.
Canada Metal Co., Toronto.
Metallic Roofing Co., Toronto and Winnipeg.

Iron Handles
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Iron and Steel Bars
Baines & Peckover, Toronto.
Thos. Birkett & Son Co., Ltd., Ottawa.
Can. Rolling Mills Co., Ltd., Montreal, Que.
Caverhill, Learmont & Co., Montreal.
Dominion Iron & Steel Co., Sydney, N.S.
A. C. Leslie & Co., Ltd., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
Lewis Bros., Ltd., Montreal.
London Rolling Mills, London, Ont.
Manitoba Bridge & Iron Works, Winnipeg, Man.
Nova Scotia Steel Co., New Glasgow, N.S.
Toronto Lock Mfg. Co., Toronto.

Iron and Steel, Structural
Baines & Peckover, Toronto.

Irons
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Irons, Gas and Gasoline
Merchants Hardware Specialties, Ltd., Calgary, Alta.
National Stamping & Electric Works, Chicago.
Royal Iron Mfg. Co., Big Prairie, Ohio.

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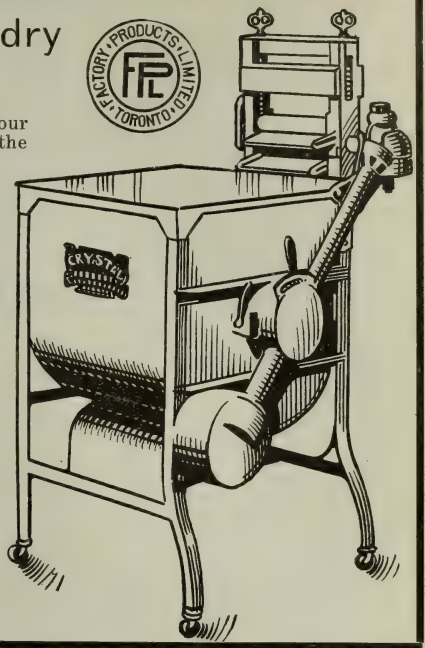
When you put a Crystal Washer and Wringer on your floor you offer the families of your district all the washing equipment they need in one compact unit.

Washer and Wringer are connected to the one motor, and can be operated together or independently. Wringer is adjustable to three positions.

Thorough cleansing without slightest damage to even finest laces is accomplished in the "Crystal" perforated zinc cylinder. This cylinder, revolving at high speed, forces water, steam, suds and air through the meshes of the cloth, removing every particle of dirt without subjecting the fabric to wear and tear.

The time-saving, power-saving, space-saving, clothes-saving features of the "Crytsal" are readily recognized and present their own forceful sales arguments.

It is easier to sell a "Crystal" than an ordinary washer, and it's more profitable.



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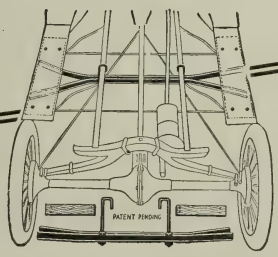

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an attachment that will make all Ford owners in your territory sit up and take notice. You will profit by getting in now and selling the

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THE BUYERS' GUIDE

Jack Planes
National Machinery & Supply Co., Hamilton.

Jack Screws
Canada Foundries & Forgings, Brockville, Ont.

Japans
Boston Varnish Co., Everett Station, Boston, Mass.

Kettles
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Keyhole Saws
Bridgeport Hardware Co., Bridgeport, Conn.

Kitchen Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.

Kitchen Ware, Transparent
Corning Glass Works, Corning, N.Y.

Knife Sharpeners
J. E. Beauchamp & Co., Montreal.

Knives, Pocket and Table
Geo. Butler & Co., Ltd., Sheffield, Eng.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
James Hutton & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Merchants Hardware Specialties, Ltd., Calgary, Alta.

Knives, Sportsmen's
Marble Arms & Mfg. Co., Gladstone, Mich.

Knives, Putty
Bridgeport Hardware Co., Bridgeport, Conn.

Ladders, Step, Extention, Store, etc.
Beatty Bros., Ltd., Fergus, Ont.
John Calender Mfg. Co., St. Paul, Minn.
Milbradt Mfg. Co., St. Louis, Mo.
Evan L. Reed Mfg. Co., Sterling, Ill.

Lath, Metallic
Baines & Peckover, Toronto.
Metallic Roofing Co., Toronto and Winnipeg.

Lamps, Nitrogen and Tungsten
Basters Jackson Co., Toronto.
The Canadian Laco-Philips Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Churton & Taylor, Toronto.

Lamp Black
L. Martin Co., New York, N.Y.
A. Ramsay & Son Co., Montreal.
Wilkes-Martin-Wickes Co., New York.

Lamp Chimneys
Walter Woods & Co., Hamilton.

Lamp Coloring and Frosting
Great West Electric Co., Ltd., Winnipeg, Man.
Spielmann Agencies, Ltd., Montreal.

Lamps, Bicycle and Automhobile
Dominion Battery Co., Ltd., Toronto, Ont.

Lamps, Lanterns, Electric, Hand
Canadian General Electric Co., Toronto.
Canadian National Carbon Co., Toronto.
Dominion Battery Co., Toronto.
Interstate Electric Novelty Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Spielmann Agencies, Montreal.

Lamps, Tungsten
Canadian Laco-Philips Co., Toronto.
Canadian Tungsten Lamp Co., Hamilton, Ont.

Lamps, Nitrogen
Canadian Laco-Philips Co., Toronto.
Canadian Tungsten Lamp Co., Ltd., Hamilton, Toronto, Montreal, Winnipeg.

Lamps and Lanterns, Gasoline and Kerosene
National Stamping & Electric Works, Chicago, Ill.
Powerlight Co., Winnipeg, Man.

Lanterns, Oil
Thos. Davidson Mfg. Co., Montreal.
Ontario Lantern & Lamp Co., Hamilton, Ont.
Schultz Mfg. Co., Hamilton, Can.
E. T. Wright Co., Hamilton, Ont.

Latches
Can. Foundries & Forgings, Ltd., Brockville, Ont.
National Mfg. Co., Sterling, Ill.

Laundry Tubs, Iron, Plate, Cement
Empire Mfg. Co., London, Ont.

Lawn Swings
J. E. Beauchamp & Co., Montreal.

Lawn Mowers
Canada Foundries & Forgings, Ltd., Brockville.
Clipper Lawn Mower Co., Dixon, Ill.
Milbradt Mfg. Co., Sterling, Ill.
Taylor-Forbes Co., Guelph, Ont.
S. P. Townsend & Co., Orange, N.J.

Lead, Black
John Orkey & Sons, London, Eng.

Leather Belting and Soles
Beardmore & Co., Toronto.

Lead, Sheets and Pipe
Canada Metal Co., Toronto.
Empire Mfg. Co., London, Ont.
Hoyt Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

Lead Traps and Bends
Canada Metal Co., Toronto.
Empire Mfg. Co., London and Toronto.
Hoyt Metal Co., Toronto.

Lace Leather
Wm. Taylor, Parry Sound, Ont.

Lead Washers
Canada Metal Co., Ltd., Toronto.

Lens
McKee Glass Co., Buffalo, N.Y.
Stopglare Co., Hamilton, Can.

Levels
H. Disston & Sons, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

Level Glasses
Stanley Rule & Level Co., New Britain, Conn.

Lines, Wire, Clothes
Walter Woods & Co., Hamilton.
Western Wire & Nail Co., London.

Linoleum Finishes
Boston Varnish Co., Everett Station, Boston, Mass.

Linseed Oil
Brandram-Henderson, Montreal.
Dominion Linseed Oil Co., Baden and Toronto.
R. C. Jamieson & Co., Ltd., Montreal.
Prairie City Oil Co., Winnipeg, Man.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Ltd., Montreal.

Lumber Tools
Canadian Warren Axe & Tool Co., St. Catharines, Ont.
Thos. Fink & Co., Pembroke, Ont.

Mantles, Gas
Hamilton Gas Mantle Co., Hamilton, Can.

Marine Brass Work
Empire Mfg. Co., London, Ont.

Matches
E. B. Eddy Co., Hull, Que.

Mauls
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Meat Choppers
Landers, Frary & Clark, New Britain, Conn.

Metal Boxes and Drawers
Cameron & Campbell, Toronto.

Metals, Expanded
Baines & Peckover, Toronto, Ont.

Metals, Expanded, Ingot, Sheet, Tubes, etc.
Atlas Metals & Alloys Co., Montreal.
Baines & Peckover, Toronto.
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
Tallman Brass & Metal Co., Hamilton, Can.
A. C. Leslie & Co., Montreal.
Empire Mfg. Co., London, Ont.

Metallic, Ceilings, Walls, Roofing, Skylights, Siding, Cornices, Ventilators, Valley Windows, Doors, etc.
Metallic Roofing Co., Toronto.
Pedlar People, Oshawa, Ont.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Menders, Utensils
Collette Mfg. Co., Collingwood.
H. Nagle Co., Montreal.

Meters
Canadian General Electric Co., Toronto.

Menders, Graniteware, Pot and Pan
Vol-Peek Mfg. Co., Montreal.

Micrometers
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.
Canadian Fairbanks-Morse Co., Ltd., Montreal.

Milling Cutters
Pratt & Whitney Co., Ltd., Dundas.

Milk Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.

Mirrors
Leeks & Potts, Ltd., Hamilton, Ont.
Toronto Plate Glass Importing Co., Toronto.

Mitre Boxes
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Mitre Box Saws
H. Disston & Sons, Ltd., Toronto.

Molasses Gates
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Mops
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Motor Trucks
Ford Motor Co., Ford Ont.

Motors
Canadian General Electric Co., Ltd., Toronto.

Motor Cycles
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.

Motor Generators
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal.

Nails, Wire
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Colonial Wire Mfg. Co., Ltd., Montreal.
H. S. Howland, Sons & Co., Toronto.
Laidlaw Bale Tie Co., Ltd., Hamilton.
Lewis Bros., Ltd., Montreal.
Steel Co. of Canada, Ltd., Hamilton, Ont.
Parmenter & Bulloch, Gananoque, Ont.
Western Wire & Nail Co., London.

Nail Pullers
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Nails, Horse Shoe
Steel Co. of Canada, Ltd., Hamilton, Ont.

Neckyokes
Gregg Mfg. Co., Ltd., Winnipeg, Man.

Oil Cans
Cannon Oiler Co., Keithsburg, Ill.

Oil Cake and Meal
Dominion Linseed Oil Co., Toronto.

Oil, Coal
Imperial Oil Co., Toronto.

Oils, Cylinder
Prairie City Oil Co., Winnipeg, Man.

Oil Hole Covers
Canadian Winkley Co., Windsor.

Oil, Motor, Road, Harness, Neatsfoot, Separator and gas Engine
Prairie City Oil Co., Ltd., Winnipeg, Man.

Oil Stoves
Thos. Davidson Mfg. Co., Ltd., Montreal.

Oil Tanks and Pumps
S. F. Bowser & Co., Inc., Toronto, Can.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Oilers
Cannon Oiler Co., Keithsburg, Ill.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Orange Derinders
J. E. Beauchamp & Co., Montreal.

Ornamental Tile Roofings
Metallic Roofing Co., Toronto and Winnipeg.

Ornaments, Pressed Zinc
Metallic Roofing Co., Toronto and Winnipeg.

Ornamental Fence
Banwell Hoxie Wire Fence Co., Ltd., Hamilton.
McGregor, Banwell Fence Co., Ltd., Walkerville.

Ornamental Gates
McGregor, Banwell Fence Co., Ltd., Walkerville.

Packings
Consumers Cordage Co., Montreal.
Jenkins Bros., Ltd., Montreal.
Scythes, Ltd., Toronto.

Paint, Ready Mixed, Barn, Roof, Flat Wall, Concrete, Floor, Cement, Aluminum, Marine
Brandram-Henderson, Ltd., Montreal.
Canada Paint Co., Montreal.
R. C. Jamieson & Co., Montreal.
Imperial Varnish & Color Co., Toronto.
Lowe Bros, Ltd., Toronto.
Martin-Senour Co., Montreal.
McArthur-Irwin, Ltd.
The Ottawa Paint Works, Ottawa.
A. Ramsay & Son Co., Montreal.
Sanderson, Pearcy Co., Ltd., Toronto.
Standard Paint & Varnish Co., Ltd., Windsor, Ont.
Sherwin-Williams Co., Montreal.
G. F. Stephens Co., Winnipeg.
Benjamin Moore & Co., Toronto.

Paint Brushes
Boeckh Bros., Toronto.
Meakins & Sons, Hamilton.
T. S. Simms & Co., St. John, N.B.

Paint and Varnish Remover
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Martin-Senour Co., Ltd., Montreal.
Sherwin-Williams Co., Montreal.
A. Ramsay & Son Co., Montreal.

Paper Balers
Climax Baler Co., Hamilton.
Spielmann Agencies, Montreal.

Parcel Carriers
Gipe-Hazard Store Service Co., Montreal.

Paris Green
Canada Paint Co., Montreal.
McArthur Irwin, Montreal.
Sherwin-Williams Co., Montreal.

Paper Bags
Walter Woods & Co., Hamilton.

Paper, Wrapping
Walter Woods & Co., Hamilton.

Packing Rubber
Canadian Consolidated Rubber Co., Montreal.
Dunlop Tire & Rubber Co., Toronto.
Gutta Percha & Rubber Co., Ltd., Toronto.

Pads
D. Ackland & Sons, Winnipeg.

Pads for Horses
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto.

Pails
Thos. Davidson Mfg. Co., Ltd., Montreal.
Soren Bros., Toronto.

Pails, Wooden
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Perforated Sheet Metals
B. Greening Wire Co., Ltd., Hamilton.

Percolators, Coffee
Canadian General Eletric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man
Landers, Frary & Clark, New Britain, Conn.
Northern Electric Co., Ltd., Montreal.

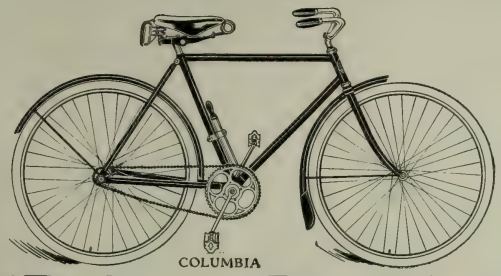
Pick Handles
J. H. Gill Mfg. Co., St. Thomas, Ont.

Pickling Machines
Cushman Motor Works, Ltd., Winnipeg, Man.

Pistols
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.

Phosphor Tin and Copper
Canada Metal Co., Ltd., Toronto.

Phonographs
Canadian Phonograph & Sapphire Disc Co., Winnipeg, Man.
Dominion Sewing Machine-Phonograph Co., Winnipeg



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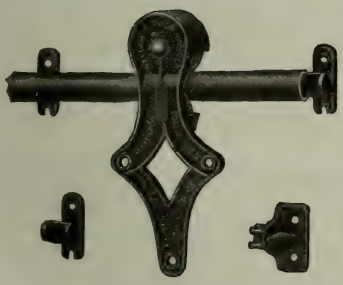

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Bring Repeat Business With Never a Dissatisfied Customer.

With greater production comes the urgent need for greater protection of the harvested crop. This means more buildings, more doors, more door hangers—More sales of "Reliable" Door Hangers, for they are well known to rural builders.

The "Reliable" is, as its name implies, reliable under all conditions. It is practically "unbreakable" and cannot come off the track, always runs.

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We Guarantee Every Reliable Hanger

We make a full line of door hangers, including square and round trolley track and fire door fittings that are labelled under the direction of the National Board of Fire Underwriters. We also manufacture locks and builders' hardware. We invite enquiry.

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THE BUYERS' GUIDE

Pig Iron
A. C. Leslie & Co., Ltd., Montreal
Nova Scotia Steel Co., New Glasgow, N.S.
Steel Co. of Canada, Ltd., Hamilton

Pins, Escutcheon
Parmenter & Bulloch, Gananoque

Pipe Cutters (Stand)
Trimont Mfg. Co., Roxbury (Boston), Mass.

Pipe Stocks and Dies
Wells Bros. Co., of Canada, Ltd., Galt

Pipe, Black and Galvanized
American Rolling Mills, Middletown, Ohio.
Canada Metal Co., Toronto
Canadian Tube & Iron Co., Ltd., Montreal
Caverhill, Learmont & Co., Montreal.
Empire Mfg. Co., London, Ont.
Steel Co. of Canada, Ltd., Hamilton
Thos. Davidson Mfg. Co., Ltd., Montreal.
Lewis Bros., Ltd., Montreal
Pease Foundry Co., Ltd., Toronto

Pipe, Galvanized, Conductor
Metallic Roofing Co., Toronto and Winnipeg
Pedlar People, Ltd., Oshawa
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg
Winnipeg Steel Granary Co., Winnipeg.

Pipe, Lead
Canada Metal Co., Toronto
Hoyt Metal Co., Toronto

Pipe, Stove
Collins Mfg. Co., Toronto
Soren Bros., Toronto

Pipe, Rain Water Conductor
Canada Metal Co., Toronto
Metallic Roofing Co., Toronto

Pliers, Cutting
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Pliers, Combination
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Goodell-Pratt Co., Greenfield, Mass.

Plowshares
D. Ackland & Son, Winnipeg

Plugs, Rubber
Canadian Consolidated Rubber Co., Montreal

Plumbers' Tools
Empire Mfg. Co., London, Ont.

Planes
Caverhill, Learmont & Co., Montreal
National Machinery & Supply Co., Hamilton.
Stanley Rule & Level Co., New Britain, Conn.

Plates, Plain and Chequererd
Baines & Peckover, Toronto.

Polishes
Buffalo Specialty Co., Buffalo, N.Y.
Channel Chemical Co., Toronto.

Polishing Heads
Goodell-Pratt Co., Greenfield, Mass.

Polishes, Knife
Jno. Oakey & Sons, London, Eng.

Poles, Electric Light
Northern Electric Co., Montreal

Pole Line Material
Canadian General Electric Co., Ltd., Toronto
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal
Pedlar People Ltd., Oshawa
Metallic Roofing Co., Toronto and Winnipeg.

Portable Coal Baskets
Toronto Lock Mfg. Co., Toronto.

Poultry Netting
Thos. Birkett & Son Co., Ltd., Ottawa.
A. C. Leslie & Co., Ltd., Montreal
B. Greening Wire Co., Ltd., Hamilton.

Poultry Leg Bands
Rideau Specialty Co., Smith's Falls, Ont.

Pulls
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Pumps
Beatty Bros., Ltd., Fergus
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Empire Mfg. Co., London, Ont.
R. McDougall Co., Ltd., Galt.
F. E. Myers & Bro., Ashland, Ohio.

Pump Oilers
Cannon Oiler Co., Keithsburg, Ill.

Punches, Centre Drive, etc.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.

Punches, Ticket
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Putty
Brandram-Henderson, Montreal.
R. C. Jamieson & Co., Ltd., Montreal
Canada Paint Co., Montreal
Benjamin Moore & Co., Ltd., Toronto
A. Ramsay & Son Co., Montreal
Steel Co. of Canada, Ltd., Hamilton
G. F. Stephens & Co., Winnipeg
Sherwin-Williams Co., Montreal

Pneumatic Tubes
Gipe Hazard Store Service Co., Toronto

Pulleys
Canada Foundries & Forgings, Brockville

Quoits
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Racks, Hay
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Radiators
Empire Mfg. Co., London, Ont.

Radiator Valves
Jenkins Bros., Ltd., Montreal

Railings, Brass
Jas. Morrison Brass Mfg. Co., Toronto

Rakes
Doust Specialty Co., Toronto.
Ward & Payne, Sheffield, Eng.

Razors
Auto-Strop Safety Razor Co., Toronto
Geo. Butler & Co., Ltd., She..eld, Eng.
Caverhill, Learmont & Co., Montreal
James Hutton & Co., Montreal
Gillette Safety Razor Co., Ltd., Montreal
Landers, Frary & Clark, New Britain, Conn.
Wilkinson Sword Co., Sheffield, Eng.

Reamers
Pratt & Whitney Co., Ltd., Dundas
Butterfield & Co., Rock Island, Que.

Ratchet Drills
Goodell-Pratt Co., Greenfield, Mass.

Reciprocating Drills
Goodell-Pratt Co., Greenfield, Mass.

Refrigerators
Thos. Davidson Mfg. Co., Ltd., Montreal.
Renfrew Refrigerator Co., Renfrew, Ont.
Soren Bros., Toronto

Refrigerator Hardware
Toronto Lock Mfg. Co., Toronto.

Registers
Barton Netting Co., Ltd., Windsor, Ont.
Canada Foundries & Forgings, Brockville
Enterprise Mfg. Co., Sackville, N.B.
Jas. Stewart Mfg. Co., Woodstock, Ont.

Rifles
Harrington & Richardson Arms Co., Worcester, Mass.

Rivets
Parmenter Bulloch Co., Gananoque, Ont.

Roadlighters
C. A. Shaler Co.

Roofing, Ready
Bird & Son, Hamilton, Can.
Bishopric Wall Board Co., Ltd., Ottawa, Ont.
Thos. Birkett & Son Co., Ltd., Ottawa.
Brantford Roofing Co., Ltd., Brantford, Ont.
Canadian Roofing Co., Ltd., Windsor, Ont.
Standard Paint Co., of Canada, Ltd., Montreal.

Rules
Jas. Chesterman & Co., She..eld, Eng.
Lufkin Rule Co., Windsor, Ont.
L. S. Starrett Co., Athol, Mass.

Saws, Hand and Circular
E. C. Atkins Co., Hamilton, Can.
Henry Disston & Sons, Toronto.
Simonds Canada Saw Co., Montreal.

Scoops
Canadian Shovel & Tool Co., Hamilton, Can.

Screws
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Screw and Bolt Cases
Duluth Show Case Co., Duluth, Minn.

Screw Machines
Stratford Brass Co., Ltd., Stratford, Ont.

Shades, Electric
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Sheets, Galvanized and Black
American Rolling Mills, Middleton, Ohio.
Baines & Peckover, Toronto.
A. C. Leslie & Co., Montreal, Que.
Dominion Sheet Metal Co., Hamilton.
M. & L. Samuel Benjamin Co., Toronto.
B. & S. H. Thompson, Montreal, Que.

Shovels
Canadian Shovel & Tool Co., Hamilton, Can.

Show Cases
Duluth Show Case Co., Duluth, Minn.

Silo Lugs
Otterville Mfg. Co., Otterville, Ont.

Sinks
Can. Foundries & Forgings, Ltd., Brockville, Ont
Empire Mfg. Co., London, Ont.

Silver Plated Ware
Canadian Wm. A. Rogers Co., Toronto.
Oneida Community, Ltd., Niagara Falls, Ont.

Solder
Canada Metal Co., Toronto
Empire Mfg. Co., London and Toronto
Hoyt Metal Co., Toronto
Northern Electric Co., Montreal
Owl Metal Co., Ltd., Winnipeg
Geo. W. Reed, Montreal
Tallman Brass & Metal Co., Hamilton, Ont.

Soldering Paste
Canada Metal Co., Toronto
Great West Electric Co., Ltd., Winnipeg, Man.

Solderall
Thos. Davidson Mfg. Co., Ltd., Montreal.

Soap Dishes
Kinzinger Bruce & Co., Niagara Falls, Ont.

Spades
Canadian Shovel & Tool Co., Hamilton, Ont.
Eric Iron Works, St. Thomas, Ont.

Spark Plugs
Canadian Carbon Co., Ltd., Toronto
Canada Cycle & Motor Co., Ltd., Weston, Ont.
Canada Sales Co., Toronto, Can.
Great West Electric Co., Ltd., Winnipeg, Man.
Champion Spark Plug Co., Windsor, Ont.
Dominion Battery Co., Ltd., Toronto, Ont.
Eclipse Mfg. Co., Indianapolis, Ind.
W. T. Evans, 1694 St. Urbain St., Montreal
Hyslop Bros., Toronto
Interstate Electric Novelty Co., Montreal
Northern Electric Co., Ltd., Toronto
Sharp Spark Plug Co., Cleveland, Ohio.

Spiders
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Spoke Shaves
Stanley Rule & Level Co., New Britain, Conn.

Sponge Baskets
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Sprayers
Collins Mfg. Co., Toronto
Thos. Davidson Mfg. Co., Ltd., Montreal.
Eureka Planter Co., Woodstock

Springs
B. J. Coghlin Co., Ltd., Montreal, Que.

Spring Dies
Wells Bros. Co. of Canada, Galt

Stable Fittings
Beatty Bros., Fergus, Ont.
Canada Foundries & Forgings, Brockville.
Toronto Lock Mfg. Co., Toronto.

Store Fixtures
Cameron & Campbell, Toronto.
Milbradt Mfg. Co., Sterling, Ill.
Walker Bin & Store Fixture Co., Kitchener, Ont.

Stoves
Burrow, Stewart & Milne, Hamilton, Can.
Canada Foundries & Forgings, Brockville.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Enterprise Foundry Co., Sackville, N.B.
Findlay Bros., Carleton Place
Gurney Foundry Co., Toronto
Hoosier Stove Co., Marion, Ind.
McClary Mfg. Co., London, Ont.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
Record Foundry & Machine Co., Moncton, N.B.
Jas. Stewart Mfg. Co., Ltd., Woodstock

Stoves, Fireless Cook
Louis McLain Co., Ltd., Winnipeg, Man.

Stoves, Gasoline
National Stamping & Electric Works, Chicago

Stove Lining
Geo. W. Reed, Montreal.

Stove Pipe
Collins Mfg. Co., Toronto
Thos. Davidson Mfg. Co., Ltd., Montreal.

Stretchers, Wire
Banwell Hoxie Wire Fence Co., Ltd., Hamilton
Merchants Hardware Specialties, Ltd., Calgary, Alta.

Steel, Reinforcing
Baines & Peckover, Toronto.
Canadian Rolling Mills Co., Ltd., Montreal
Canadian Tube & Iron Co., Ltd., Montreal
London Rolling Mill Co., London, Ont.
Manitoba Rolling Mills Co., Winnipeg

Steel, Strip
Baines & Peckover, Toronto, Ont.
Dominion Sheet Metal Co., Ltd., Hamilton

Stencils and Ink
Hamilton Stamp & Stencil Co., Hamilton

Steamers and Boilers
Thos. Davidson Mfg. Co., Ltd., Montreal.

Steel Bending Brakes
Steel Bending Brake Works, Chatham

Steel, Mild, Sleigh Shoe, Tire
Baines & Peckover, Toronto, Ont.
Canadian Rolling Mills Co., Ltd., Montreal
Canadian Tube & Iron Co., Ltd., Montreal
London Rolling Mill Co., London, Ont.
Manitoba Rolling Mills Co., Winnipeg
Steel Co. of Canada, Hamilton

Stains
Brandram-Henderson, Montreal
Canada Paint Co., Ltd., Montreal
Dougall Varnish Co., Ltd., Montreal
The Lowe Bros. Co., Toronto
R. C. Jamieson & Co., Ltd., Montreal
Martin-Senour Co., Ltd., Montreal
McArthur-Irwin, Ltd.
Benjamin Moore & Co., Ltd., Toronto
A. Ramsay & Sons Co., Montreal
The Ottawa Paint Works, Ottawa.
Sanderson Pearcy & Co., Toronto.
Sherwin-Williams Co., Montreal
Standard Paint & Varnish Co., Windsor Ont.
Seybolt Agencies Ltd., Montreal
G. F. Stephens & Co., Winnipeg

Staples
Canada Steel Goods Co., Hamilton
Laidlaw Bale-Tie Co., Ltd., Hamilton
National Mfg. Co., Sterling, Ill.
Steel Co. of Canada, Ltd., Hamilton
Western Wire & Nail Co., London

Stays, Friction
Toronto Lock Mfg. Co., Toronto.

Stools
Evan L. Reed Mfg. Co., Sterling, Ill.

STUCCO BOARD
Bishopric Wall Board Co., Ltd., Ottawa, Ont.

Sweat Pads
American Pad & Textile Co., Chatham
Burlington Windsor Blanket Co., Toronto.

Switches, Switchboards
Canadian General Electric Co., Ltd., Toronto
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal.

Supply Pipes, Iron and Brass, Bath and Basin
Empire Mfg. Co., London, Ont.

Talking Machines
Dominion Sewing Machine & Phonograph Co., Winnipeg

SAMUEL TREES & COMPANY, LIMITED

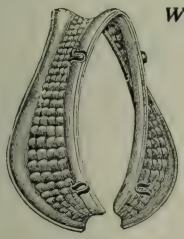
TORONTO Factories: WHITBY, Ontario

Special Spring Offerings

HARNESS DEPARTMENT

3 Special Numbers Team Harness

One Number		Retail Prices
1	Pad Harness With Heel Chain Traces	$39.00
3	Pad Harness with Leather Hame Tugs, good quality leather	$54.00
5	Layer Trace Heel Chain Harness with Good Pads	$47.00



Write for Discounts

We also Handle

HORSE COLLARS

SWEAT PADS

SUMMER HORSE GOODS

We Solicit the Enquiries of the General Hardware Trade. Write for Prices and Discounts

MOTOR DEPARTMENT

WE SPECIALIZE ON CERTAIN SUPPLIES

1 Standard and Partridge Tires, Interliners, Rimck Patches, Blow Out Patches, Lace On Patches

2 **MOTOR ROBES** A Big Range of Chase and the Famous Stroock Plush Rugs

3 **TIRE CHAINS** Victory, Imperial, Dreadnought, Special Sets Emergency Chains

4 Auto Body Dressings, Sponges, Lenses, Fan Belts, Belting, Curtains, Belts and Straps

E. Roy, 65½ St. Andre St., Montreal, Que.

C. C. Cartwright, 35 Water St., Winnipeg, Man.

4 Good Reasons ---READ 'EM!

Why you should sell Rolled Thread Bolts and Screws:

BETTER QUALITY—Rolled Thread Bolts can only be made from first quality Basic Open-Hearth Stock.

STRONGER—Actual tests show 13 per cent. greater strength than Cut Thread Bolts.

NO USELESS WEIGHT—Shanks are **smaller** than threads. No useless weight to pay freight on.

BIG FIRMS ADOPTING THEM—Some of the largest users on the continent will accept nothing else—and they always investigate before acting.

THE NORTHERN BOLT, SCREW AND WIRE COMPANY, LIMITED - OWEN SOUND, ONT.

Consult Hardware and Metal Buyers' Guide

If what you want isn't advertised in this issue, consult our Buyers' Directory. If it isn't listed in our Directory, write us and we will give you the information.

MARTIN-SENOUR
PAINTS AND VARNISHES

MADE IN CANADA—SOLD ON MERIT

UNSURPASSED QUALITY
COMBINED WITH
STRONGEST SELLING SERVICE

Some of the effective selling helps now being used for the benefit of our Dealer Agents are

POSTER SHOWING. Our new 24 sheet poster, lithographed in attractive colors, is now being featured on every available bill board throughout Canada, thus keeping the name of Martin-Senour before the eyes of millions of paint and varnish users during the whole of the Clean up and Paint up Season.

CONSPICUOUS ADVERTISEMENTS are now appearing in the widest range of newspapers, magazines, farm and religious journals ever used by any paint manufacturer in Canada. Each advertisement is large enough to dominate the page on which it appears, and wherever possible in our newspaper advertising the name of our Dealer Agent is incorporated in the advertisement appearing in his local paper.

CONSUMER MAILING CAMPAIGN, reaching thousands of actual paint prospects, is now being carried out. By this means a unique and attractive mailing feature is being sent direct to home owners from lists supplied by our Dealer Agents. Every piece of mailing for each district is printed with the name of our Dealer Agent in that locality, directly linking up his store with our publicity, and thus putting him in touch with every paint prospect in his vicinity.

WINDOW TRIMS of attractive design and coloring have been supplied to every Martin-Senour Dealer Agent, and are now being used to excellent advantage by them in connecting up their stores with our nation wide publicity campaign.

Martin-Senour Dealer Agents are at present cashing in on these and many other effective selling helps supplied by us. The opportunity of reaping the same benefits is yours if you will decide to become the Martin-Senour Dealer Agent for your locality.

Any time is a good time to accept our Proposition. The best time is NOW.

MARTIN-SENOUR 100% PURE PAINT & VARNISHES

The MARTIN-SENOUR Co.
LIMITED
PRODUCERS OF PAINTS AND VARNISHES
WINNIPEG VANCOUVER MONTREAL TORONTO HALIFAX

MARTIN-SENOUR SPIC-and-SPAN FINISHES

ASSOCIATED WITH THE INTERNATIONAL VARNISH CO., LIMITED

If interested, tear out this page and keep with letters to be answered.

THE TEST OF TIME

Made in Canada *Used the World Over*

International Varnishes

CANADA'S DISTINCTIVE HIGH GRADE LINE

RECOGNIZED EVERYWHERE FOR SUPERIOR QUALITY

OUR LEADERS

ELASTICA FLOOR FINISH. The one perfect Floor Varnish. Made to withstand hard usage. Protects floors under the most severe wear and frequent washings.

SATINETTE WHITE ENAMEL. The immaculate finish for all high-class interior work. Equally goood for outside use. Produces a surface like choice china, smooth, hard and extremely durable.

LACQUERET. The household Lacquer for renewing all articles of furniture, or for use on old or new interior woodwork, and on floors.

KLEARTONE ACID or OIL STAINS. The most advanced product of this character on the market. The ideal finish for all interior woodwork. Brings out the natural beauty of the grain in the wood.

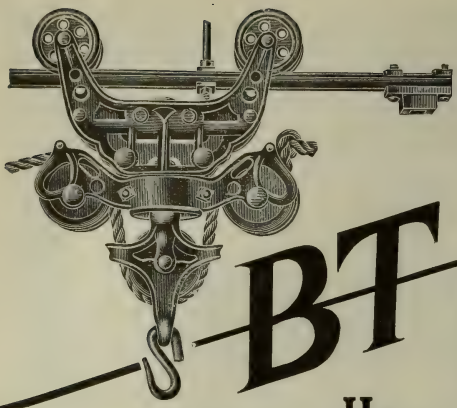
There is a special International Varnish made for every varnishing need, and quality is the first consideration in the manufacture of each and every line. The dealer handling International Varnishes is in the best position to secure the big end of the varnish business in his locality.

NOW IS THE TIME TO REPLENISH YOUR STOCK. MAIL ORDERS RECEIVE OUR PROMPT ATTENTION.

ASSOCIATED WITH THE MARTIN-SENOUR COMPANY, LIMITED

KLEARTONE STAINS ACID OIL — INTERNATIONAL VARNISH CO. LIMITED — SATINETTE ENAMEL

If interested, tear out this page and keep with letters to be answered.



BT Hay Carrier

Will you be one of the unlucky ones?

Last year a number of dealers had to pass up sales of BT Hay Carriers because they didn't get their stock in early enough. Each year sees a greater last-minute rush than the year before, and as a consequence there are not enough carriers to be had when the selling season is actually on.

There is only one safe way to be sure of supplying your customers, and that is by keeping close check on your stock and having sufficient always on hand. Conditions this season will be worse than last on account of the embargo on pig iron. There will be more Hay Carriers wanted and a smaller quantity of raw material from which to make them.

Don't leave yourself in a serious predicament, but act quick. Be prepared.

Beatty Bros., Limited
Fergus, Ont.

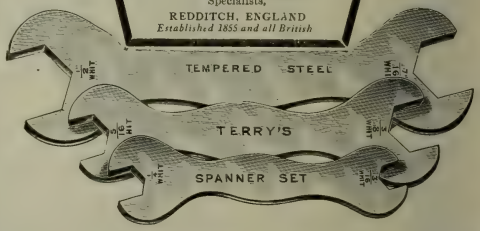
St. John, N.B. Montreal
Winnipeg Edmonton

TERRY'S

PRESSED STEEL SPANNERS

—folding—shifting—box or open-end patterns. Made from high-grade tempered THIN STEEL—best workmanship—accurate to size; with grip range from 5/32" across flats to ½" Whitworth. Special sizes quoted for. Send for samples.

HERBERT TERRY & SONS, LTD.
The Spring and Presswork Specialists,
REDDITCH, ENGLAND
Established 1855 and all British



STONEWARE

Crocks, Churns, Meat Tubs, etc. The ideal container for Eggs, Butter, Pickled Meats and all foodstuffs. Most sanitary, can be kept clean and sweet.

Prices. Packing extra.

Tall crocks, ½ to 6 gallons, per gallon	16c
10 to 12 gallons, per gallon	18c
15 to 20 gallons, per gallon	21c
25 to 30 gallons, per gallon	24c
Low crocks, ½ to 2 gallons, per gallon	15c
Churns and covers, 3 to 6 gallons, per gallon (Dashers extra)	21c
French pots	16c
Milk pans	15c
Jugs	26c
Water kegs, 4-gallon, each	$2.75
" " 5-gallon, each (Faucets included)	3.00
Combinettes covered and handles, per dozen.	6.50

Our stock is large and we can ship promptly.

Ontario Crockery Co.
LONDON, ONT.

If interested, tear out this page and keep with letters to be answered.

CANADA WITCH CO., LTD., VANCOUVER, B.C.
Distributors for Eastern Canada
Supplies, Ltd., Kentsville, N.S.

MILBRADT LADDERS

will pay for themselves in a short time by enabling you to wait on more trade, save the wear and tear on your fixtures and goods, as well as bring the appearance of your store up to date.

Write to J. H. Ashdown Hdwe. Co., Ltd., Winnipeg; Marshall-Wells Co., Ltd., Winnipeg, or direct for catalog giving prices of a large number of styles we manufacture, suitable for all kinds of shelving.

John Calander Mfg. Co.
155 E. 13th Street,
St. Paul, Minn., U.S.A.

MAKING BAR IRON

Wrought Iron is Worked Iron, therefore the more the Iron is worked, the better the quality.

LONDON BAR IRON

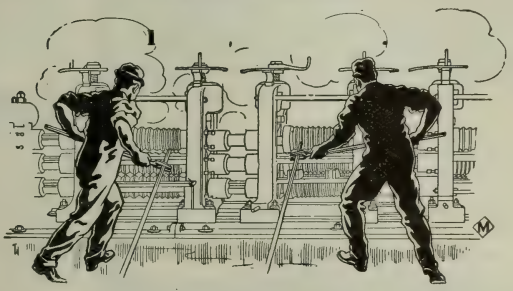
is worked thoroughly with one object in view

The Quality the Consumer Requires

Drop us a line for full particulars and prices

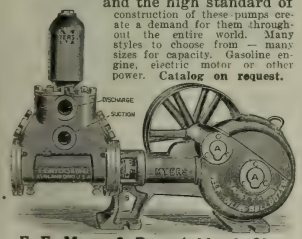
Manitoba--Bissett & Webb, Winnipeg
British Columbia--McPherson & Teetzel, Vancouver

LONDON ROLLING MILL Co., Ltd.
LONDON, CANADA



MYERS POWER PUMPS

The wide range of pumping service and the high standard of construction of these pumps create a demand for them throughout the entire world. Many styles to choose from — many sizes for capacity. Gasoline engine, electric motor or other power. **Catalog on request.**



F. E. Myers & Bro., Ashland, Ohio

SHARRATT & NEWTH'S

GLAZIERS' DIAMONDS are unequaled for cutting and wearing qualities.

To be obtained from Dealers in Glass, Hardware and Painters' Supplies

Agents: A. RAMSAY & SON COMPANY, Montreal

Glaziers' Diamonds

The INFALLIBLE GLAZIER'S DIAMOND

Just the Tool for Inexperienced Glass Cutters

MADE BY

A. SHAW & SON, London, England.

Hale Brothers, Canadian Agents, 3 St. Nicholas St., MONTREAL

NOVA SCOTIA STEEL & COAL CO., Limited,

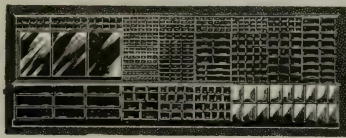
NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL



Wall Cases, Shelving, Display Counters, Nail Bin Counters, Screw Cases—all kinds of Store Fittings.

The quality of our goods is top-notch. Prices right.

CAMERON & CAMPBELL, Limited, Manufacturers
Toronto, Canada

MANUFACTURERS SUPPLIES

Firms advertising in this department are particularly interested in supplying requirements of manufacturers, and solicit their inquiries.

Acme Waste Mfg. Co.

LIMITED

Cotton and Wool Waste Manufacturers

482 Wellington Street West, Toronto, Ont.
5 Queen Street, Montreal, Que.

Western Representatives:

P. A. C. McINTYRE & CO.
206 Scott Block, Winnipeg, Man.

Write to any one of these places when in need of waste.

C. KLOEPFER, LIMITED

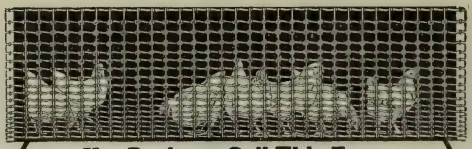
Edward Halloran, Manager

44-50 Wellington Street East, TORONTO
And at Guelph

IRON and STEEL

HEAVY HARDWARE

AUTOMOBILE ACCESSORIES



Mr. Dealer: Sell This Fence

Establish a trade that will stay with you and at the same time will show a substantial growth. Compare this strong, rustless, unyielding fence alongside flimsy netting, and every poultry raiser will flock to your store. Note the close spaces at bottom that turns the small chicks and keeps out intruders.

SEND FOR LITERATURE

Get our catalogue of fencing for all purposes. Every foot of it guaranteed. Write today for agency in open territory. Our fence in every instance backs up our advertising.

PEERLESS FENCE

The Banwell-Hoxie Wire Fence Co., Ltd.
Winnipeg Man. Hamilton, Ont.

Sell Handles that are Most in Demand

STILL'S

There are more of STILL'S HANDLES sold in Canada than any other make. What's the logical conclusion of this fact?—*they are the best.*

There's a Still Handle to meet every need: Axe, Pick, Sledge and Hammer Handles; Cant Hook and Peavie Handles.

There's nothing like selling the best of everything. Good profits in our handles, too.

J. H. Still Mfg. Company

ST. THOMAS -:- ONTARIO

WILKINSON & KOMPASS

TORONTO HAMILTON WINNIPEG

IRON AND STEEL

HEAVY HARDWARE

MILL SUPPLIES

AUTOMOBILE ACCESSORIES

WE SHIP PROMPTLY

If interested, tear out this page and keep with letters to be answered.

Look for the full name

Russell Jennings

stamped on the round of our

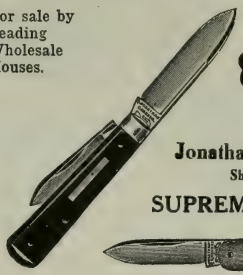
Auger Bits

The original double twist auger bit, patented by Mr. Russell Jennings in 1855

Russell Jennings Mfg. Co.

CHESTER, CONN., U.S.A.

For sale by Leading Wholesale Houses.



Corporate Mark

Granted 1780.

Jonathan Crookes & Son

Sheffield, England

SUPREME CUTLERY

GLUE IN PACKAGES

Put up in the way that best appeals to the people—that's "Brantford" GLUE

It's an all 'round glue and makes good profits for dealers.
In ¼, ½ and 1 lb. packages at your jobbers.

CANADA GLUE CO., Limited, Brantford, Ont.

GERMANTOWN **LAMPBLACK**

THE L. MARTIN CO.

HEADQUARTERS FOR

LAMPBLACK

IN ENGLAND AND AMERICA

Originators of Eagle, Old Standard, Globe and Pyramid Germantown Brands.
Suppliers of Bulk Blacks to the highest class Grinding Trade.

THE L. MARTIN CO.

Montreal, Toronto, Wninipeg, New York, Philadelphia, London, Eng.

JOSEPH RODGERS & SONS LIMITED

SHEFFIELD, ENG.

Avoid imitations of our

CUTLERY

By seeing that this exact mark is on each blade

REGISTERED TRADE MARK

GRANTED 1682.

SOLE AGENTS FOR CANADA

James Hutton & Company

MONTREAL

THE BRITISH ALUMINIUM COMPANY, Limited

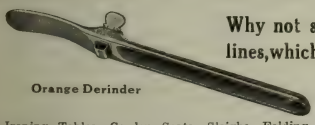
OF LONDON, ENGLAND

PRODUCERS OF ALUMINIUM IN ALL COMMERCIAL FORMS

CANADIAN HEAD OFFICE :

60 WEST FRONT STREET TORONTO

Eastern Agents: Spielmann Agencies Montreal



Orange Derinder

Why not stock these lines, which will bring you good results?

Ironing Tables, Garden Seats, Sleighs, Folding Chairs, Kiddy Karrs, Toboggans, Lawn Swings, Iron Washers, Mail Boxes, Chair Seats, Snow Shovels, Games, Knife Sharpeners, Auto Tire Vulcanizers, Orange Peelers, Sifting Shovels, Croquet Sets, Hibernocycle, Tennis Rackets.

J. E. Beauchamp & Co., Montreal

British Columbia, R. G. Bedlington & Co., Vancouver; Alberta and Saskatchewan, Frederic Sara & Co., Calgary; Manitoba, J. D. Macbeth, Winnipeg; Western Ontario, W. J. Grant, Toronto; Toronto City, Lynch & Manley, Toronto; Eastern Ontario, L. E. Adams, Toronto; Montreal City, J. M. Paquin, Montreal; Quebec City, Landry & Simard, Quebec; New Brunswick, St. John Sales Co., St. John; P. E. Island, Jas. D. Offer, Charlottetown; Newfoundland, Walter Clouston, St. John's.

Agencies WANTED FOR **ENGLAND**

THE BRITISH ISLES OR THE WHOLE OF EUROPE

Manufacturers and Exporters desirous of selling goods in England, etc., please send catalogues and suggestions.

We sell goods on commission.

CRAVENS' PATENT LIMITED

CORPORATION STREET, MANCHESTER

ENGLAND

If interested, tear out this page and keep with letters to be answered.

TRADE MARKS

Any trade-mark shown on this page, when stamped on an article of hardware, is the manufacturer's personal "O.K.," guaranteeing the quality of the product.

OWL BABBITT METALS

A composition of pure virgin Metals with unusual wearing qualities. Always specify Owl Brand. Made in the West by

THE OWL METAL CO., LTD.
WINNIPEG, MAN.

NORCROSS

Garden Cultivator-hoes

"Used the World Over"
Send for Catalog

C.S. Norcross & Sons, Bushnell, Ill.

BADGES

Drop a card for prices and particulars.

HAMILTON STAMP & STENCIL WORKS, LTD.
HAMILTON, ONT.

"Climax" Paper Balers

Turn Waste Paper Into Money

FREE—10 DAYS' TRIAL.

12 sizes.
Made of Steel.
Reduces your fire risk.
Salesmen and Dealers Wanted.

CLIMAX BALER CO.
HAMILTON, ONT.

STERLING

Hack Saw Blades and Machines

Manufactured by

Diamond Saw & Stamping Works
BUFFALO, N.Y.

BLUE LABEL LAMPS

ALWAYS SATISFY
Made by
The Canadian Tungsten Lamp Co., Limited
Hamilton, Canada

BATH ROOM FITTINGS

K NIAGARA

KINZINGER, BRUCE & CO., LIMITED
NIAGARA FALLS, CANADA
WHAT WE MAKE WE GUARANTEE

BEAR BRAND LAMP BLACKS

A Germantown of quality that gets big business

WILCKES, MARTIN, WILCKES CO.
135 WILLIAM ST. NEW YORK

FOOD CHOPPERS

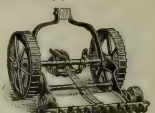
Knives and plates made from wrought Swedish steel of finest quality. These choppers may be had tinned all over or enamelled white inside and japanned red outside. Stock carried.

F. W. LAMPLOUGH & CO.
Unity Bldg., Montreal

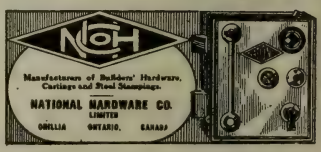
AUTO ACCESSORIES

THE CLIPPER

There are three things that destroy your lawn: Dandelions, Buck Plantain and Crab Grass. In one season the Clipper will drive them all out. All dealers should investigate selling possibilities. Drop us a line and we will send circular and prices.



CLIPPER LAWN MOWER CO. Dixon, Ill.



PATENTS

PATENT YOUR IDEAS

Get list wanted by manufacturers and our "Reference Guide for Inventors." Send sketch for free report as to patentability. Patents secured or our fees returned.

Harold C. Shipman & Co., Patent Attys.
Central Chambers, Ottawa, Canada

Strong, Serviceable Trucks of all Kinds

Stocked for immediate delivery. Rubber-tired if desired. Also platform trucks. Repairs supplied.

John Watson Mfg. Co., Ltd.
Winnipeg

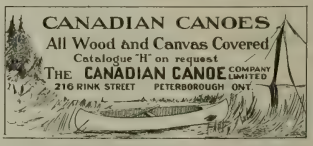
The PARMENTER BULLOCH CO., Ltd

GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

CANADIAN CANOES

All Wood and Canvas Covered
Catalogue "H" on request
THE CANADIAN CANOE COMPANY LIMITED
210 RINK STREET PETERBOROUGH ONT.



TRADE SAWYER MARK Registered

STITCHED CANVAS BELTS
"THE QUALITY BELT"
PLEWES LIMITED, Distributors, WINNIPEG

Your Ad In This Paper

will get the attention of the busy men. They find here what they want, and they use it as a catalogue when they are in need. Will they see your ad?

ALLEN FLUX

Non Acid Soldering Flux

Makes a joint stronger than the metal soldered and a shade less than three times as strong as where muriatic acid flux is used. Sample free.

L. B. Allen Co., Inc.
4525 North Lincoln St., Chicago, Ill.

Wanted

SITUATIONS VACANT

WANTED—FOR WHOLESALE HARDWARE—one experienced cost clerk, one experienced stock keeper, one experienced travelling salesman. State age, experience, salary expected and give refrences. Apply sales manager, Western Canada Agency, Limited, Lethbridge, Alberta.

HARDWARE CLERK WITH 2 OR 3 YEARS' experience for Toronto store. Box 402 Hardware and Metal.

WANTED — A HARDWAREMAN AT ONCE; three to five years' experience. With references. Apply to C. E. Hadden, Picton, Ontario.

WANTED — RELIABLE YOUNG MAN FOR retail hardware; 2 or 3 years' experience. Good chance for advancement. G. A. Binns, Newmarket, Ont.

WANTED BY WINNIPEG GLASS JOBBER—Man to learn the business with object of going on the road. Apply with full particulars as to former experience, if any, and what military classification. Apply Box 405, Hardware and Metal.

WANTED — SALESMEN FOR WHOLESALE and retail hardware store. Apply Oliver Vokes, 40 Queen St. E., Toronto.

SITUATIONS WANTED

MARRIED MAN, AGE 32, WITH TWELVE years' hardware experience, desires position as manager or partner in a live business. Good references. Box 778, Hardware and Metal.

WANTED—LIGHTNING RODS ON COMMISsion in Alberta. Box 781, Hardware and Metal.

SUCCESSFUL SALESMAN, MARRIED MAN, 27 years old, catering to hardware trade east of Toronto to the Sydney's, desires connection with reliable concern. Have A1 connection and thorough knowledge of modern salesmanship. William Baldwin, 752 St. Valier St., Montreal, Que.

TRAVELLING SALESMAN, OVER TWENTY-five years on the road, with best connections in Quebec Province, wants side line, light samples. Write confidentially. T.R.T., 13½ Plateau St., Montreal.

COMMISSION SALES AGENT CALLING ON Montreal hardware trade, departmental stores, manufacturers, etc., can handle another good line for Montreal and some outside points. Address Box 900, Hardware and Metal, Montreal.

MISCELLANEOUS

HARDWARE BUSINESS WANTED — HAVE clear deed to first class real estate Vancouver, B.C., value four thousand, and cash three thousand, to exchange for a good stock up to ten thousand. Address, 352 Ninth St., North Vancouver, B.C.

WANTED — BY RELIABLE MANUFACturer's Agent, one good line selling to wholesale hardware trade. Address "Hardware," Box 1934, Montreal.

ADDING TYPEWRITER WRITE. ADD OR subtract in one operation. **Elliott Fisher Limited, Room 314 Stair Building, Toronto.**

MISCELLANEOUS

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Ltd. Supplied by the trade throughout Canada (tf)

DOUBLE YOUR FLOOR SPACE—BY INstalling an Otis-Fensom hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor Costs only $70. Write for catalogue "B," Otis-Fensom Elevator Co., Toronto.

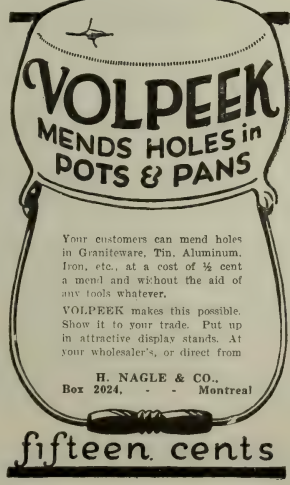
GOOD STENOGRAPHERS ARE WHAT EVERY employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto

FIFTY DOLLARS TIED UP IN OLD FIXtures that you are no longer using would make a lot of money for you if invested in stock and turned over three or four times a year. Get your money out, by selling the fixtures to one of Hardware and Metal's readers who may be looking for exactly what you have to offer.

THE SUREST WAY FOR THE MANUFACturers' agent to connect with good live firms is to tell the manufacturers who read Hardware and Metal, all about his ability to sell their goods. Try an advertisement on the Condensed Ad. Page of Hardware and Metal, under this heading.

FOR SALE

HARDWARE STOCK AND BUSINESS FOR sale in live town of 800. First-class farmers' trade. Hydro just coming in. Apply Box 860, Hardware and Metal.



FOR SALE — HARDWARE BUSINESS IN large Eastern Ontario city; stock about $8,000.00. Price right for quick sale. Box 361, Hardware and Metal.

FOR SALE—BUILDING AND HARDWARE stock in good live Saskatchewan village. Stock on hand about $6,000. Living rooms above. Good opportunity and terms for right man. Box 726, Hardware and Metal.

HARDWARE BUSINESS FOR SALE. STOCK about $25,000; right on the main street; buildings 25 x 120, two-story; owner retiring. Apply P.O. Box 275, Sudbury, Ont.

ANY ONE WISHING TO SECURE A GOOD tinsmith, stove and furnace business in best town in New Brunswick; a small outlay for spot cash. For particulars apply Box 399, Hardware and Metal.

FOR SALE—HARDWARE BUSINESS IN TOronto, good stand and business. Stock and fixtures between four and five thousand dollars. New spring goods all in, stock can be reduced. Fine opening for plumber. Box 780, Hardware and Metal.

TINSMITH TOOLS FOR SALE—COMPLETE outfit, including steel cornice break, cost over thousand dollars. Will take six hundred. Ladysmith Hardware Co., Ltd., Ladysmith, B.C.

THE UNDERSIGNED WILL SELL AS A going concern, The Parsons' Fair Syndicate Store at Orillia. The stock consists of general hardware and house furnishings estimated at $26,000. The store fixtures are estimated at $3,200. This is the business carried on until recently by Harry Parsons and has shown large profits each year. Tenders will be received by the undersigned up to and including May 2nd. Possession will be given on June 1st, 1918. George Parsons, executor Harry Parsons' Estate, Sarnia, Ontario.

NUMBER 128 HECLA FURNACE, USED short time. Good as new. No. case. $75. D. G. Reid, Bothwell, Ont.

HARDWARE BUSINESS FOR SALE ON Coast, British Columbia. Town two thousand. Stock about ten thousand, at rate on dollar. Reason for selling, managing stock holder dead. Ladysmith Hardware Co., Ltd., Ladysmith, B.C.

NOTICE

TENDERS will be received by the undersigned for the hereinafter mentioned property, up till 12 o'clock noon, May the 10th, 1918.

Parcel No. One.—The hardware business formerly carried on by Wm. F. Mickus, Esq., insolvent, at Preston, Ontario. The stock is well assorted and the location is central.

Parcel No. Two.—The land and premises situate on the south side of King Street between Wellington and Argyle Streets, having a frontage on King Street of forty feet and a depth of one hundred and sixty-five feet, being the premises known as the Mickus Hardware Store. The store is of brick veneer, is central and an ideal business location.

The highest nor any tender not necessarily accepted.

Terms.—For the stock in trade, cash. For the real estate, terms to be agreed upon.

H. C. EDGAR. Esq.,
Assignee of the Wm. F. Mickus Estate.
Preston, Ont.

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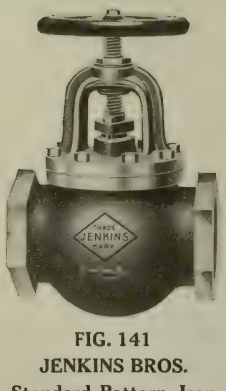


FIG. 141
JENKINS BROS.
Standard Pattern Iron Body Globe Valve Screwed with Yoke.

For use under steam service there are no valves quite as satisfactory as

JENKINS BROS.
Globe and Angle Valves
Fitted with Jenkins' No. 119 Discs

The composition of the disc is very hard, but becomes tough and flexible in service when under steam pressure.

It shows remarkable freedom from cracking and flaking and unrivalled durability in working steam pressures up to 150 pounds.

Write for Catalogue No. 8.

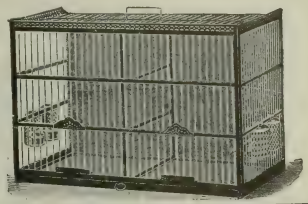
103 St. Remi St. **JENKINS BROS., Limited** MONTREAL

"HENDRYX" BREEDING CAGES

A WORD FORIQUALITY

are now ready for the greatest demand which beg ins in January and continues through May.

Made of all metal, this cage is vermin proof. White enamelled and blue trimmed, closed back, adjustable wire partition, sliding drawer, two nests with holders, four cups and six perches.



No. 86S Japanned, 17¼ in. long, 8¾ in. wide, 13¼ in. high.
No. 86 Japanned, 20 in. long, 10 in. wide, 14 in. high.
No. 87 Japanned, 22 in. long, 11 in. wide, 15¾ in. high.
No. 22 Japanned, 24½ in. long, 12¼ in. wide, 16¼ in. high.
No. 113 Japanned, 26¾ in. long, 10 in. wide, 13⅞ in. high.

The Andrew B. Hendryx Company
NEW HAVEN, CONN.

"Multiped"

The Garden Hose That Doesn't Kink

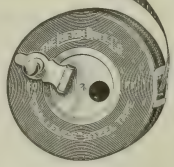
A MOULDED, CORRUGATED HOSE OF EXTRAORDINARY STRENGTH, MADE IN LENGTHS OF ABOUT 500 FEET.

MANUFACTURED SOLELY BY **GUTTA PERCHA & RUBBER, LIMITED**

Toronto, Halifax, Montreal, Ottawa, Fort William, Winnipeg, Regina, Saskatoon, Lethbridge, Calgary, Edmonton, Vancouver, Victoria

LUFKIN MEASURING TAPES

Stand on a Record of Performance as well as a Guarantee



FROM THE
Common "Ass Skin" Tape to the Finest Engineers' Patterns
Instantaneous Readings, Nubian (dark) Finish, Metal-lined Cases, Improved Reels, Etc.
Stocked by Hardware and Supply Jobbers.

THE LUFKIN RULE CO. OF CANADA, LTD. Send for Catalog
WINDSOR, ONT.

TINKER TOM'S TALKS.

Talk Number One Hundred and Forty-Six

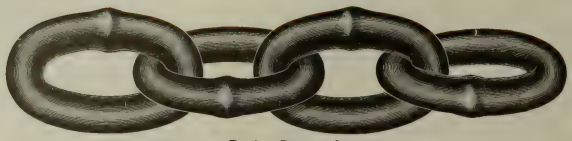
Vancouver, B.C.

Some grand country from Hamilton to here, and everywhere I go the demand is for more "PREMIER" GALVANIZED SHEETS. British Columbia will soon be the rich sister in our family and it's coming to her. We can all learn a lesson in the East from these optimistic, loyal, aggressive Westerners. Here's hoping!

Look out for Talk No. 147 next week. TINKER TOM.

DOMINION SHEET METAL CO., Ltd.
HAMILTON, CANADA

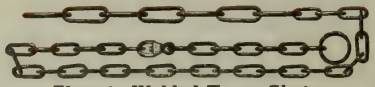
McKINNON



Design Patented

All Sizes---Coil, Log and Boom Chain
Every Link Proof-Tested and Inspected

COLUMBUS



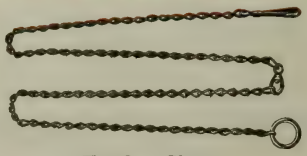
Electric-Welded Trace Chain
All Sizes, Lengths and Styles

Cow Ties
All Styles and Sizes

Halter Chains
All Sizes

Ask Your Jobber For McKinnon Chains

CHAIN Limited



Tie-Out Chain

Sold by Jobbers

MADE IN CANADA

Guaranteed by Makers

McKINNON COLUMBUS CHAIN LIMITED

Sales Office and Factory: ST. CATHARINES, ONT.

HARDWARE AND METAL

Vol. XXX
No. 18

PUBLISHED EVERY SATURDAY SINCE 1888

THE MACLEAN PUBLISHING COMPANY, LIMITED

PUBLICATION OFFICE: TORONTO, CANADA

May 4
1918

Livingston Brand

LINSEED OILS

Are Made From the
Choicest Flaxseed Grown

Best in Quality
Most Reliable
Guaranteed Always

THE
DOMINION LINSEED OIL CO.
LIMITED

Baden,
Montreal,
Toronto.

Circulation of Hardware and Metal has been audited by the Audit Bureau of Circulations.

Genco RAZORS

A Square Foot of Selling Space

That Can Be Made Very Profitable In Your Store

THE space occupied by this Genco Razor Display Case is about one square foot. Besides containing and protecting the razors, it catches and holds the eye and gives the goods a pleasing display. As a salesman it is on the job every minute.

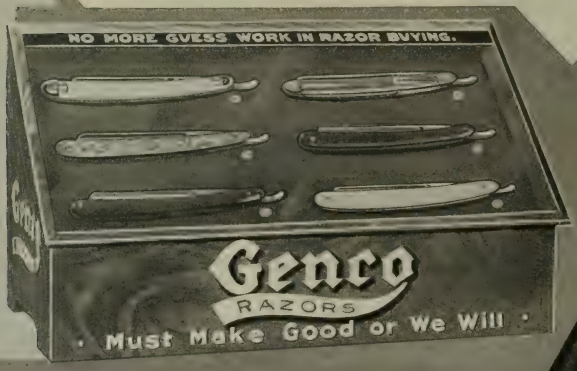
The case is made of pressed steel, with handsome Circassian walnut finish. It holds six Genco Razors of different design on constant display against a background of Royal Purple plush and there is ample room beneath for carrying stock.

All current Genco Razor advertising features this case prominently. It goes to work for you the minute it appears on your counter. Let it be a reminder to your customers of the 500 master cutlers who, in the largest high grade razor factory in the world, grind the quality in and the guess work out of Genco Razors.

We are making a special proposition which included one of those display cases free with your first order. Write for the details of this offer now, while the matter is fresh in your mind. It's quite a good thing. Mention the name of your jobber when writing us.

GENEVA CUTLERY COMPANY

159 Gates Avenue, Geneva, New York



CANADA
FOUNDRIES & FORGINGS
LIMITED

ORIGINAL PRODUCERS AND DISTRIBUTORS

SMART'S TOOLS

No. 21

No. E 51

No. 64

CARPENTERS' NAIL HAMMERS

We show only three styles, but we make a very complete line that will enable you to satisfy all demands.

The HEADS are all carefully forged, hardened and tempered, being made of special steel.

The HANDLES are of selected second growth hickory.

We also manufacture HAMMERS for Machinists, Bricklayers, Farriers, Blacksmiths, Boat Builders and Engineers.

PRODUCED AT

JAS. SMART PLANT

BROCKVILLE, ONT. WINNIPEG, MAN.

If interested, tear out this page and keep with letters to be answered.

ASK FOR VACUUM BOTTLES

UNIVERSAL

BEARING THIS TRADE MARK

UNIVERSAL Vacuum Bottles and Accessories

are just the thing to sell to picnicers and lovers of the great outdoors.

Every workman needs a Universal Lunch Box. Sell them along with tools.

LANDERS, FRARY & CLARK,
New Britain, Conn.

Canadian Representatives:

A. MacFarlane & Co. Ltd.,
Montreal

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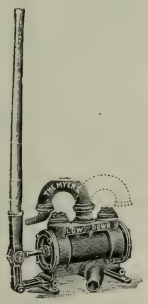
Take off your Hat to The Myers!
BEST PUMP ON EARTH.

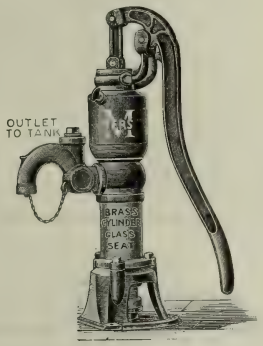
MYERS PUMPS

THE DEALER WHO HANDLES
THE MYERS
PUMPS HAY UNLOADING TOOLS
BARN DOOR HANGERS, ETC.
HAS SOMETHING TO SELL

For Every Purpose

Tank Pumps, Spray Pumps, Cylinders, etc.





Well, House and Cistern Pumps

MYERS

EXCLUSIVE AGENTS FOR PROVINCE OF QUEBEC

LEWIS BROS., LIMITED, MONTREAL

EVERYTHING IN HARDWARE
RAILWAY CONTRACTORS' and PLUMBERS' SUPPLIES
SPORTING GOODS, CUTLERY, PREPARED ROOFING, PAINTS and GLASS

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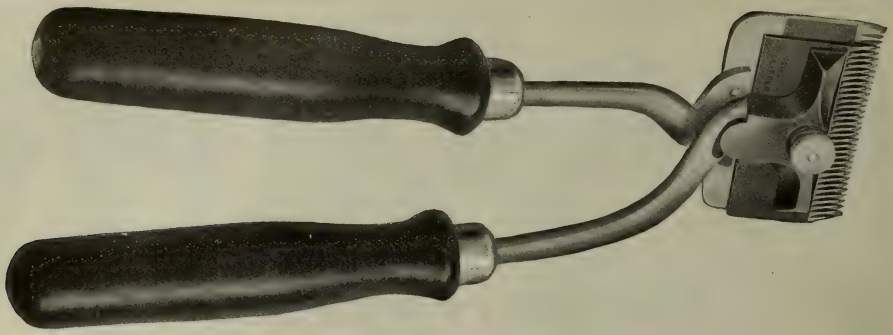


Priest's Horse Clippers

The line of Priests Clippers is so complete and varied that you simply can't help but find something that will suit both as to style and price.

A. MacFarlane & Co.
Montreal, Canada

Selling Agents

Wiebusch & Hilger, Ltd.
New York City

METALS · CHEMICALS · GLASS
B&S H
Established 1790

We can quote favorably and make Immediate Shipment

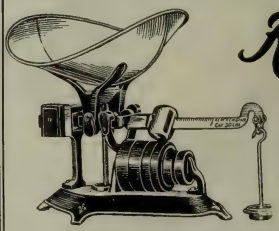
BLUE VITRIOL

B.&S.H.THOMPSON & COMPANY LIMITED
MONTREAL

Branches: TORONTO WINNIPEG NEW GLASGOW, N.S.
Canadian Sales Agents: United States Steel Products Company
Exporters for American Sheet & Tin Plate Company

Stirs up Business

Precious few housewives realize the many uses of an accurate scale in the kitchen—saving losses in careless weighing at butchers and grocers—weighing produce before marketing—weighing flour and other ingredients while baking, etc., etc., etc. It is surprising what a little bit of salesmanship and displaying will accomplish in stirring up big business in Renfrew Scales! The Renfrew is compact, handy, and stands hard knocks. It doesn't get out of order and always tells the truth. A government inspector's certificate accompanies every Renfrew. These features make the Renfrew a lively seller these days. Push business with the



Renfrew

HOUSEHOLD SCALE

Capacity ½ oz. to 30 lbs. Government inspector's certificate accompanies every scale.

Write to-day for literature and attractive selling proposition to

The Renfrew Machinery Co., Limited

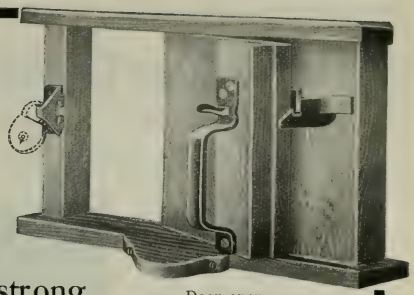
Head Office and Works, Renfrew, Ont.

Eastern Branch, Sussex, N.B.

Western Representatives: P. A. C. McIntyre & Co., 206 Scott Block, Winnipeg, Man.; Crandall Co., Ltd., Vancouver, B.C. **Our Other Lines:** "Renfrew" Cream Separators; 2,000-lb. Farmers' Truck Scale, Tractors, Wood-Saws, Grain Grinders, etc.

If interested, tear out this page and keep with letters to be answered.

The Perfect Barn Door Latch



Door open

No. 29 All-Steel Latch is neat, strong, close-fitting, and has no projecting parts. The danger of harness catching in it is eliminated by its peculiar construction. The strike is made with a guard, and the bar extends only ⅜ths inch beyond the edge of the door. The projection of the bar is so slight that it would be impossible for harness to catch on it. This feature has a strong sales - appeal, especially with farmers, and is sufficient argument to close any sale.

The door can be locked by attaching padlock through slot in strike and slide. When not in use padlock can be hung on strike as illustrated.

Each latch is supplied with a catch to hold door when open and prevent damage to door and hinges from swinging in the wind.

Door closed

To insure proper placing of each part a paper template is packed with each Latch, along with necessary screws for attaching.

NATIONAL MFG. COMPANY

STERLING, ILLINOIS

If interested, tear out this page and keep with letters to be answered.

Show the Owner and the Contractor

the advantages of hanging Garage Doors on rollers and your efforts will be repaid by increased sales and profits.

Efficiency, ease of operation and no waste space are three outstanding features.

Let us supply everything you need to display and sell this profitable outfit.

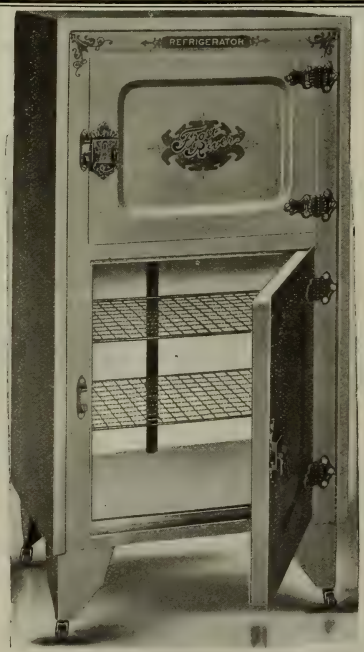
The Hatch Garage Door Outfit

rolls the doors around the corner to the side wall taking up very little space in the Garage, and makes sagging, warping or slamming of doors impossible.

Write our "Hanger Dept." for detailed information and prices

Canada Steel Goods Company Limited

HAMILTON, CANADA



Davidson's Well Known FROST RIVER

Refrigerator shown herewith

Made entirely of Sheet Steel Galvanized

The exterior is Japanned French Grey, beautifully finished with neatly decorated panels and corner scrolls.

The Food Chamber is coated with white enamel, thoroughly hardened and baked on in an oven of high temperature.

All inside parts are removable for cleaning purposes.

The drip pipe for the waste water has been carried outside the body, and does not run through the Food Chamber—as usual in other refrigerators.

Made in three sizes, the largest with double doors.

NOW is the time to get your Orders in for these goods and ensure prompt shipment.

The Thos. Davidson Mfg. Co.

LIMITED

Toronto **Montreal** **Winnipeg**

If interested, tear out this page and keep with letters to be answered.

YOUR SATISFACTION FIRST TO LAST

This is the idea behind the making of Samson Roofing—from the raw materials to the final inspection.

It is the roofing you can depend on for long and satisfactory service—and your safeguard is its name:

SAMSON

H.S. HOWLAND SONS & CO., LIMITED

WHOLESALE HARDWARE

TORONTO

If interested, tear out this page and keep with letters to be answered.

A Good Sign

This hardware man has just put up a good sign—the sign of Hercules Dynamite. It helps increase his trade. If you sell Hercules Dynamite to farmers and are not supplied with one of these signs we will gladly send one if you ask for it. If you are not a customer we want to interest you in the sale of

HERCULES DYNAMITE

to farm customers. It is proving a profit-maker for merchants throughout the country. Many of these men hesitated at first to do business in such a commodity. Now they know that their objections and fears were groundless.

We stand ready to assist you in many ways to build up this department of your business. A Hercules sign in front of your store will help attract trade. Free advertising matter of various kinds will be supplied. You will have the assistance of our extensive advertising in farm papers which is continually increasing the use of dynamite on the farm. Fill out the coupon below. Mail it today and we will give you our active co-operation.

HERCULES POWDER CO.

127 W. 11th Stree.
Wilmington Delaware

Hercules Powder Company,
127 W. 11th Street,
Wilmington, Delaware.

Gentlemen: Please send us information regarding the sale of dynamite to farmers and oblige. Yours very truly,

Name _____

Address _____

If interested, tear out this page and keep with letters to be answered.

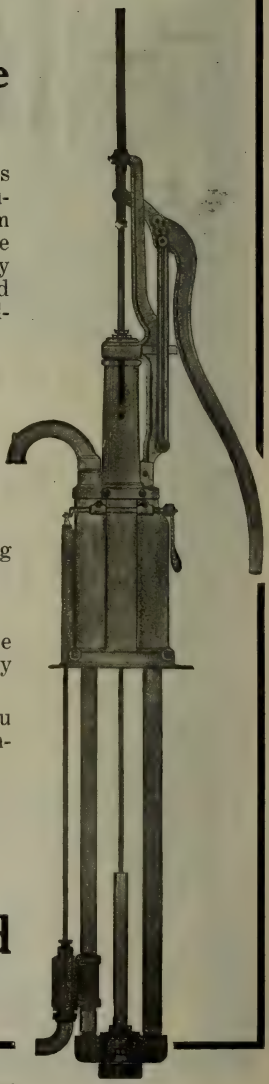
If interested, tear out this page and keep with letters to be answered.

BT Ready-to-Ship Pumps

"7 Pumps that take the place of 700"

The BT line of pumps are seven in number—seven pumps that meet with every demand. We specialize in the manufacture of these seven pumps, and are able to produce them better in design, better in workmanship, and better in price than any other pumps of their kind. BT Pumps are Ready to Ship, Ready to Sell, and practically Ready to Install. Used for house or barn, engine or wind-mill, outside cisterns, shallow wells and deep wells.

EASY TO HANDLE. You can buy and stock and sell them as you please—the service we give you makes the selling easy and convenient.



Pump Cylinders

Our **Ready-to-Ship** idea changed our cylinder variety from 10,904,000 to just 67 different styles. The change has proven a benefit to us, the dealer and consumer. We are now making them better and cheaper and selling them for less money.

Pump Leathers

BT Pump Leathers are cut, formed and finished with the greatest care. Only best portions of hides are used. They will keep in stock for years without deterioration.

Our catalog will explain thoroughly the advantages you derive from selling BT Ready-to-Ship Pumps, Pump Cylinders and Pump Leathers. Write for it.

Buy now for summer business—scarcity of raw material will likely cause prices to go up. Quick deliveries.

Beatty Bros., Limited

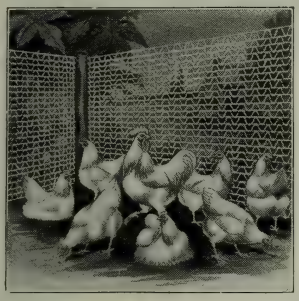
Fergus, Ontario

St. John, N.B., Montreal, Que., Winnipeg, Man., Edmonton, Alta.

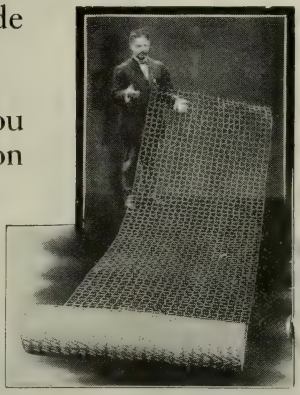
If interested, tear out this page and keep with letters to be answered.

U.S. Poultry Netting Stretches Perfectly

Easily Handled, Strong, Durable —just the thing for chicken coops



Any one who has handled the ordinary poultry netting knows the heartbreaking problem it is to stretch it to get a nice smooth job —not so with U.S. poultry. The U.S. weave is such that the netting will lie as flat on the floor as a piece of carpet, will cover any opening as smooth as a piece of cotton, never buckles or stretches, never curls up when handling. And best of all, it is strongest, being made entirely of No. 19 gauge wire, while most others are made of No. 20.



Every yard of U.S. Poultry Netting you sell will bring its returns in satisfaction to you and your customer.

This is chicken coop time—this business is worth while. Get in touch with the chicken raisers of your town for their coop and run requirements.

Rice Lewis & Son, Limited

TORONTO, CAN.

If interested, tear out this page and keep with letters to be answered.

To laymen, all files look alike, but skilled mechanics will tell you they prefer to work with "Famous Five" Files.

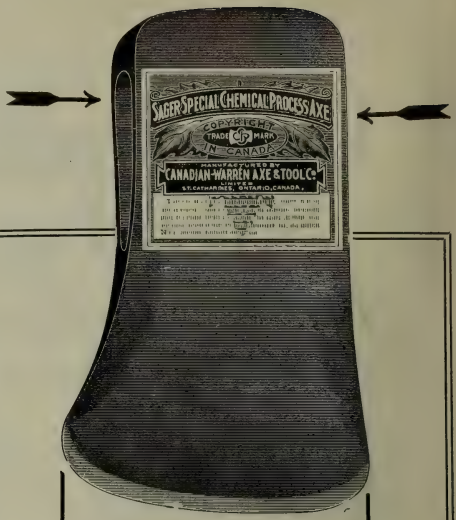
The steel in them is made from special formulas, which have proven best after years of investigation and practical experience.

Each file is well balanced, sharp and hard. Consequently it will cut efficiently and last long.

There is such a wide variety of grades, that a buyer can select a file for any grade of work and know that it will fulfill his requirements exactly.

That's why you can always satisfy a customer with "Famous Five" Files.

Specify them when ordering from your jobbers.



WHY NOT BE GUIDED BY THE JUDGMENT OF HUNDREDS OF WELL KNOWN LUMBERMEN, WHO ACKNOWLEDGE THE SUPERIORITY OF

"SAGER AXES"
AND
"SOO LINE"
LOGGING
TOOLS?

GET THE HABIT.
(AND THE PROFIT)

Canadian Warren
Axe & Tool Co.
LIMITED
ST. CATHARINES, ONT.

Soo Line
Logging Tools

If interested, tear out this page and keep with letters to be answered.

"Quality METALLIC First"

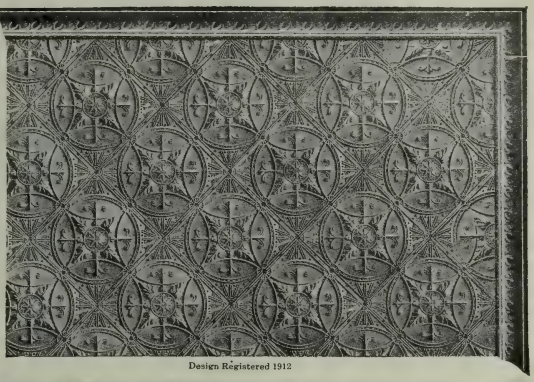
SHINGLES SIDING CEILING CORRUGATED IRON TROUGH AND PIPE SKYLIGHTS

"Metallic dealer service"—it's effective

32 years successful experience of how to sell "Metallic" Ceiling and Wall plates is a selling force that's bound to get *you* many profitable jobs in your neighborhood. Just a little bit of co-operation is all we ask.

Get our illustrated catalogue and full particulars.

Stock carried by
GEO. W. REED & CO., LTD.
37 St. Antoine Street Montreal



Design Registered 1912

The Metallic Roofing Co., Limited

TORONTO MANUFACTURERS WINNIPEG

"Belleville" Hardware

A "Made-in-Canada" Product Equal to the Best in the World

We are all apt to look up to imported goods as superior to home-made lines. Pause before you concede anything to foreign products over "BELLEVILLE" HARDWARE. Here is a Canadian-made product that is as good as the best.

"Belleville" hardware is meeting the demand of the most particular architects and builders, and is recording wonderful success throughout Canada. It is a worthy Canadian product, worthy of the best Canadian patronage. All hardware looks very much alike to builders and architects until they have had experience with "Belleville."

Best line for dealers to handle. Has greatest demand. Get our proposition.

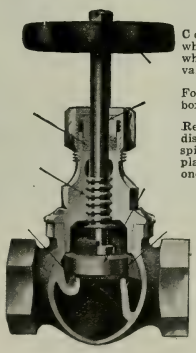
Belleville Hardware & Lock Mfg. Company

BELLEVILLE ONTARIO

Palmetto. Twist Packing.

At least four threads of spindle engaged with bonnet at all times.

Raised round seat. No sediment can lodge on it or injure disc.



Corrugated iron wheel. Arrow cast on wheel shows direction valve opens.

Follower in stuffing box.

Renewable Bakelite disc slips over end of spindle. Can be replaced in less than one minute.

Guides cast on body hold disc centrally over seat.

Globe or Angle

Screwed or Flanged

Fairbanks Renewable Disc Valves Heavily Built of Best Materials

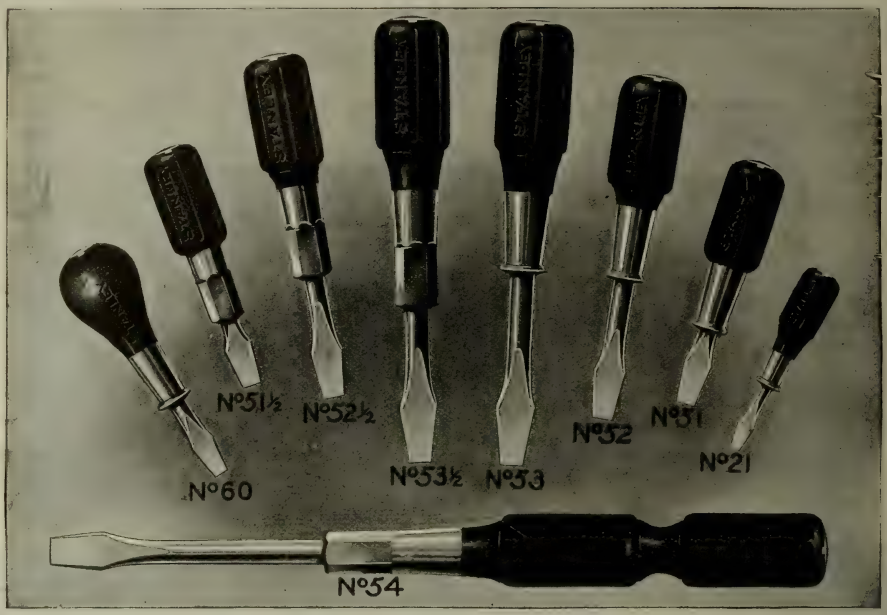
The disc of a Fairbanks renewable disc valve may be renewed in less than a minute, using only a wrench and without taking the valve from the line.

THE CANADIAN FAIRBANKS-MORSE CO., LIMITED

"Canada's Departmental House for Mechanical Goods"

Offices and Warehouses in Canada's Principal Cities

If interested, tear out this page and keep with letters to be answered.



Stanley Tools

Made in Canada

The illustration above shows a line of Screw Drivers which should be in the store of every dealer who prides himself upon carrying a complete stock of tools.

It is an assortment of SPECIALS that will appeal to many of your customers.

For instance—No. 21, shown at the extreme right of the picture—blade only 1½ inches long, just fits the vest pocket, a strong little Driver and very handy.

Also No. 60 — shown at the left — only 1⅝-inch blade but with a big sure grip handle. For heavy work into close corners it cannot be beaten. Used by Plumbers, Machinists, Millwrights, etc.

Nos. 51, 52 and 53—Called MACHINISTS' DRIVERS—Big, broad tips for large screws and extra large shanks for heavy work.

Nos. 51½, 52½ and 53½—also Machinists' Drivers, have hexagon nut on shank for use with a wrench.

No. 54—Note the DOUBLE GRIP, also the hexagon feature for wrench. With this latter Driver one can turn anything.

We make other drivers. See Catalogue.

Address all communications to the

STANDARD THE WORLD OVER

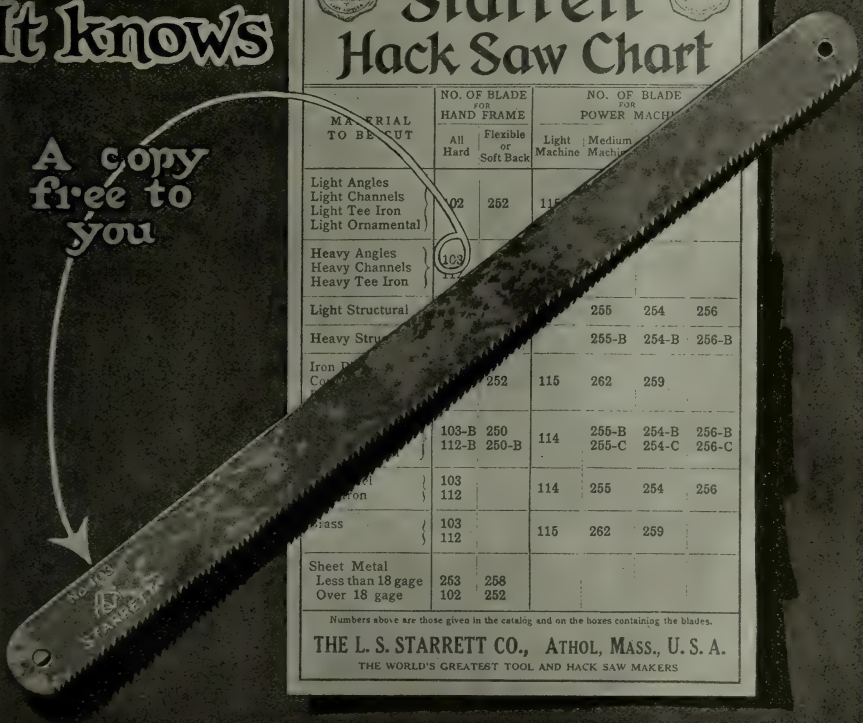
STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.

EVERY TOOL GUARANTEED

If interested, tear out this page and keep with letters to be answered.

Ask It,—It knows

A copy free to you



Starrett Hack Saw Chart

MATERIAL TO BE CUT	NO. OF BLADE FOR HAND FRAME		NO. OF BLADE FOR POWER MACHINE		
	All Hard	Flexible or Soft Back	Light Machine	Medium Machine	
Light Angles, Light Channels, Light Tee Iron, Light Ornamental	102	252	115		
Heavy Angles, Heavy Channels, Heavy Tee Iron	103				
Light Structural				255	254 256
Heavy Structural				255-B	254-B 256-B
Iron Pipe, Conduit		252	115	262	259
	103-B 112-B	250 250-B	114	255-B 255-C	254-B 256-B 254-C 256-C
Steel, Iron	103 112		114	255	254 256
Glass	103 112		115	262	259
Sheet Metal Less than 18 gage	253	258			
Sheet Metal Over 18 gage	102	252			

Numbers above are those given in the catalog and on the boxes containing the blades.

THE L. S. STARRETT CO., ATHOL, MASS., U. S. A.
THE WORLD'S GREATEST TOOL AND HACK SAW MAKERS

Cut Out Guess Work

Select Starrett Hack Saws by the Starrett Chart. Then you will know that you are selling exactly the right blade for the work—one that will give the most in quickness and endurance that a hack saw can give.

Send immediately for a free copy. It embodies the results of long years of improving, perfecting, and testing, backed by the experience of thousands of users.

Call for Chart MA Then always *Ask it--it knows.*

The L. S. Starrett Company

The World's Greatest Toolmakers
Manufacturers of Hack Saws Unexcelled

NEW YORK CHICAGO ATHOL, MASS. LONDON 42-778

If interested, tear out this page and keep with letters to be answered.

"CLEAN OUT, CLEAN UP AND KEEP CLEAN"

THIS IS THE HOUSEWIVES' CREED AS WELL AS THE DOCTORS'

With Spring House Cleaning on or over, the attention of all housewives is directed more closely to their homes at this time than at any other time of the year. They are more interested in any device that will make their homes clean and keep them clean, or that will make housework easier.

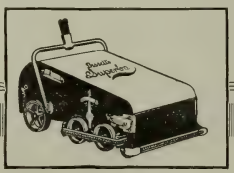
BISSELL CARPET SWEEPERS AND VACUUM SWEEPERS

do both. They need no introduction to housewives. For years the thought of carpet sweepers has meant Bissell's.

Cash in on this interest. Push BISSELL Sweepers. Don't let so big a selling force lay at your disposal, unused. Don't let it come to a dead-end for lack of a *connecting link* with the consumer—your store.

Write us today for our interesting Spring Offer. It obligates you in no way and tells you how you can do some local advertising of BISSELL Sweepers at no cost to yourselves. Expires May 15.

BISSELL CARPET SWEEPER Co
OF CANADA, LIMITED, NIAGARA FALLS, ONT. (Factory)
GRAND RAPIDS, MICH.



UNIFORMITY — USED THE WORLD OVER — SATISFACTION

Atlas Babbitts

MADE IN CANADA

AMACOL TENAXAS TIN-TOUGHENED MASCOT ATLAS W. E. W. BABBITT

In recommending this line of babbitts to your customers

A WORLD-WIDE REPUTATION FOR UNIFORMITY AND RELIABILITY STANDS BEHIND YOU

PRESSURE AND SPEED DEFIED — Large Stocks

THEY MAKE GOOD EVERYWHERE — Prompt Shipment

Atlas Metal & Alloys Company of Canada, Limited

Office: 49 Common Street, Montreal **Works: Riverside Street, Montreal**

If interested, tear out this page and keep with letters to be answered.

For Those Who Want the Best

—the shot shell that has made its name so rapidly by having the quick punch that blows the clay targets into dust and brings home the finest bags.

Canuck
is the choice

Examine the loading of the Canuck by slicing the side with your knife. Notice the firm crimp with the proper bevel that insures positive operation in repeating shotguns. The body paper is tough but not brittle and will not crack at firing. Test the shot for roundness, hardness and uniformity of size.

Call special attention to the wads. Notice how well they are seated, the cupping, the quality of the felt. Properly seated wads have a tremendous effect on the shooting qualities of a shell. The cleanliness and even granulation of the powder should not be forgotten when showing the loading.

This demonstration of quality will interest your customer and make sales.

All Dominion Shot Shells will stand this test.

Dominion Cartridge Company, Limited

120 St. James Street **Montreal**

FIVE WORKS—OVER 3,000 EMPLOYEES

It is our intention after the War to devote our energies to the intensive production of the following Specialities:

Gunmetal and Brass Valves and Cocks.
Steam, Water and Compressed Air Fittings generally.
Cast Iron Stop and Sluice Valves.
Semi-Rotary Pumps.
Extruded Brass and Bronze Bars.
Brass Bolts and Nuts, Studs and General Turned Work from the Bar
Cast and Malleable Iron Cocks and Pipe Fittings.
Pressure and Vacuum Gauges.
Injectors, Engine Governors.
Spraying Machinery.
Coppersmiths' Work.
"Stella" Brand Alloys, Manganese Copper, Silicon Copper, Ferro Zinc, Phosphor Copper and Tin, etc.

Business After the War

If you are interested in any or all of the lines mentioned and are in a position to take a hand in the energetic distribution of the same, please communicate with us NOW to our Head Office.

UNITED BRASSFOUNDERS & ENGINEERS, LIMITED

Empress Foundry
Cornbrook, Manchester, England

"Hercules" Sash Cord

The reputation of this brand has been thoroughly established in the Canadian market for the last eighteen years. It compares in quality with the best imported brands, but is sold at a considerably lower price and can be safely recommended for any job.

All wholesale hardware dealers carry "Hercules" Sash Cord and can fill orders promptly.

Manufactured in Canada

STORE MANAGEMENT—COMPLETE

16 Full-Page Illustrations

272 Pages Bound in Cloth

ANOTHER NEW BOOK
By FRANK FARRINGTON
A Companion book to **Retail Advertising Complete**

$1.00 POSTPAID

"Store Management—Complete" tells all about the management of a store so that not only the greatest sales but the largest profit may be realized.

THIRTEEN CHAPTERS

Here is a sample:

CHAPTER V.—**The Store Policy**—What it should be to hold trade. The money-back plan. Taking back goods. Meeting cut rates. Selling remnants. Delivering goods. Substitution. Handling telephone calls. Rebating railroad fare. Courtesy to customers.

ABSOLUTELY NEW **JUST PUBLISHED**

Send us $1.00. Keep the book ten days and if it isn't worth the price return it and get your money back.

Technical Book Dept., MacLean Publishing Co.
TORONTO

MILBRADT LADDERS

will pay for themselves in a short time by enabling you to wait on more trade, save the wear and tear on your fixtures and goods, as well as bring the appearance of your store up to date.

Write to J. H. Ashdown Hdwe. Co., Ltd., Winnipeg; Marshall-Wells Co., Ltd., Winnipeg, or direct for catalog giving prices of a large number of styles we manufacture, suitable for all kinds of shelving.

John Calander Mfg. Co.
155 E. 13th Street,
St. Paul, Minn., U.S.A.

Help Wanted

An ad for help in the Classified Advertising Section will bring the right kind of replies.

Try It Out.

Hardware and Metal

Classified Advertising Section

143-153 University Ave., Toronto

MEHASCO ANOTHER MEHASCO MESSAGE 3

The popular Army Service khaki-colored wagon with Rubber or Iron Tires in three sizes: No. 79, 11″ x 22″; No. 80, 12″ x 24″; No. 81, 13″ x 26″. Other steel wagons are: the Special, No. 59, 9 x 18; No. 61, 12 x 24; the Grey Artillery Car, No. 70, 12 x 24 and No. 72, 14 x 28; and No. 1½, Bent Rail Child's Wagon, 11 x 22.

The Auto Wheel Coaster Wagon is the most serviceable general purpose wagon on the market, has long roller bearings, steel axles, spokes are mitred to the hub. Put up in corrugated cartons. Each wagon guaranteed to carry 1,140 lbs.

No. 01,	**12″ x 30″,**	**with**	**8-inch wheel**
No. 2,	**14″ x 34″,**	**with**	**10-inch wheel**
No. 4,	**18″ x 40″,**	**with**	**12-inch wheel**
No. 0,	**12″ x 28″,**	**with**	**6-inch wheel**
No. 00,	**12″ x 28″,**	**with**	**6-inch wheel**

We have also a stock of Kiddie Kars and Boys' Velocipedes.

MERCHANTS HARDWARE SPECIALTIES, LIMITED

CALGARY

Elgin Wrenches

Stand for Convenience and Service.

Excel in appearance, finish, durability. The convenient wrench for inconvenient places. Convenient to use, easy to carry, effective in results.

STAR MANUFACTURING CO.
Carpentersville, Ill., U.S.A.

Williams "AGRIPPA" Tool Holders

"THE HOLDERS THAT HOLD"

A tool that performs both cutting-off and side work by the mere substitution of suitable cutters tells its own story of economy.

The Boring Tool takes any size or shape of bar and requires no bushings. Its sleeve bar permits either straight or angular adjustment of cutter, without resetting.

Their P. P. I. E. "Grand Prize" was only an incident: the satisfaction they are giving is what counts.

Chicago Office and Warehouse: 30 So. Clinton Street.
The A. G. Low Co., Ltd., Saskatoon, Sask., Agents for Manitoba, Saskatchewan, Alberta and British Columbia.

Tie Your Store to "BISHOPRIC" PRODUCTS

Tie it by sales—by quick turnovers—by profit—by mutual interests.

The steadily increasing cost of ordinary building materials and labor have steadily increased the demand for

BISHOPRIC STUCCO BOARD

Because the people realize the big savings to be made by using "Bishopric Stucco Board" and "Wall Board," instead of lath, plaster, building papers and sheathing board.

Write for samples, booklets, advertising matter and other sales helps—and tie up your store with "Bishopric."

THE
Bishopric Wall Board Co., Ltd.
Ottawa, Canada.

PEERLESS PERFECTION

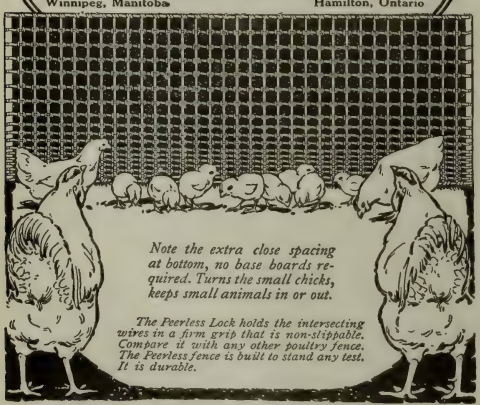
The fencing upon which you can **build a reputation** and hold the fence trade of your territory. You can put up the strongest kind of a guarantee—we back you up.

We build this fence of open hearth steel wire with all the impurities burned out and all its strength and lasting qualities retained. Peerless poultry fencing is extra strong, heavily galvanized, can't sag, won't rust, never gets out of shape, keeps in and keeps out—both great and small.

Write for Dealer's Proposition

We show you where the big trade is for parks, lawns, cemeteries, fences plain and ornamental for farms, ranches, all purposes.

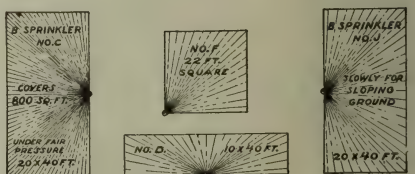
THE BANWELL-HOXIE WIRE FENCE CO., Ltd.
Winnipeg, Manitoba Hamilton, Ontario



Note the extra close spacing at bottom, no base boards required. Turns the small chicks, keeps small animals in or out.

The Peerless Lock holds the intersecting wires in a firm grip that is non-slippable. Compare it with any other poultry fence. The Peerless fence is built to stand any test. It is durable.

SPRINKLERS



Order the style that best fits your lawn. Stock Style D, F & J.

B. Sprinklers are made in four styles so that different shaped lawns may be irrigated. They do not throw water on side to which hose is attached; therefore, may be picked up and moved without turning off the water.

The only Sprinkler that will irrigate the lawn right to the edge of the sidewalk without wetting the walk.

Thos. Birkett & Son Co.
LIMITED
OTTAWA, ONTARIO

If interested, tear out this page and keep with letters to be answered.

Complete Your Line of Dairy Equipment by Adding

SHARPLES—the Separator with Sales-Service Behind It

Not only does the famous Sharples Separator possess exclusive advantages familiar to most dealers, but carries with it thorough, effective sales co-operation for dealers.

These Sharples Sales-Promotion Campaigns are planned and carried out to meet your own local conditions and to reach the farmer through various ways.

That is why Sharples Separators become ready sellers in your store.

Here's how the plan works:

Your first order brings a Sharples Sales Specialist to call on you. He looks over the territory, gathers data, and plans just what should be done to get Sharples Separators in still greater demand. He knows; his advice is valuable. He helps you to arrange advertising, make window displays, commence out-door advertising and generally get things started. It is also part of his service to educate every salesman in your store as to the most effective method of selling Sharples Suction-feed Separators.

There is a demand for cream separators in your immediate locality. We can prove to you that you can take advantage of it by handling the Sharples Suction-feed Separator. We can satisfy you that the Sharples Separator is far ahead of anything of its kind on the market today. Skims clean at any speed—no troublesome discs. We can show you a larger return on investment than is made in most lines you handle. Not only a bigger discount, but extra bonuses.

Write for Sales Bulletin and book "Link-up with Sharples"

SHARPLES

SUCTION-FEED CREAM SEPARATOR

DC-44

The Sharples Separator Co.

Toronto, Ont.
Regina, Sask.

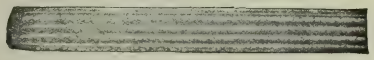
Mitchell & McGregor Hardware Co., Brandon, Manitoba
The Lounsbury Co., Newcastle, N. B.
J. Clark & Son, Fredericton, N. B.
Distributors through all their branches

There's a reputation of 56 years standing behind

PEDLAR'S

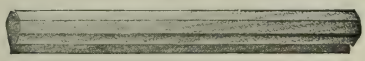
Conductor Pipe Eavestrough and Fittings

No. 840—Plain Round Conducter Pipe
Crimped at one end for easy joining. 10 feet long.



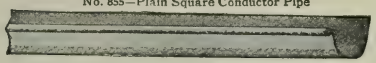
No. 841—Round Corrugated Conductor Pipe
Crimped at one end for easy joining. 10 feet long.

No. 850—Square Corrugated Conductor Pipe
Will not burst from freezing. End Crimped. 10 feet long.

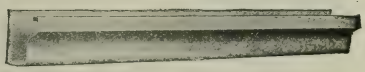


No. 854—Octagon Standing Seam Conductor Pipe
Stock sizes—3, 4 and 5 inches—10 feet long.

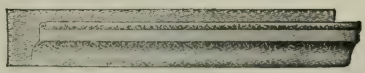
No. 855—Plain Square Conductor Pipe



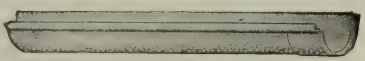
No. 830—Lap Joint Half-Round Eave Trough



No. 831—Ogee Square Bead Eave Trough



No 847—Ogee Round Bead Eave Trough



No. 890—Slip Joint Half-Round Eave Trough. Single Bead

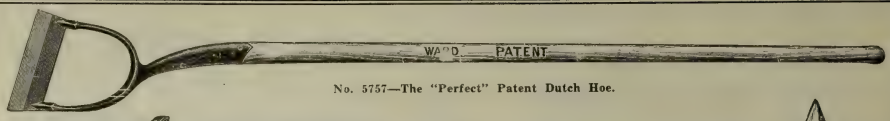
Galvanized Steel or Anti-Corrosive TUNCAN

Write for Catalog and Discounts.

The Pedlar People Limited

Established 1861
Executive Offices and Factories:
OSHAWA, ONT.
Branches at Montreal, Ottawa, Toronto, London, Winnipeg, Vancouver.

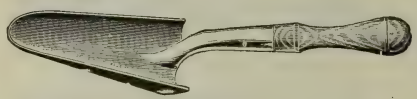
If interested, tear out this page and keep with letters to be answered.



No. 5757—The "Perfect" Patent Dutch Hoe.

Garden Tools You Can Sell

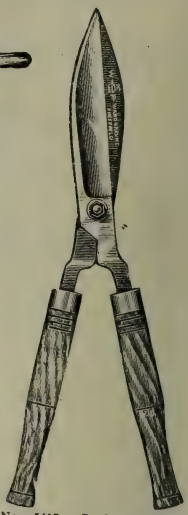
W P



No. 5552—Trowel

No. 5574—Weed Fork

Ward & Payne's Garden Tools have behind them over 100 years of tool-making experience. They embody features that make selling easier and business more satisfactory. Put them into your stock for bigger business.



No. 5417 — Garden Shears. Guaranteed "Fast Handles"

Canadian Representatives:

ALEXANDER GIBB
St. Nicholas Bldg., Montreal

SHERMAN F. AINSLIE
Spadina Avenue : Toronto

ANTHONY FERGUSON, Ltd.
Vancouver, B.C.

THE "W & B" LINE OF SCREW WRENCHES

MADE IN CANADA

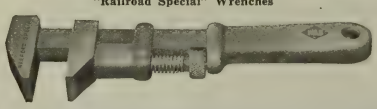
The only Pipe Wrenches made EXCLUSIVELY IN CANADA

"W & B" Wood Handle Grips, Length open 6 to 14 inches.

"W & B" STEEL Handle Grips, Length open 10 to 48 inches.

"W & B" SCREW WRENCHES MADE IN CANADA

"Railroad Special" Wrenches



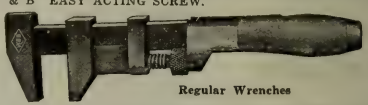
This is the strongest and best HEAVY DUTY Wrench made. Head and Bar Drop Forged in one piece from selected steel. Extra heavy jaws thoroughly case-hardened. Indestructible iron handle. FITTED WITH "W & B" EASY ACTING SCREW.

Adopt this established line as your standard CANADIAN MADE WRENCHES.

Complete information and catalog No. 90 on request.

Machinists' Knife Handle Wrenches

This is the best wrench of its type on the market. With the exception of the difference in the handle it is practically the same as the "Railroad Special" Wrench. FITTED WITH "W & B" EASY ACTING SCREW.



Regular Wrenches

Head and Bar Drop Forged in one piece. FITTED WITH "W & B" EASY ACTING SCREW and thoroughly seasoned handle.

The Whitman & Barnes Manufacturing Company

ST. CATHARINES, ESTABLISHED 64 YEARS **ONTARIO**

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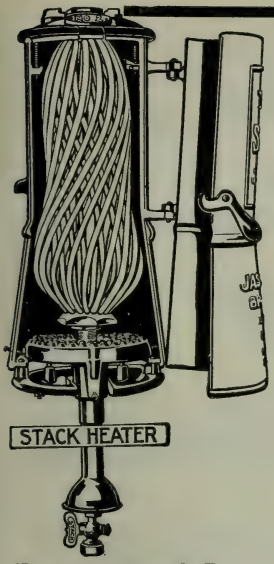


OPEN IT UP AND SHOW THEM

The big feature of the Stack Gas Water Heater—the near perpendicular copper tubes in which the water is heated—is readily understandable. All that is necessary to a sale is to open up the Heater and show prospect. He can see at once that the water in those tubes is subjected to intense heat from the time it enters the heater until it passes out of the coil. He will understand how **small columns** of water will heat much more quickly than a **large coil,** especially when heated from all sides. He will be convinced that the Stack can heat water in one minute, and he'll buy because he's perfectly satisfied that he's getting the best heater on the market.

James Morrison Brass Mfg. Co., Limited

93-97 Adelaide Street West, TORONTO

Make Money from Good Pumps---Profit

Unless a metal pump is made just right it will leak at joints or valves.

"Aremacdee" pumps do not give dealers who sell them trouble and loss from defective service in "Aremacdee" pumps sold customers.

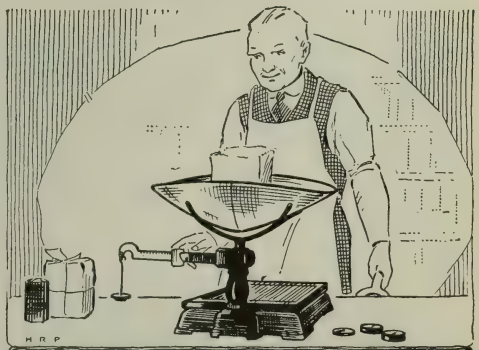
Pumps for every use—hand or motor—force or lift—every type a dealer can sell.

All in the big catalogue. Ask for it—for dealer prices—for dealer terms.

The

R. McDougall Co., LIMITED

GALT, CANADA



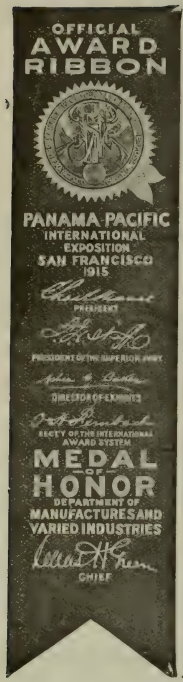
Fairbanks Scales

For over 85 years Fairbanks Scales have been the World's Standard for accurate weighing.

The Canadian Fairbanks-Morse Co., Limited

"Canada's Departmental House for Mechanical Goods"

Offices and Warehouses in Canada's Principal Cities.



TRIMO TOOLS

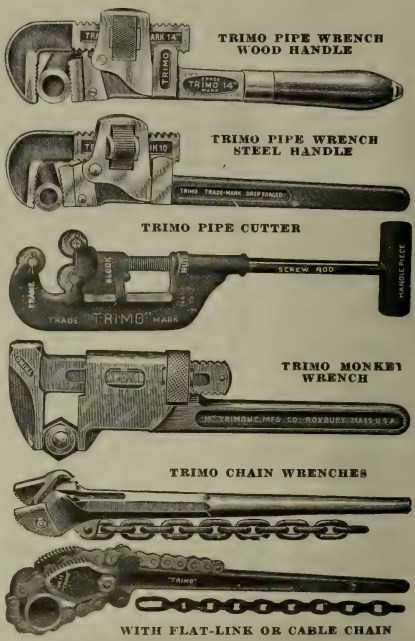
Nut with Nut Guards

BE sure to ask for the Trimo Wrenches, both Pipe and Monkey. They are equipped with Nut Guards that prevent the accidental turning of the adjusting nut in close quarters, and with Steel Frames in the principal size that will not break.

SEND FOR CATALOG NO. 55.

TRIMONT MFG. CO.

55-71 Amory Street
Roxbury, Mass.
U.S.A.



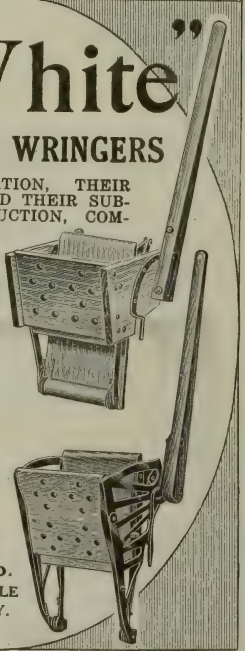
"White"

MOP WRINGERS

EASE OF OPERATION, THEIR GREAT UTILITY AND THEIR SUBSTANTIAL CONSTRUCTION, COMBINED WITH THEIR PRICE, MAKES THE WHITE MOP WRINGER A RAPID SELLER.

Made of malleable iron and the best of hard woods — Maple or Birch. Fits any kind of pail and wrings the mop thoroughly.

It has more than one use —often used for fruit and vegetable presses and works perfectly. The advent of the White Mop Wringer proved a boon to the housewife—it sells itself and is a good profit-maker.



White Mop Wringer Co.
FULTONVILLE
N.Y.

When in need of

Wrapping Paper
Twines & Cordage

Brooms Brushes Baskets

Grocers' Sundries

Walter Woods & Co.
Hamilton and Winnipeg

Success and Your Associates

ALWAYS associate with men who are earning more money than you are. Such is the advice given by a man whose name is known the world over for his own success and the business which he created. It is good advice of a certainty, but we are not urging that it is the best advice. At the same time it is wise to associate with better or bigger men than you are yourself, because you are likely to be lifted up to their levels.

Most of us would probably like to be the intimates of J. P. Morgan, or of John D., or of Charlie Schwab, or Canny Andrew. If we had a speaking acquaintance with John Wanamaker, or Lord Beaverbrook, or Lord Shaughnessy, and with other distinguished and successful men, we would take comfort from the fact.

And most of us would feel rather small and uncomfortable if we were placed beside President Woodrow Wilson at a dinner table, or beside Sir Robert Borden, Sir Herbert Holt or Sir Wm. Mackenzie. And the reason would probably be that we know so little of the knowledge that really counts. If these successful business men engaged us in conversation we would probably find ourselves knowing very little about the things that matter.

This will illustrate the point:

Here's a true story. A Toronto manufacturer found himself on a train going to Albany in company with a number of distinguished Americans about to attend the inaugural ceremonies of a State Governor. A washout led to a delay, and the Canadian was thrown into close association with senators and congressmen and prominent lawyers. They bantered the little Canadian about Canada. He had the pluck of a bigger man. He had been a constant reader of THE FINANCIAL POST, and had absorbed many facts about Canada. He surprised his American travelling companions with his positive, well-informed and wide knowledge of Canada. When the company reached Albany, the Canadian was persuaded to attend the ceremonies and was introduced as the man who knew all about Canada. The Governor was interested in Canada, and said so. and the little Canadian found himself telling the story of Canada very ardently to a very attentive listener, much to the amusement of his friends who introduced him.

This man made a hit on that journey, and many friends. One of the company gave him a stock market tip worth a fortune

The point of this story is: You, as a Canadian, can make yourself informed very fully and intelligently if you become a regular reader of THE. FINANCIAL POST. You can make yourself a worthy companion and intimate of presidents and magnates. The world likes to listen to men who know something well, and who can talk interestingly and informingly on the subject of their study.

You can become worth listening to if you know your Canada well. And you can get the kind and amount of knowledge concerning Canada which will make you interesting to others if you will read THE FINANCIAL POST regularly each week

IF you read THE FINANCIAL POST REGULARLY you will find yourself keeping company with the highest paid staff of editors engaged on any publication in Canada—trained men who know how to make others know what they know and learn.

You will find yourself living in a most interesting world—the great, throbbing world of business. You will have your thoughts tremendously stimulated and helpfully directed. You will find yourself becoming a fit table companion for big men — this because you will have knowledge of a quality that will keep you from shame.

What is it that keeps you and THE POST separated? It cannot be its subscription price of $3. Probably it is because you are not very well acquainted with this paper.

We are going to put it to you this way: If you have the desire to be worthy of association with big men, then prepare yourself for such association by reading THE POST, and to make acquaintance easy, we provide the coupon below. It offers you THE POST for four months for a dollar bill.

The MacLean Publishing Company, Limited,

Dept. F.M., 143-153 University Avenue, Toronto.

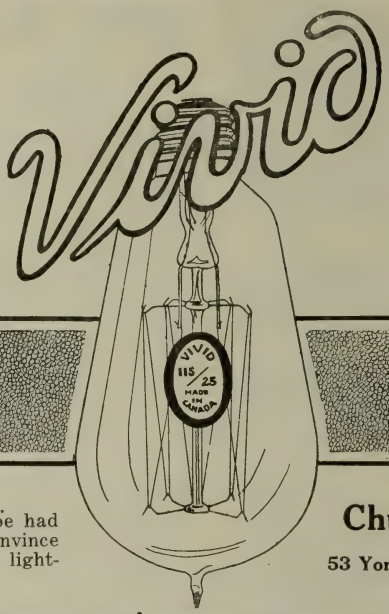
Send me / us THE FINANCIAL POST for four months for One Dollar. Money enclosed / to be remitted

(Signed)

.....

H.&M. .....

Lights that Last



Not only do VIVID LAMPS last longer than ordinary Tungsten lamps, but they give a steadier and stronger light. They are carefully made from the best material by highly skilled workmen. Better work and more work results from their use.

VIVID LAMPS can only be had from us. A trial will convince you of their durability and lighting power.

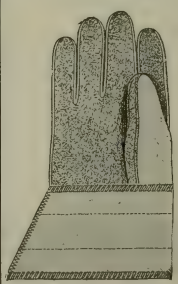
Churton & Taylor
HEAD OFFICE:
53 Yonge St. TORONTO
Phone Ad. 5487

Manufacturers
OF
WIRE
HEADQUARTERS FOR
Wire Bale Ties

LARGEST CAPACITY AND STOCK IN CANADA
Prompt Shipment

LAIDLAW BALE TIE COMPANY, Limited
HAMILTON, CANADA
Winnipeg Toronto Montreal
London, England

TAPATCO
REGISTERED BRAND TRADE MARK



Cotton Gloves Selling Better Than Ever

There's more work being done in the gardens of Canada this year than ever before, and every garden worker feels the necessity of cotton work gloves. Sell them "TAPATCO" cotton gloves. They are the most comfortable and serviceable glove made. Good-looking, too.

Many Styles--Many Colors

Made in Band Top, Knit Wrist and Gauntlet Styles, light, medium and heavy weights. Jersey Gloves and Mitts in Oxford, Tan and Slate.

Also Leather and Leatherette Trimmed Gloves.

Put "TAPATCO" Gloves to the front. It will pay you. Big sales and good profits.

The American Pad & Textile Co.
CHATHAM, ONTARIO

If interested, tear out this page and keep with letters to be answered.

The Two Essentials of Every Sale

A Satisfied Customer

A Satisfactory Profit

Every man who enters your store is a prospect —a prospect in more senses than one—a prospect for a sale—a prospect for satisfaction for himself —a prospect for profit to you.

He is a prospect for an AutoStrop Safety Razor. There is nothing he will enjoy more than a clean, comfortable shave—one he can secure with ease and comfort in less than three minutes—there is one razor that will give it to him—one razor that is always "on duty"—that will give satisfactory service under all conditions—the one razor that sharpens it own blades automatically and thus keeps them in perfect condition at all times.

The AutoStrop Razor

is the ideal one for you because it gives you the two essentials of the desirable sale—a satisfied customer and a satisfactory profit.

Our extensive advertising campaign is planned with the idea of creating satisfied customers for you—link your store up with it by prominently displaying AutoStrop Safety Razors in your windows.

AutoStrop Safety Razor Company, Ltd.

Toronto, Ontario

When suggesting a razor for soldiers' use remember that the AutoStrop, because of its self-stropping device, is most suitable for active service.

Tree Pruners

The great efforts to increase food production which will be made this year will tend to increase sales of tree pruning tools. Every grower will be anxious to give his trees every assistance to bear well.

You can do your part by being prepared to supply the most approved type of pruners. We have many styles all positively guaranteed against defects in material and workmanship.

Taylor's Improved Pattern Pruner

Orchard King Compound Lever

Taylor-Forbes Co., Limited
GUELPH, ONTARIO

CANE'S Clothes Pins

NOT "Just Clothes Pins"

Cane's Star Brand Clothes Pins are better—they cost no more than "just clothes pins"—but there's a difference.

Star Brand are always right in shape, right in length and correct in count. They will not injure the clothes.

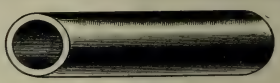
Your Jobber will be pleased to supply Star Brand Superior Clothes Pins at no extra cost.

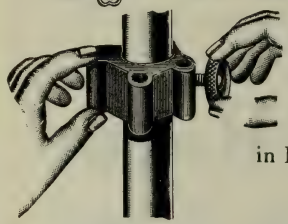
The Wm. CANE & SONS Co., Limited
MANUFACTURERS
Newmarket Ontario

TRADE MARK.

WILLIAMS BROS. & PIGGOTT, LTD.

Small Heath, BIRMINGHAM



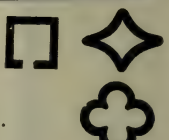


Patent Grip-Tight Socket

Specialists in TUBES

Seamless, Brazed Iron-cased Mouldings, Beadings, Rolled Metals in Brass, Copper, Nickel Silver, and other Metals.

Over 1000 different sections



GENERAL BRASSFOUNDERS
SHOP WINDOW FITTINGS MANUFACTURERS

TRADE MARK.

E. Roy,
65½ St. Andre St., Montreal, Que.

C. C. Cartwright,
35 Water St., Winnipeg, Man.

4 Good Reasons ---READ 'EM!

Why you should sell Rolled Thread Bolts and Screws:

BETTER QUALITY—Rolled Thread Bolts can only be made from first quality Basic Open-Hearth Stock.

STRONGER—Actual tests show 13 per cent. greater strength than Cut Thread Bolts.

NO USELESS WEIGHT—Shanks are smaller than threads. No useless weight to pay freight on.

BIG FIRMS ADOPTING THEM—Some of the largest users on the continent will accept nothing else—and they always investigate before acting.

THE NORTHERN BOLT, SCREW AND WIRE COMPANY, LIMITED - OWEN SOUND, ONT.

If interested, tear out this page and keep with letters to be answered.

Everybody will be Gardening this Spring

No. 21 Liberty Adjustable Cultivator-Weeder

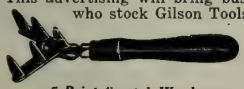
Patent Applied for

The High Cost of Living will combine this Spring with Government Back - Yard Garden Campaigns to make many new gardeners.

These inexperienced as well as the experienced tillers of the soil will be particularly pleased with the labor-saving features of Gilson Garden Tools and will buy them in preference to the ordinary kind. You will in particular sell many Liberty Adjustable Cultivator-Weeders because this double-efficiency tool is just the one to keep garden soil in perfect condition with the least labor.

If you want to carry the best line of efficiency garden tools ask your jobber about Gilson Tools. If he can't tell you, write us direct.

Through our advertising space in these publications readers of MacLean's Magazine and of Farmers' Magazine are learning why these tools are best. This advertising will bring business only to dealers who stock Gilson Tools. Stock quickly.



5 Point Scratch Weeder Patent Applied For.

J. E. GILSON CO.
PORT WASHINGTON
WISCONSIN, U.S.A.

TRADE **CHICAGO** MARK

SPRING HINGES

A SUGGESTION

Have you a stock of Spring Hinges that have distinctive selling features which your salesman can offer and which would make the prospective purchaser buy them and no other?

Chicago "Triplex" Spring Butts

offer this advantage to you. The appearance, durability and finish of this article are unsurpassed, and in consideration of prices that are conservative in respect to value, the up-to-date dealer cannot afford to neglect this profitable business.

Send for Catalogue M. 32. It fully illustrates and describes the most complete line of Spring Hinges manufactured.

Chicago Spring Butt Company.

CHICAGO NEW YORK

Wrought and Steel Plate WASHERS OF ALL DESCRIPTIONS

ROUND AND SQUARE

PLAIN OR GALVANIZED

Annealed Rivet Burrs; Felloe Plates; Sheared and Punched Plates; Malleable Washers and Cast Iron Washers.

PROMPT SHIPMENTS

We Guarantee Quality and Service.

Wrought Washer Mfg. Co.
MILWAUKEE, WIS.

The Housewife who buys

MENDETS A PATENT PATCH

discovers for herself that they are the most effective repairers she has ever known. Consequently she is pleased that you recommend them and will come again to your store. "Mendets" do such effective work that they make friends for you everywhere.

The following wholesale hardware merchants sell Mendets: Whites, Ltd., Collingwood, Ont.; Wood, Vallance, Ltd., Winnipeg, Man.; Wood, Vallance & Co., Hamilton, Ont.; Hobbs Hardware Co., Ltd., London, Ont.; D. H. Howden & Co., Ltd., London, Ont.; Thos. Birkett & Son, Co., Ltd., Ottawa, Ont.; Miller-Morse Hardware Co., Winnipeg, Man.; Marshall Wells Alberta Co., Ltd., Edmonton, Alta.; Walter Woods & Co., Winnipeg, Man.; Rogers Hardware Co., Ltd., Charlottetown, P. E. I.; Thompson & Sutherland, Ltd., North Sydney, N.S.; Merrick, Anderson Co., Ltd., Winnipeg, Man.; A. M. Bell & Co., Halifax, N.S.; J. H. Ashdown Hardware Co., Ltd., Winnipeg, Man.; Bond Hardware Co., Goderich, Ont.; Emmerson & Fisher, Ltd., St. John, N.B.; R. Chestnut & Sons, Fredericton, N.B.; Lyons & Marks, Toronto, Ont.; L. H. Hebert & Co., Montreal, Quebec; Cowan Hardware Co., London, Ont.; The Hanbury Hardware Co., Brandon, Man.; McLennan, McFeely & Co., Ltd., Vancouver, B.C.; Martin, Finlayson & Mather, Ltd., Vancouver, B.C.; Crowell Bros., Halifax, Nova Scotia; Cavehill, Learmont & Co., Montreal; A. Chown & Co., Kingston; The Gray-Harvey Co., Limited, Ottawa, Ont.; H. S. Howland Sons & Co., Limited, Toronto; Mills Hardware Co., Limited, Hamilton; Caverhill, Learmont & Co., Montreal; Revillon Wholesale, Ltd., Edmonton, Alta.

Collette Mfg. Company

Collingwood, Ont., Canada

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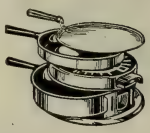
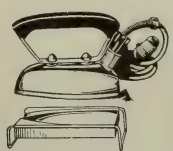


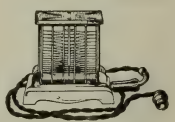
Every occasion that prompts gift-purchasing is an opportunity for the "Premier" dealer.

IN the past a good many electrical appliances have been bought rather thoughtlessly—by folks who wanted merely the convenience that electricity brings. But there will be less of this kind of buying in the future. There will be more inquiring into merit, into design, construction, finish. That's the thought most dealers have in mind when adopting the new "Premier" line. They realize that in the "Premier" organization are men who have grown up with the industry; men who are known throughout the trade as progressive. At a glance they know that "Premier" appliances are "all that the name implies." And the advertising campaign now running is but the forerunner of our effort to warrant their faith in becoming "Premier" dealers. You can't afford to judge the "Premier" by your previous experience of electrical appliances makers. Get in touch with the "Premier" men themselves, know the goodness of "Premier" appliances, learn the handsome margin of profit they allow. Act on the impulse—write now.

Superior Electrics, Limited

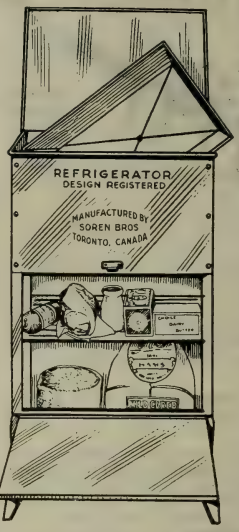
Pembroke, Ontario





PREMIER Electrical Appliances

"All That the Name Implies"



The First Thing She'll think of

When the housewife heeds the call for food conservation she decides at once on a refrigerator as her most effective ally.

The Frost King All-Metal Refrigerator always makes a hit with thrifty women because of its simplicity, cleanliness and low cost.

Put a few in prominent position on your floor. Your reward will come in profitable sales.

Soren Bros. 545-7-9 King St. W. TORONTO

"KEYSTONE"

The Name for Quality in STABLE BRUSHES

Stable men appreciate the point about Keystone stable brushes—the bristles stick in, and the backs won't break.

Further than that, the bristles resist hard treatment in a remarkable manner—that's quality, and a stable man appreciates it.

Are you handling the "Keystone" Line?

Write for prices, etc., to

STEVENS-HEPNER CO.
LIMITED
Port Elgin, Ont.

Get prices and information about the "Nugget" Broom and the rest of the famous Keystone Brand Brooms and Brushes.

If interested, tear out this page and keep with letters to be answered.

SHAFTING

HUNDREDS OF TONS IN STOCK

ROUND up to 8-in.
To 15-in. Turned to Order
HEXAGON up to 2-in.
STRIP STEEL to 15-in. wide

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"Ask Your Jobber"

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Canadian Consolidated Rubber Co. Limited

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Branches at Halifax, St. John, Quebec, Ottawa, Toronto, Hamilton, Kitchener, London, North Bay, Fort William, Winnipeg, Brandon, Regina, Saskatoon, Calgary, Lethbridge, Edmonton, Vancouver and Victoria.

Our aim is to serve and please

If interested, tear out this page and keep with letters to be answered.

"Member Audit Bureau Circulations"

HARDWARE AND METAL

CANADA'S NATIONAL HARDWARE WEEKLY

Vol. XXX. TORONTO, MAY 4, 1918 No. 18

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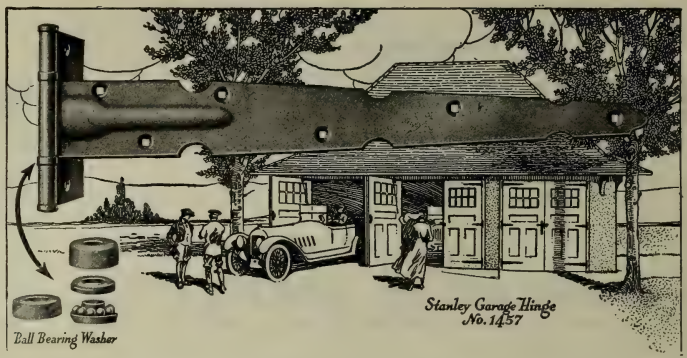

The Garage that's as good as its Stanley Hinges, is a mighty good Garage.

A Garage can be judged by its Hinges

STANLEY Hinges swing heavy doors easily, quietly, weather-tight. They need no inside space for operation and permit all the doors to be opened at one time—an important advantage.

In the above illustration the gracefulness and stylish characterful lines of the Stanley Hinges are evident. The doors here are hung on Stanley Garage Hinges No. 1457, the 24-inch at top and bottom, with 10-inch at the center. There are larger Stanley Hinges for very massive doors.

Stanley Door Holders No. 1774 make it impossible to have an accident due to a swinging door crashing into the auto. These, with Stanley Butts, Bolts, Latches and Pulls, are in constant demand by builders and garage owners.

You should carry a complete line of Stanley Garage Hardware because there's a call for it; it satisfies perfectly every garage requirement, and there's money for you in handling it!

To-day write for Stanley Garage Hardware catalog and information on "Selling More Stanley Garage Hardware."

THE STANLEY WORKS

New Britain, Conn., U.S.A.

Manufacturers of Wrought Bronze and Wrought Steel Hinges and Butts of all kinds, including Stanley Ball Bearing Butts. Also Pulls, Brackets, Chest Handles, Peerless Storm Sash Hangers and Fasteners; Screen Window and Blind Trimmings; Twinrold Box Strapping, and Cold Rolled Strip Steel.

Stanley Garage Hardware is adaptable for factory and mill use.

Canadian Representative: A. MacFarlane & Company, Coristine Bldg., Montreal.

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Canada's National Hardware Weekly

HARDWARE AND METAL

Published Every Saturday Since 1888

Vol. 30 TORONTO, MAY 4, 1918 No. 18

Auto Accessories Are Not Taxed

Tax Announced on Automobiles, but Accessory Men Are Not Advised That it Will Apply to Their Commodities—Increase of Income Tax Will Affect Many Hardware Merchants and Their Employees

AUTOMOBILE accessory dealers in Canada have been led to believe the new taxes levied on automobiles will not apply to accessory lines. According to the speech of the Hon. A. K. MacLean, Acting Minister of Finance, delivered in the House on Tuesday of this week, there was no mention made of the accessory lines. The opinion was expressed by some wholesale dealers that such a tax was almost to be expected in view of the tax levied on automobiles. It did not seem consistent that the automobiles should be taxed and that the parts go untaxed

"The resolutions shall also provide for a special war excise tax of 10 per cent. upon the selling value of automobiles, jewelry, gramophones, graphophones, phonographs, talking machines, mechanical piano and organ players and records when imported into or manufactured in Canada. The tax upon automobiles is applicable to all imported into or manufactured in Canada and unsold this day. Such are the taxation proposals, and other than I have stated no tariff changes are proposed."

Gramophones Included

From the above citation it will be apparent that it is proposed to tax gramophones, graphophones, phonographs and talking machines, together with the records for same. As some hardware stores handle these various lines, it will be apparent that the tax on these will be of vital interest. There will be no complaint from any quarter, however, as the necessity for these taxes has been fully realized.

Incomes Will be Affected

Another feature of the new taxation proposals that will interest the hardwareman is the fact that the taxable point for incomes has been reduced from $1,500 to $1,000 in the case of unmarried persons, and for married persons from $3,000 to $2,000. In consequence of this provision quite a number of hardwaremen who were not included in the previous schedule will be included. An amendment is furthermore to be introduced providing for an exemption of $200 for each child under the age of sixteen years. Take for instance the married man with an income of $2,500 per year and with two children in his family. He would be called upon to pay on $500 less $400 for the two children. This would make the remaining taxable income $100 and would amount to $2 at 2 per cent.

HOW INCOME TAX APPLIES

To illustrate the effect of the proposed income tax amendments, Hon. A. K. MacLean, in his budget speech, read a statement showing the present and proposed tax, payable in the case of a married person on the following incomes:—

Income	Present Tax	Proposed Tax
$ 3,000	Nil	$ 20
5,000	$ 120	140
10,000	360	392
20,000	1,260	1,382
30,000	2,460	2,707
50,000	5,260	5,782
75,000	10-010	11,007
100,000	14,760	17,607
200,000	42,760	50,957
400,000	101,760	142,757
600,000	130,700	195,407

Important amendments to the Income Tax Act are proposed. The exemption in the case of unmarried persons is to be reduced from $1,500 to $1,000, and for married persons from $3,000 to $2,000, the rate to be 2 per cent. from $1,000 and up to $1,500 in the case of unmarried persons and widows, or widowers without dependent children, and 2 per cent. from $2,000 and up to $3,000 in the case of all other persons.

The present super-tax is to be continued as at present up to incomes of $50,000, at which point a new classification and rate is proposed, and which is as follows:

From $50,000 and up to $75,000, 15 per cent.

From $75,000 and up to $100,000, 20 per cent.

From $100,000 and up to $200,000, 25 per cent.

From $200,000 and up to $400,000, 30 per cent.

From $400,000 and up to $600,000, 35 per cent.

From $600,000 and up to $800,000, 40 per cent.

From $800,000 and up to $1,000,000, 45 per cent.

All over $1,000,000, 50 per cent.

In addition to the normal tax and super-tax, it is proposed during the war to enact a war surtax assessable up to and inclusive of the calendar year in which the war ends upon the tax payable as follows:

On incomes from $6,000 to $10,000, 5 per cent.

On incomes in excess of $10,000 and not exceeding $100,000, 10 per cent.

On incomes in excess of $100,000 and not exceeding $200,000, 15 per cent.

All incomes in excess of $200,000, 25 per cent.

"At the last session of Parliament the Minister of Finance was strongly urged to provide an exemption for each child in the family of a married person liable under the Income Tax Act. During the recess and before he left Ottawa in January last he had given careful consideration to these representations, and he concluded that some exemption in such cases should be made. Accordingly an amendment to the Act is to be submitted providing for an exemption of $200 for each child under the age of sixteen years. This amendment is not retroactive, and is not applicable to the income tax payable for the year 1917. The corporation income tax now 4 per cent. is to be increased to 6 per cent. Other amendments are proposed, but I need not detain the House with them at this time."

Watches Not Jewelry

In the debate following the budget speech further light was forthcoming on some points which were obscure. One of these developed the fact that watches were not considered as jewelry under the new proposals. Certain classes of watches are handled by hardware stores and merchants will be interested to know that the tax is not meant to apply to them. Jewelry is apparently to be distinguished when it is used as an "adornment for the person." The discussion also developed the fact that it is not intended to tax commercial motor vehicles and motor trucks. Passenger cars or pleasure cars, however, are to be taxed. In the case of the tax on automobiles it is to be made retroactive, that is, any cars already manufactured prior to April 30 but which have not been sold will carry the tax.

Interior of Store of Fabien, Limitee, Montreal, Showing Neat Arrangement of Bicycles and Bicycle Accessories. Week of May 4 to 11 is to be Bicycle Week Throughout Canada. A Good Display of Bicycles Will Help Get the Spring Trade Started.

One-third Store's Turnover in Bicycles

Fabien, Limitee, Montreal, Started a Hardware Venture After War Broke Out and Makes Success of it—Keeping Own Books Helps in Curtailing Purchases—Watch Prices and Stock—Bicycles as a Side Line First New Big Factor

"WE started our hardware department two or three months after the war broke out," said L. E. Fabien, of Fabien, Limitee, 1177 Wellington Street, Verdun, a suburb of Montreal, to HARDWARE AND METAL recently. "We have put the profits back into the business through the buying of stock and have been able to increase our turnover and to establish a business that shows an annual increase."

This is an interesting statement for a business man to make regarding a hardware business that has existed less than four years, and which was started in the fall of 1914. It indicates clearly that it is possible to make headway against obvious difficulties, and in the following story some of the methods that have been used to advantage will be of interest and value to many.

Knowing Your Markets

"We find HARDWARE AND METAL very good to give us the prices as they change from week to week," said Mr. Fabien. "We always are anxious to get it so we can know what is changing and adjust our prices accordingly. We find the market reports very useful."

In these words Mr. Fabien has summed up one of the vital points that every successful merchant must consider and to which he must give heed if he will succeed—that of buying to best advantage in the lowest market—and further, that of adjusting his selling prices in accordance with the changes that are so frequent these strenuous days. Too much emphasis cannot be placed upon this point and the hardware merchant who is alive to his own interests will ponder this actual experience of the Fabien store.

Small Sales of Bicycles First

The first interest in the selling of bicycles was necessarily confined. It was in the fall of the year when the business was started. As a matter of fact bicycles were not seriously a factor in the sales until two years ago. Until that time they were not reckoned as a probable large seller, but the matter of increasing the demand was seriously considered. As a result, the sale of bicycles to-day is responsible for about one-third of the store's annual turnover, rather a remarkable fact after less than three years experimenting with the probable chances of increasing the output. In all, ten different models are carried.

Methods of Display and Sale

"How have you been able to increase the sale of bicycles so that they figure to this extent in your business?" was asked of Mr. Fabien.

"By displaying our bicycles in the windows and by giving our customers good service," was the reply. It was observed that there were many in the district who would probably be interested in the purchase of a wheel and while there have been many enlistments the demand for bicycles has continued reasonably good.

The accompanying photograph is that of a typical window display in the Fabien store. It shows that advantage is taken of one of the best mediums of publicity at the hardware dealer's disposal. The windows should be made to earn a dividend for the store and there is no doubt that the average merchant can make no better use of this medium than by having seasonable and in fact frequent displays such as this to promote interest in his bicycle and sporting goods department.

The Interior Display

The man or the boy, the young lady or woman who has any interest in cycling will find a well arranged display within the store for immediate examination. A selection is thus readily possible and as some eight to ten models are now carried, in various finishes and with a variety of equipment, every prospect is likely to find the desired model suited to the buyer's individual taste.

For the purpose of keeping the samples in neat order a few inexpensive stands are procured and these are fixtures in which but a small amount need be tied up. In this way the needed space is confined to the minimum and the bicycles look well and are readily moved if need be.

Accessory Sales Increased

In addition to the display of bicycles

within, one of the first silent salesmen to the left of the store as one enters is given over to the display of bicycle accessories. It is recognized that much of the profit in handling bicycles comes from the sale of the big variety of accessories that are required by every cyclist. Many want complete equipment and with a new bicycle one will probably want a bell, an extra inner tube and a cover. He also may require a carbide lamp or if he prefers an electric lamp this can be provided. And after wear and tear does its work, spokes, pedals, grips, inner tubes, etc., are required.

"The sale of bicycles has increased the sale of accessories very much and of course the sales work both ways," was Mr. Fabien's way of referring to the growth of the business for these lines.

Advertising a New Catalog

"We expect to advertise in the local papers, and in order to get business from the country we will issue a catalog of bicycles, accessories and other specialties. This catalog comprises 24 pages and cover and is printed in both English and French. The announcement is made on one side of the first pages that a separate catalog giving a full description of the range of bicycles is printed separately. The bicycle accessory catalog comprises such lines as wheels, tires, hubs, horns, grips, handle bars, lamps, electric lamps, pumps, mudguards, saddles, carriers, cyclometers, repair kits, oilers, enamels, tools, Ingersoll watches, flashlights, razors. In these articles it will be noted lines which appeal particularly to the youth and young man.

Catalogs will be mailed to those answering advertisements in the papers and to others that the firm feel may be interested in this line of goods,

In this connection it was further stated that direct reference through the special newspaper appeal would be made to the fact that a catalog would be furnished those directly interested.

The Accessory Case

Mr. Fabien carefully planned the fittings of his accessory "salesman" so that it would have ample room for the care and display of his accessory stock. Thus, there are 60 different sections or compartments where bells, hand grips, spokes, nuts, axles, ball-bearings, pedals, speedometers, tools, tool bags and scores of other parts and specialties are shown. This is a wise arrangement, in that many a man who does not know what he wants so that he could ask for it by name might see the actual part and point it out. Having been a practical cabinet maker, Mr. Fabien designed and made this sectional case himself.

Other Features of Store

The store of Fabien Limited has some other interesting features. Thus, the shelving and boxes as shown in the interior photograph accompanying was designed and built to meet the needs of the stock, and a neat appearance is thus obtained which will appeal to the customer. It likewise is a protection to the stock and keeps it neat and free from dust and sunlight. The drawers were planned to give ample room for the average article of shelf hardware in quantities desirable to have ready at hand for immediate sale. Their dark oak finish gives them a desirable and fitting shade well suited to the general color scheme of the store as a whole. The drawer material is of chestnut.

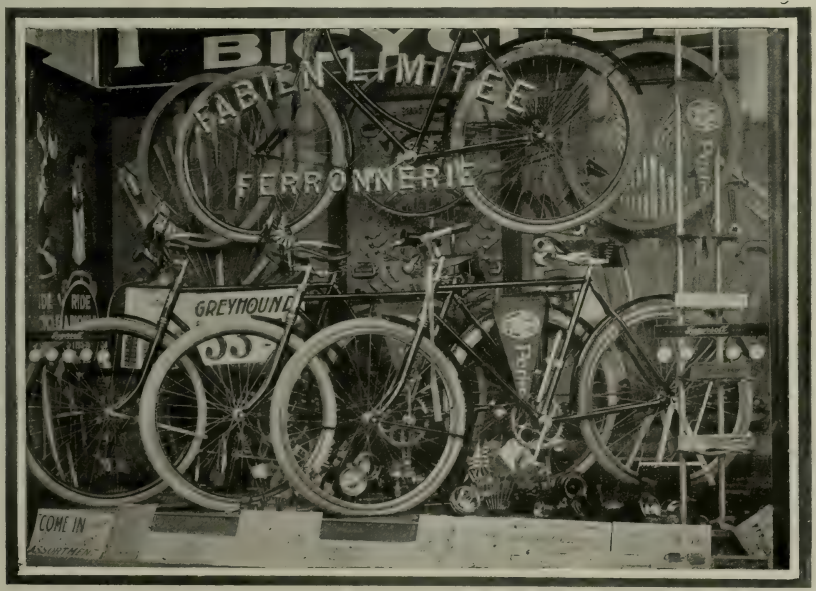
In order that the surplus stock may be kept in equally good condition sliding doors have been provided above the boxes just described. This has the additional advantage of making a presentable section right from the floor to the ceiling. Seven of the sections are used for hardware and four have been adopted for paint and varnish specialties.

Here's a Good Screw Case

How many are there who have wished for a good case that would hold a fair stock of screws and where they would be convenient when asked for? Here this has been provided in a different manner from the average case seen by the writer during many years' experience, and the arrangement is one that any store might provide for itself without great expense.

Immediately under the forward serving counter, just adjoining the first silent salesman on the shelf hardware side of the store, a space extending to the floor has been reserved which is three and a half feet long. The same has been divided to suit the extent of screw stock carried and likely to be needed for the future demands of the trade. A large number of drawers two inches deep, three and a half inches wide and twenty inches long are made to fit this section. These, being of good length, are neatly

(Continued don page 64.)



Window Display of Bicycles Arranged by Fabien, Limitee, Montreal. Attractive Window Displays Are One of the Best Advertisements to Help the Sale of Bicycles.

Paint Advances 15c Gallon on Colors

Reason Assigned is Advances in Price of Linseed Oil and Dry Colors—Paint Business Reported Very Good, With Many Prospects—All That is Needed is Aggressiveness in Getting After Business

AN advance of 15c per gallon has been announced as effective by the paint manufacturers of Canada to apply on first and second grade house paints, floor, wall, porch, concrete, in colors but not in white. This advance has been occasioned largely through the higher price of linseed oil that has prevailed since the last general advance of 25c per gallon made in the price of paint in January of this year. At the time of the last advance in January linseed oil was quoted in a wholesale way at $1.50 to $1.55 per gallon for raw oil in single barrel lots. At the present time raw linseed oil is quoted at $1.86 to $1.95 per gallon in single barrel lots. Price to manufacturers buying in carload lots would be somewhat lower than these figures, but the proportionate advance would be the same. The manager of one of the Canadian paint companies is authority for the statement that an advance of 10c per gallon in the price of linseed oil should mean an equivalent advance of 7c per gallon in the price of paint. In other words, with an advance of 35c to 40c per gallon in the price of linseed oil the corresponding advance in the price of paint should be 25c to 28c per gallon. The manager in question was strongly of the opinion that the advance put into effect during the present week should have been considerably more than the price announced.

Another factor that has entered into the present increase is the difficulty in obtaining dry colors and the advance in prices which have recently taken place in these commodities. Most of these articles now come from the United States, and conditions have been such in that country to make the manufacture and shipment difficult.

Advance Predicted

This advance was definitely predicted in HARDWARE AND METAL in our issue of April 13. On that occasion we stated: "New Paint Prices Possible—It is very probable that higher prices will prevail for paint and some kindred lines. These may become effective within a few days. HARDWARE AND METAL was definitely informed that the increased cost of oil and the strong position it is likely to occupy for some time, higher costs for containers, packing, labor, etc., made this a very probable forecast. It will be remembered that the special announcement appearing exclusively in HARDWARE AND METAL on February 2 stated that orders would be taken on the old basis up to April 1, and the general tendencies indicated that even higher prices might be later considered. It is probable now that on mixed paint an advance of 15c to 25c per gallon may be made."

NEW PAINT SCHEDULE OF ADVANCES APRIL 27, 1918.

First and Second Quality House Paints—Colors advance 15c per gal.

Flat Wall Paints—Colors advance 15c per gal.

Floor Paints and Enamels advance 15c per gal.

Marine Paints (except dory) advance 15c per gal.

All other Oil Paints (excepting barn paints), advance 15c per gal.

White Paints to be sold at not less than 10c per gallon over revised cost of colors.

Note.—These prices indicate the general advances made but in some instances individual paint makers may have made odd revisions applying to their own lines.

The trade, therefore, was well advised before the recent advance was made.

Business Surprisingly Good

"Business is surprisingly good in ready-mixed paints," said the manager of one of the Canadian paint company's in reply to a question from HARDWARE AND METAL as to the way the spring paint trade has opened up. "Repeat orders are coming along in good volume. One firm in a wide-awake city recently sent us a spring sorting order for $1,200. Paint is selling with this concern because they have gone after the trade in an energetic advertising campaign. They have featured the spring paint-up idea in their store displays and in the newspaper advertising. They report that the people of their city are crazy about the paint-up idea this year, and that they are selling the paint fast. This is but an illustration of what can be done in the way of selling paint this season. People are ready to do painting if the matter is put to them in the right manner. This recent advance is not going to affect the sale one iota. They will realize that it is poor economy to put off painting if the advantages are put up to them in the right light.

Sold Thirteen House Jobs

One of our travellers on Saturday of last week assisted a dealer to sell the paint for thirteen house jobs in his town. The dealer realized that these were likely prospects, and when our salesman called on him the situation was laid before him. As a result the dealer and our salesmen went out and sold the paint for thirteen houses in that town. The aggregate of the sales for this dealer on Friday and Saturday of last week was in the neighborhood of $450. This is an example of what other live dealers can do. They should not sit back and expect the manufacturer's representative to unearth the prospects for them. They should have initiative enough to look out for prospects. Another dealer unearthed three prospects for barn paint, and our representative went with that dealer and sold thirty-four gallons of barn paint.

"These are but isolated examples of what could be done throughout the trade if the dealer would take enough interest in his trade to look out for the prospects. If dealers were to take a live interest in this matter it would not be possible for the manufacturers to supply the demand that would develop. The matter of price has nothing to do with the selling of paint. It would be as easy to sell paint now as it was in normal years if the prospective customer was made to realize what is involved in his failure to paint. It is cheap insurance for his building, even if prices were much higher than they are at present."

FIRE LOSSES IN CANADA LARGE

J. A. Robertson, secretary of the Canadian Fire Underwriters' Association, stated to the Fire Insurance Commission of Ontario, during the past week, that the fire loss in Canada during the year 1916 amounted to 3.58 per cent. compared with 2.32 per cent. in the United States, .67 in England, .63 in France and .17 in Germany. He asserted that the primary cause for fires in Canada was the carelessness of the people, and that 28 per cent. of the fires were preventable. On this basis Canada could save $6,100,000, based on the 1916 fire losses, if the element of carelessness were eliminated.

LEAD IMPORTATIONS PROHIBITED

The United States Government has prohibited the importation of lead ore into that country in order to save tonnage. It was the intention of the original order to prohibit all lead imports into that country except those coming from Canada and Mexico after May 13. Since that time Mexico has been included within the order owing to the rail congestion. However, it is hoped that Mexican ores will be allowed to enter the United States as the lead ore from that country contains large values in silver which the United States needs for coinage purposes. For the eight months' period ending March 31, Mexico shipped to the United States 97,000,000 pounds of lead ore as compared with 17,000,000 pounds from all other countries. It is understood also that the shipments of zinc ore from Mexico have been ordered halted on the ground that freight car space is needed for other and more important purposes.

Present Cows to Sanatorium

Proceeds Raised by Retail Hardwaremen's Association in Connection With Picnic at Port Stanley—Cows Form Part of Herd of 30 Which Give Milk Supply to Worthy Institution

THE London, Ont., Retail Hardwaremen's Association has given evidence that its members are interested in worthy and philanthropic causes by the presentation of three fine cows to the Queen Alexandra Sanatorium. The amount raised for this purpose was $350 and was collected in connection with the last annual picnic held by the association at Port Stanley. When the annual picnic was talked of for 1917 it was suggested that something should be done to assist the Sanatorium in the good work it was doing. The idea was approved by all the members of the association and it was decided that a raffle would be a good way to raise the money. A traveler interested in the work of the association donated a fine cut glass fruit bowl for this purpose. Duplicate tickets were printed and 3,500 were sold at ten cents each, making a total of $350.

The sale of this large number of tickets was made possible by the enthusiastic work of all the members of the association, assisted by the clerks of all the stores. A considerable number of tickets were sold at supper time on the occasion of the picnic, when between four hundred and five hundred hardwaremen and boys with their friends sat down to lunch at one time.

The selection of the cows was made by J. A. Brownlee, vice-president of the London Retail Hardwaremen's Association, who is considered an expert on cows, and was assisted by the head farmer at the Sanatorium. As will be noted by reference to the picture the animals have the appearance of being fine types. They form part of a herd of thirty and give their full share of the milk that supplies the sick kiddies, grown people and soldiers at the Sanatorium. The officers of the London Retail Hardwaremen's Association are shown in the picture and are as follows: President, T. A. Jones of James Cowan & Co.; vice-president, J. A. Brownlee, of Brownlee Hardware; secretary, T. H. Purdom, Jr., of Purdom Hardware Company.

An amusing incident happened following the taking of picture shown herewith. Mr. Brownlee is a horseman as well as a stockman and had an opportunity to prove his prowess in getting an unruly animal under control. Just after the picture was taken the cow in Mr. Brownlee's charge bolted and made off at full speed for several hundred yards, with the vice-president clinging to the rope. With coat tails flying to the breeze and feet making a rapid clap, clap, this London hardwareman had a merry lead for a time. But he held to the rope and shortly succeeded in getting the cow to desist from her rapid flignt, after which she was brought back to her starting point.

The gift was greatly appreciated by the Queen Alexandra Sanatorium, the superintendent on receipt of the cows sending the following letter to the association:

Mr. J. A. Brownlee,
Retail Hardware Association,
London, Ont.:

Dear Sir,—Will you please extend to the members of your association our most sincere thanks for their splendid gift of three cows to the Sanatorium. We assure you that their kindness and interest is greatly appreciated.

Yours very truly,
D. A. CRAIG, Superintendent.

MAY INCREASE SIZE OF CEMENT BAG

During the past week there was introduced into the House of Commons by Sir George Foster some proposed amendments to the Inspection and Sale Act, one of which provided that a standard of 94 pounds be made for all cement bags. The majority of bags used at the present time have a capacity of 87½ pounds. The proposed amendment met with considerable opposition when the House discussed the matter in committee. Cement dealers when interviewed on the matter were at a loss to know why such a measure should be introduced. Various opinions were ventured, one of them being to the effect that a bag of 94 pounds would conform more nearly to the United States standard bag which contains 95 pounds. Another opinion was to the effect that engineers would probably welcome such a change as four bags of 94 pounds would make five cubic feet and would therefore be easier to compute in mixing operations. If such a measure were put through it might entail some loss in the shape of discarded bags.

These bags can be used four or five times, and in some cases where extra good care is taken of them they have been known to last for ten fillings. Time would undoubtedly be given to work off the old stock of bags that might now be on hand. However it is not yet apparent that the measure will pass the house owing to the opposition which it met.

Cows Presented by London Retail Hardwaremen's Association to Queen Alexandra Sanatorium, London, Ont. Men in the picture comprise the committee in charge of collecting funds for this purpose and from left to right are: T. Jones, of the Cowan Hardware Company, President; J. A. Brownlee, of J. A. Brownlee Hardware Company, Vice-President; C. J. Craig of D. H. Howden Company; T. H. Purdom of Purdom Hardware Company, Secretary.

More Paint Should be Used and Sold

Charley Wright, of Acme Hardware Co., Continues His Discussion of Paint and Varnish Trade and Suggests Plans for Carrying Out a "More Paint" Campaign in Another Conversation With Jim Rogers, of the Spreadit Paint Company

There can be no doubt but that more paint can be sold in Canada if the matter is taken up energetically. The following is the second installment of an article designed to show the field that is "ripe already to harvest." The first of the series appeared in a recent issue and caused comment among the paint trade.—Editor.

NOTHING short of smallpox or a case of "stretcher blighty" could have kept Jim Rogers of "The Spreadit Paint Co." from calling at "The Acme Hardware" store during his spring sorting trip. His conversation with Charley Wright last fall, after the latter had booked his spring order, had bristled so full of suggestions and information concerning the paint trade that he had designedly arranged his call earlier than usual to pick up some more pointers. Besides every spare moment since that day confronted him with the possibilities for his trade arising out of the figures given by Wright.

"Hello Jim, you're around pretty early for sorting orders aren't you?" greeted Wright.

"Orders be hanged," expostulated Rogers, "I told you that the next time I called here it would be with a note book; my order pad is in the grip where it's going to stay till I pump you dry of those criticisms and suggestions you made about the trade when I was up here last fall. I don't care if you don't sort up a half-pint tin this trip. You've got something a blamed sight more valuable for me under your hat than sorting orders and I want it—and want it bad."

"Oh, that's your line of talk," exclaimed Wright, good-naturedly and with surprise. "I didn't think for a minute that those little one-horse observations of mine would be worth a continental cuss to you and that you'd have forgotten them by this time. However, if it worries you to have me get some more off my chest come on in to the office and I'll try to load you up."

Rogers and Wright seated themselves behind the closed door of Wright's business sanctum. Roger's note book and pencil were quickly produced instead of the usual cigars. In fact Rogers had entirely overlooked this formality in his eagerness to get Wright started on the topic of using and selling "more paint" discussed in their former conversation.

"I intended to put the whole of our last conversation before the house," commenced Rogers, "but after thinking it over I decided to wait and discuss the whole matter more thoroughly with you. So here I am to thresh this matter out to a finish."

"You'll make me think I'm some pumpkins, interviewing me in this manner," observed Wright with a grin, as he settled down for what he knew would require a long discussion.

"Well there is this about it, Charley, those figures and arguments of yours have kept me awake more than one night, and the mischief of it is they've been proving themselves just about right. They opened my eyes and ears to a lot I didn't know about the trade and everywhere I go I can see them sticking out like sore thumbs. You certainly diagnosed our case right down to the ground and now what I want is the tonic you promised to suggest for our trade."

"Where'll I begin?" asked Wright with some amazement at Rogers' eagerness. He was not a little surprised at the effect his former criticisms had produced on Rogers, and was stalling for time to arrange his ideas so that his arguments would prove as reasonable and logical as he felt they should be.

Rogers pondered a moment before putting his leading question. "You seemed to be of the opinion that the paint trade, as a whole, is a loose-jointed rambling contraption handicapped by parts that aren't nicely machined for smooth running. To you they seem to lack co-ordination and co-operation to make good progress against the adverse facts you pointed out, and to keep pace with the other industries of the country. What's your suggestion for fixing us up so that we can take all of these grades on high gear?"

"Did it ever strike you that a great deal of co-ordination and co-operation is lacking in your methods of distribution?" countered Wright. "Some of the branches of your business are something like the doctors':—the allopath has a sneaking idea that the homeopath is providing business for the undertaker, and the homeopath is vice versa with the allopath; while both are about half-way right and three-quarters wrong."

"Come on, Charley, I know you've got some brass tacks to pound on this subject, don't be afraid to hit them clean and straight," encouraged Rogers with an endeavor to get Wright started.

"There was a time in the early history of this continent when painting was looked upon as a moral detriment to the community," commenced Wright reminiscently, "and so in order to keep the community from corruption and contamination and to make their example a good one, the good old Pilgrim Fathers around Boston called to account a minister who had had the audacity to paint his dwelling."

"If you'd lived in those times, Charley, you'd have been shot at sunrise for heresy, treason and wizardry with your argument for 'more paint.'"

"Perhaps I'll be tried yet for spreading seditious libel on your trade," mused Wright. "However times must have soon changed and their morals sadly degenerated, judging from the well preserved condition of some of the old New England homes now standing. As you know good old-fashioned 'pure white lead' and 'pure linseed oil' were the only orthodox paint materials for many years, till some heretic got into his head that he could mix a standard formula in a factory and parcel it out in cans. Naturally the chaps that had inherited the mysterious secrets of painting from their forefathers and conjured them up on the job with simple pots and paddles, resented this intrusion. They scented all kinds of danger. They had some reason to do so, at that. Painting began to look like something that anybody could do;—and with Tom, Dick and Harry as well as Samantha turned loose on the job without any real knowledge of the proper conditions for painting, trouble was bound to come—and it did come as you probably realize in every town you call on. But that didn't stop the maker of ready-mixed-in-bunches. Despite his heresy, and the fact that Tom, Dick, Harry, Samantha and the hired man ocasionally got the job and themselves all mussed up, he multiplied his factories and extended his business to the benefit of the trade in general. Then some fool notion got into his head that the business needed a chemist. This move simply out-mystified the mystery of the old white lead painter's hereditary lore. The ancient and honorable painting industry was being turned into a comedy by giving the contents of those standard packages a college education with test tubes and all the other black art of the laboratory.

"Of course the chemists had to do something to hold down their jobs, and just naturally had to chemist with everything in or out of sight. The upshot was that before long the heretic manufacturer with his alchemic chemist began to order barrels, then cars, then more cars of stuff with names that were just so much Greek to the old timer. More mystery, more terror, more damnation hove in sight with more factories, more laboratories, more chemists and more business. And this wasn't being done for charity and our friend the orthodox painter was mighty well aware of it. The truth of the matter was that the organized manufacturer of standard formula was digging up good paint materials that sadly jolted all the time honored traditions of the trade and he was making good with his

scientific foolishness. But he has always fallen down just in one spot and so far as I can see is likely to keep stumbling for some time to come. He knows as well as you and I that his paint is right for the purpose for which it was intended, but he can't scatter himself or his organization all over with every tin that he sends out. Consequently he cannot control the conditions under which it is used. He scatters his goods to the four winds and like the biblical seeds, some gets on good ground, some gets on poor ground and a whole lot gets spilled or plastered on good, bad and indifferent ground."

"We've taken all kinds of trouble to have the directions on labels, read so plainly that all a man or woman has got to do is read them, open the can and commence operation," explained Rogers.

"When I start traveling in the air, Jim, I'm going up with the man that's been running around with an aeroplane for some time in preference to the chap that's read the life of the Wright Brothers and sipped his knowledge of flying out of the condensed essence of a correspondence school," rejoined Charley, "and that's where the time-tried painter has one vantage point in service to the public with paint. He has had experience with paint, he knows when to use it and when not to use it. He has developed an instinct that tells him when conditions for its use are right or wrong. It's just here that both the painter and manufacturers have clogged up the machinery of the trade. Both sides have mistrusted each other too much. The painter has been unable to fathom the discoveries and progress of the manufacturer, despite the trouble that has been taken to establish absolute proof of superiority for manufactured goods through paint and varnish associations and the good offices of government testing bureaus. On the other hand the manufacturer has too often imagined that he could sail his own little ship full rigged through all the besetting shoals of paint application by a syncopated short course in painting set forth in small type on the back of his can,—for him the painter could go galley-west in a hurricane of his own wrath. Between the two, our beloved public, who must pay the shot, have been wondering where they really got off at."

Rogers interrupted with a laugh. "Say, Charley, did you ever have the chance of reading over an architect's specifications for paint, or the specifications attached to a railroad or big corporation requisition, prepared by an authority on paint who lived in a sub-cellar in the dark ages? No? Well, it's more fun than you'll find in the almanac when you follow them up with the prices they're willing to pay, considering all the pure this and that, that must absolutely be contained in the stuff they want. If you ever have to go through a strict specification deal in paint, take an arm chair along with you to rest up occasionally from the dizzy spells you'll get. Go ahead now. Your little speech just reminded me of one or two little deals I've gone through."

"I'm not caring a hoot about the big fellows, Jim. If they haven't got enough money and brains to take care of themselves, that's their lookout. What I'm leading up to is that the more thorough distribution and use of paint for every day use is being hindered by this confusion brought about by needless misunderstandings between two big factors in paint distribution. Ever since the ready-mixed paint game began the manufacturer has gone too much his own sweet way regardless, and the painter has wielded a knocking hammer that hasn't driven home any nails for his effort. There's a whole lot that the painter can add to his knowledge of painting materials from the careful scientific investigations and tests of the organized manufacturer. What's more he might as well set his mind easy about hindering the manufacturer—it's an impossibility—the manufacturer is going to continue his effort and progress and the painter might as well climb into the band wagon while the climbing is good.

"On the other hand manufacturers are a long way from the stage where you can afford to ignore the benefit of having experienced painters use your goods more generally. From the little experience I've had in handling paints it pays to do so; and if you can induce the public to utilize the combined services of good paint and experienced painters your efforts will result in better appreciation of mixed paints and open a larger field for your distribution. Let me draw one of those deadly parallels of the journalists that illustrates the point. When I sell a saw or a chisel to an experienced carpenter I know that they will be appreciated and used to far better advantage than when I sell the same articles to a man who wants to keep them around handy for odd jobs,—and his wife to open tomato cans with. There is this difference, however, in the average man's appreciation of a sharp edged tool and mixed paint. He can quite comprehend the limited use of a chisel as a sharp edged tool—and he doesn't come at you for his money back if the wife happens to land on it as the first thing handy for lifting carpet tacks or prying open a paint can. But with paint too many people are of the opinion that because it's ready-mixed it ought to stay stuck wherever it's put and whatever it's put on or over. If it don't, well—us fellows have to fork over another can to make good, or rap up the 'no sale' sign on the cash register. Everybody cites the axiom that 'you can't mix oil and water' in everyday affairs, but you can't seem to get them to see the application of the rule with paint on a surface that is not in a condition to receive it. Now a painter appreciates and recognizes conditions with regard to paint that the public have failed to comprehend. I'm with you fellows heart and soul in encouraging the use of mixed paint, in the use of good paint of any kind for that matter, but I have felt for a long time that you if you would encourage, not discourage, the painter in its use, by pointing out strongly and directly to the retailers, their clerks and the public the added advantage that will be given through the services of the painter, you would greatly assist in placing your goods on a better footing with the public as a service in protection and preservation."

"What about you retailers taking a hand in the game?" shot out Rogers pointedly.

"To tell the truth I guess as a whole we've been as much to blame as the manufacturer," confessed Wright. "About three or four years ago I got my eye teeth cut on that very proposition and if I tell you the story I think it puts the argument I am trying to make in a nut shell. There's a chap up the street by the name of Bob Wagner, who owns two or three houses which he keeps in pretty good shape if paint counts for anything. Along about this time Bob had just put up a new house for himself and was beginning to think about paint for it. He came into the store one day and it so happened that I waited on him. He had never used ready-mixed before but was showing some curiosity about it, so I loosened up on the subject and we discussed the matter pro and con for quite a bit. He told me he had just moved in so he thought he would buy ready-mixed and put it on himself. Far be it from me to discourage him from doing so, at that time, and I sold him his whole bill from primer to varnish. Bob went at it with a vengeance every spare moment he had,—five o'clock in the morning, noon-hour, Saturday afternoon, rainy days and holidays and I've an idea he sneaked in a few good hours with the inside work on Sundays. I've passed his place at ten o'clock at night with Bob slinging paint and his wife holding a lantern, so that he could see. It struck me that the old lady must be made of pretty good stuff to stand there all evening holding a lantern at arm's length, listening to some of Bob's profanity and getting an occasional squirt of paint for good measure. Once in a while he'd call on me for a pointer or two and of course I'd chip in with all the advice I could muster. After the job was finished Bob took me over it with him. I noticed he wasn't any too enthusiastic over the work and I must confess I was disappointed too. As we moved around the place I could tell just about what time of the evening Bob had been painting certain parts by the way it was put on. About a year afterwards Wagner came in the store and very emphatically declared that there would be no more ready-mixed for him, and I saw I had something to patch up if I was going to hold his trade in that direction. It struck me at the time that the paint hadn't quite a fair chance the way it was put on so I carefully pointed it out to him. Bob, of course, couldn't see it that way. It was all the fault of the paint whichever way you looked at it. Even so, he argued, that won't explain why it peeled off on the north side, and I must confess I just knew enough about painting then not to realize why. He was good sport enough not to come back at me to replace the job, but I knew that I was to lose more than that if I couldn't fix him up.

"I wanted to make good on the work but just how to do it had me puzzled. About an hour afterwards I was going up to the post office for the mail when I met Jake Saunders who does most of the painting around here; and Jake knows more about putting on paint in a day than I did in a year. 'Jake,' I said, 'I'm going to open up to you four-square about that paint on Bob Wagner's house.'

Jake heard me out while I told the whole story, but I noticed that he increased a cynical grin about the corners of his mouth as I unfolded my woes. 'Serves the both of you darn well right,' was Jake's observation when I finished. 'I've asked you for medicine, Jake,' I told him, 'and I'm willing to take it.' Then Jake told me his side of what he'd seen. 'Any man that's fool enough to think that he can preserve his patience and brush paint well enough into a surface after he's done a day's work and when his head and eyes feel more like hitting the hay deserves to be left with a job on his hands like Bob's got. Painting is a real job, and a day's work, and if he thinks that his wife with a lantern throwing shadows all over can take the place of the good old sunlight why didn't he contract to have the house built by moonlight and let the contractor snooze in the backyard hammock when the sun was hot?' Jake observed the same as I had that he could hit every ten-o'clock-at-night-spot on the house. 'Take his priming for instance,' added Jake, 'who in under the old stable lantern can tell whether a knot or sap-spot has been properly primed with his wife squirming to get a comfortable place to sit while she's providing the light.' 'How do you explain that peeling on the back of the house?' I asked. 'That's easy,' he answered. 'Bob commenced painting that side on the 24th of May; he had a holiday and was out to make the most of it, and if you remember it rained all the night before and it was wet and foggy all that morning. I know you just couldn't keep Bob away from that job if there'd been a bunch of Bosches coming over to take it away from him next day.' Then Jake opened up a tirade on ready-mixed paint. Of course I had to argue it out with him and I had a lot of other mixed-paint jobs around the town that had made good that helped me out. When we'd both quieted down a little I told him that I was out to make good on this job of Wagner's if I had to do it myself. Jake's harangue on ready-mixed wasn't so much of an argument as it was a case of letting off the steam of his pent up prejudice and bias against it and I told him so. 'Furthermore," I told him, 'I'm going to make good with the same original paint that I sold Wagner in the first place.' Then I added 'I'm going to fix a deal with Wagner that'll include you for the job.' He blinked at this. With a good job in sight for Bob Wagner, the question became a horse of another color for Jake, although I could see that there was gall in the cup for him to accept it on the condition that he used his imagined enemy. I ground it into him that I was out to make good with our ready-mixed plus his experience and that I wanted him to give it every show that he could from the experience he had had with paint. He consented to do it especially when I told him that perhaps I could throw other jobs his way if my scheme worked out. I hunted up Wagner and told him I had been thinking over that job of his and pointed out the reasons I had learned for its failure. Bob was only half convinced. However, I knew he was going to have it done over, so I said to him 'I'll bet you Jake Saunders' time for doing that job of yours up right against all the paint you require that this paint of mine will make good on your house.' 'How do you mean,' he hollered at me, 'use more of that ready-mixed stuff of yours? not on your life!' 'That's exactly what I mean,' I persisted. 'You buy the paint over again and I'll pay Jake for the job. If at the end of two years it doesn't make good you get your money back for the paint. If it does make good you pay me for half of Jake's time.' Bob's pretty careful with his money. At the same time he'll take a chance if he thinks he can play it safe. So he said he'd take me up on the offer."

"How did you come out on the deal?" interrupted Rogers, knowing that the reputation of "Spreadit Paint" was at stake in the arrangement. "Did Saunders try to queer the paint?"

"The coming out part is the best end of the story," was Wright's satisfied assurance. "No! Jake may be cantakerous in his conversation, but he's conscientious once he has given you his word, and he certainly gave your paint a fair deal. It took him some considerable time to wire brush and scrape the north end of the house and what the lantern did for Bob's evening efforts Jake had to get rid of with the blow torch. The job was about half done and I noticed that Jake's attitude towards your ready-mixed began to mellow up a bit. 'Say,' he said to me one day, 'this stuff of yours is certainly smooth working and I've noticed that where Bob did happen to get it on right, it's there to stay for some time.'

"I didn't say a word. I'd staked myself to this little experiment and, like the fellow with the hole in his trousers, I was sitting tight. But Jake's change of mind towards ready-mixed gave me little visions of carrying on experiments in other directions. When the work was done I went over the whole place with Wagner and he certainly showed a livelier enthusiasm about it than he did the first time. 'Satisfied, Bob?' I enquired. 'So far,' he admitted, 'but this is a two-year bet,' and I left it at that."

"What about Saunders, was he satisfied?" pressed Rogers with eagerness.

"I'm coming to that," explained Wright. "Saunders came the nearest to giving me palpitation of the heart that I've ever had when a few days after he'd finished Wagner's job he walked into the store, looked over your color slats and ordered several gallons of your outside white and 313 green to be sent up to another job he had in hand. Thinks I, 'Here's a case of where an old dog has learned a new trick,' but I knew Jake well enough not to ask any questions as to his motives. I just threw out a remark to the effect that ready-mixed wasn't so bad after all. 'Just experimenting,' was the only reply I could get out of him."

"You don't mean to tell me that a dyed-in-the-wool old timer like Saunders switched from just lead and oil as quick as that?" questioned Rogers with astonishment.

"Oh no; you can't shake a man like Saunders out of a life-long habit like that, but he gradually began using more of this paint, until now I guess he uses it on about half his work. I'm inclined to think that it just depends on what humor you find him in whether he uses it or not. If he gets out of bed cross ways in the morning, his life-long habit of grouching a bit for company's sake, makes him feel like sticking to mixing his own. But if the cockles of his heart warms him up to feeling genial he decides on the canned stuff. Another thing that has helped pull him our way is the fact that I have instructed everybody in the store to encourage hiring a painter to those who buy any considerable quantity of paint. We keep a list of such customers back here in the office and I have asked Jake to run his eye over that list whenever he's in, and Jake never needs a kick to take the hint."

"How'd you finally come out with Wagner?" asked Rogers, maintaining his curiosity.

"Two years to the day I made that bet with him I happened to walk out into the store and found Bob busy with one of the clerks figuring on a list of your paints for two of his other houses. He glanced up and saw me. 'By the way," he exclaimed, 'how much do I owe you for Jake Saunders' time on that house of mine?' I told him to forget it, that I'd got enough experience from that job to pay me several times over.'

"'Do you think the wife will hold the lantern for you this time, Bob?' I asked. 'The old lady and I are going to enjoy the moonlight in the flivver,' he shot out. 'I've learned my lesson too; Jake Saunders can do the cussin' this time and I'll be ahead of the game at that.'"

Rogers tilted back his chair, rubbed his chin reflectively for a few minutes while Wright allowed him to think it over. "I can quite see where this thing has brought you and Saunders closer together, and incidentally we've been on the wining side of your bet too, but how are you going to work this thing generally?"

"Much of that is up to you fellows," smiled Wright. "What I've told you is a simple every day incident that every hardware man handling paint can adapt to his own use. I'll admit there isn't any great plot or mystery in this yarn but there's a lot of principles on a small scale that can be worked into your distributing and advertising methods on a vastly larger scale. In the first place I've learned that painting isn't every Tom, Dick and Harry's work, especially on the larger jobs, and the more experience I can get worked into the job the better for the paint and for me. Secondly, it pays the man who buys it to have an experienced hand apply it. The disappointments of the amateur in doing his own plumbing, plastering, carpenter work, etc., alongside of the satisfaction he gets from having men do the work who know how, applies to painting as well. Third, I found there was a good deal of unreasonable and prejudiced bias on both sides of the fence that was blocking my way to more paint sales and keeping Jake Saunders from jobs that he might otherwise just as well have. Fourth, I've learned that ready-mixed applied by a painter has gained more confidence and a better footing with those who are really interested in paint. Both Jake and I have found that there has been more real painting done around here since we came to understand

each other, because we could both boost each other's end of it to mutual advantage. Fifth, I've kept a pretty close eye on Jake's work and am convinced that if the paint people want to preach protection and preservation for paint, they should encourage the man who can apply paint so that it will protect and preserve."

"And so you two are going to live happy ever after?" laughed Rogers.

"The understanding between Jake and I is just ordinary everyday business sense."

"Is that the only monkey-wrench you've found twisted up in the machinery of our distribution?" demanded Rogers.

"Not by a long shot," continued Wright. "That's only the first verse of the first chapter of this 'more paint' spasm I've got, but this time I'm going to talk to you straight about little selfish me and show you a jumping off place for the riotous manner with which paint manufacturers have been needly corralling and tying up the capital and shelf space of us dealers."

"Amen! so be it! go to it!' encouraged Rogers, turning over a leaf in his note book to accommodate more of his hieroglyphic shorthand.

Wright brought out one of the Spreadit Company's ornate descriptive catalogues and laid it before Rogers. "Supposing that with this 'more paint' bug of mine and an off-day with nothing to do but fill up an order pad; I should turn loose and order a stock of every size and color you've described here, what do you think would happen to me?"

"Your Uncle Jim would be in clover, Charley Wright would have to enlarge his paint department, our credit man might scratch his head a bit, but I think any order of yours would go past him sailing," exclaimed Rogers enthusiastically, thinking both he and the house were already on the scent of bigger business arising out of Wright's pet subject.

"My coon isn't in the same tree you're barking up," countered Wright. "If every dealer was to take the same notion you salesmen would be busier than a fox terrier in a nest of polecats."

"You seem to be scenting more trouble in the atmosphere," was Roger's astonished reply. "It would look to me like good business."

"That's all right for you as a salesman, but you don't have to eat, sleep and live with capital, overhead charges and the general expense of running a business the same as we do. For that matter I'll bet your house is up against the same proposition only they haven't got the nerve to admit it," said Wright pointedly. "There's certain colors of yours out there now that I've been carrying on my shelves for three years and about the only hope I have of getting rid of them is to dump them out and sell them for barn paint. But supposing I did take the notion of buying everything you've listed in your catalogue, certainly I'd have to enlarge the department, but that wouldn't get my customers taking it off my shelves any faster."

"As I understand it, this 'more paint' idea of yours would fix that part all right," chimed in Rogers.

"Not so fast," chided Wright. "More paint or less paint, you manufacturers have been crowding us fellows with too much stock, too many colors, and I'm beginning to think too many sizes."

"Of course, you knew that the manufacturers both in Canada and United States had decided to cut down the number of colors on their color cards and do away with half-gallons and pints?" prompted Rogers.

"I know all about that, but it took a situation, brought about by the war and a gentle hint from the government, to bring you to your business senses. I've wondered why you didn't do it long ago. Just the other day I heard of a big hardware firm out in British Columbia that cut out half-gallons and pints over two years ago as a war measure of their own and I understand that the slight inconvenience and insignificant loss of trade wasn't a patch on the saving they made."

Rogers shook his head dubiously, as though any departure of this nature from established procedure would spell less sales and put a crimp in his record. He was quite prepared to boost Charley's 'more paint' scheme, but to get enthusiastic over slicing off possible business was like squeezing into a shoe that fits too close to his favorite corn.

"Let me put it this way," explained Wright, resorting to his pencil and paper. "Let us say you and I are starting up in the hardware business. Between us, we have $10,000 capital. Out of what we already know about the business we decide to put 20 per cent. or $2,000 into the paint department. If we spread out that $2,000 to cover your catalogue, there's going to be some mighty thin spots if we prepare adequately to meet our trade in the best sellers. Now you know as well as I know that if we do that, anywhere from 30 per cent. to 40 per cent. is going to be tied up in poor sellers and stuff that will hang around our shelves till we sacrifice, dump, or lose money on it some way or another. In other words we're tying up capital and shelf space that doesn't earn its salt. The manufacturer has got us in a place where we can't help ourselves. We trot out his color cards to every customer that comes in for paint. Nine out of ten of them of course pick out a best seller. But the tenth one is a pernickety, fussy, purposely different individual whose trade we want to hold at any cost and he picks out some outlandish shade that only sells once in a blue moon. If we don't bring it out Johnny-on-the-spot, he trots off to our competitor's store, and gets it, or some other white elephant that has been gathering cobwebs for a couple of years or so. The only consolation we've got is that our competitor is up against the same difficulty."

"H'm," chuckled Rogers, "I guess I'm as much to blame as anyone for that. All a dealer has to do is to say that we ought to have some particular competitor's shade on our card and I raise merry old Cain around the office every Saturday morning till I get it there."

"It's a dollar to a doughnut that you sell about ten gallons of that particular pet shade to the man that hinted for it, and there it sticks, a regular pest to the rest of us fellows. Now about this little $2,000 paint department of ours. You can see for yourself how this sort of thing begins to gum up its earning capacity. Sixty per cent. of it is turning over as nicely as you please and the other forty per cent., besides eating its own head off, cuts down returns from the active sixty. I feel pretty sure, Jim, that if you got into the paint selling game at the retailer's end you could go to work and cut out from forty to fifty per cent. of the shades on your color cards and reduce your list of varnishes, driers and other sundries to about the same extent, at the same time meeting the needs of your trade without a whimper. The trouble is that both the manufacturer and retailer get cold feet and think if they're not adding to the weight of everybody's burden in this way they're not making any progress and that the other fellow will back them off the map. Cut forty per cent. of the items off that list of yours, as well as forty per cent of useless investment in trying to keep up with this needless and wasteful competition, and it will leave us $800 of workable money that we can use to good advantage."

"I can't couple this up with your 'more paint' ideas yet," remarked Rogers with perplexity.

"Which would you rather do, invest $1,000 at 10 per cent. in one department or $2,000 with a return of 5 per cent?" asked Wright like a shot out of a gun.

"$1,000 at 10 per cent," answered Rogers quickly.

"Why?"

"Well it leaves you with $1,000 to hunt around somewhere else for 10 per cent. or 5 per cent. or whatever you can get."

"Exactly," declared Wright, "and I consider it better business sense than cluttering us up with a lot of dead wood that keeps both the turnover and its returns at the low water mark. Get your business with live stuff that moves. When you put it down in straight dollars and cents and consider it from the standpoint of turnover, it's time to cut some of the superfluous lists down to the essentials that will meet the paint users' needs just as adequately. When you do that, then you're in a position to begin to multiply our turnover with a campaign for 'more paint' on a safe and sound basis."

"I get you now," exclaimed Rogers, "and I can see where the paint manufacturers are in exactly the same boat as you fellows."

"Sure they are," concluded Wright with no attempt to conceal satisfaction from his argument. "Besides when you condense your lines in this way, that credit man of yours won't have as many worry bumps to scratch as he would if we all tried to swallow this voluminous list of yours holus bolus."

EDITORIAL COMMENT

THE RETURNED SOLDIER

ONE of the big problems that confronts the industrial and business community is the assimilation of the returned soldier. Already 35,000 of these men have been returned from the shell-pocked fields of Europe as unfit for further military service. There are between 20,000 and 25,000 Canadians still in English hospitals.

To train these men in schools in such a way as to fit them to take up some sort of vocation would necessitate large training centres. At most it is estimated not more than twenty or twenty-five courses could be provided for them. If these men were to get their training with employers some 175 occupations would be open to them.

It has been deemed advisable by the Government that these men should receive their training under the conditions they will earn their livelihood in. To this end the Government has taken steps to get the co-operation of employers in this matter.

Retail merchants, manufacturers and other employers of labor will not be tardy in accepting their fair responsibility in this matter. Kindness, consideration and tact, but not for charity, should be the impelling motive of all dealings with these worthy men.

NEW TAXES FALL EQUALLY

THERE is quite general approval of the new scheme of taxes proposed in the Budget speech of the acting Minister of Finance, Hon. A. K. MacLean. The taxes will fall on the hardware trade at a number of points. Automobiles are to be taxed 10 per cent. for passenger cars, but motor trucks and commercial vehicles do not carry the tax. Gramophones, graphophones and talking machines will also be subject to a duty of 10 per cent.

From present indications it would seem that it is not the intention to tax automobile accessories. Up to the present time no mention has been made of these commodities. This is a point of interest that has been watched with a great deal of interest by accessory dealers. It was expected in some quarters at least that these lines would carry a tax in amount equal to that on automobiles.

The increase in the income tax will also affect quite a number of hardware merchants. It is now proposed to levy a tax of 2 per cent. on incomes of unmarried persons who receive $1,000 and over. The line was formerly drawn at $1,500 and over. For all married persons the tax will apply to incomes of $2,000 and over, as compared with $3,000 formerly. Exemption to the extent of $200 for each child under sixteen years of age will also be made.

VALUE OF PRIDE IN GOODS

IF the merchant wants other people to have a high opinion of his goods he must first have a high opinion of them himself. It should be his endeavor to have goods in his stock in which he can take real pride. This is where his ability as a buyer is made manifest.

The merchant can show this pride in his goods by the way he handles them. Careless, slipshod methods of picking these goods up and in laying them down again will make the prospective customer think lightly of them. If you show your customer that you admire your stock and handle it with unfailing care it cannot help but make an impression on the would-be buyer.

Clerks should be given this viewpoint of the master merchant who handles almost in a fond way the articles which he has bought with the idea of selling again. A sale may be nipped in the bud by careless handling of goods.

PAINT ADVANCES ONCE MORE

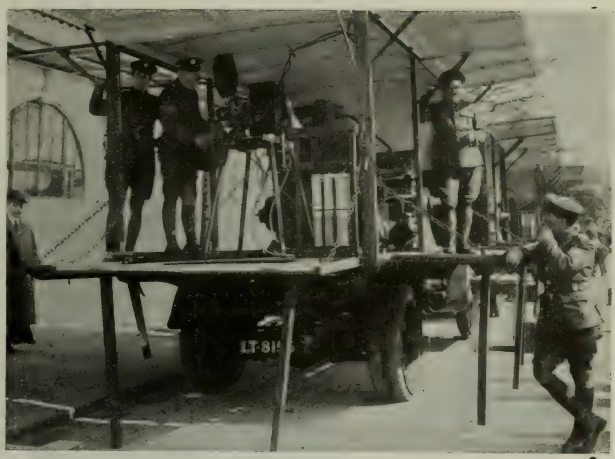
HIGHER prices on ready mixed paints have been announced during the past week amounting to 15c per gallon on colors for the standard ready-mixed grades. White paints of standard grade have not been increased in price. Inside, porch and floor paints in both colors and white have been advanced 15c per gallon. Marine paints and iron paints have also been increased 15c per gallon.

Necessity for these advances is stated by the manufacturers to be due to the fact that linseed oil is higher at the present time by 35c to 40c per gallon than it was at the time the last general advance was recorded in January of this year. Manufacturers also assert that there has been great difficulty in getting certain raw materials such as lithopone and dry colors. Deliveries have been very poor on some of these articles which come from the United States, and this has caused an increase in operating costs.

Current Events in Photograph—No. 18

INFORMATION ON THE WAR

THE new department of the British Government, the Ministry of Information, with Lord Beaverbrook at the head, is charged with the important task of keeping up the morale of the people at home. The policy of suppressing news always has a depressing effect, and of late in Britain there has been a great clamor for the fullest and most complete information in matters pertaining to the war. The people of rural England are not only to be told of the war but to see it in pictures. The accompanying "Cine Motors, as they are called, equipped with moving picture apparatus are touring England under the direction of the Ministry of Information telling the people about the war.



Pacific Coast is Prosperous

R. H. Monk, Manager Lead Works Division of Brandram-Henderson, Ltd., Reports Conditions Good in Far West—Shipping Activity Responsible

THE prosperity of the far West, especially as relating to the general business conditions in Vancouver city was outlined to HARDWARE AND METAL by R. H. Monk, manager of the lead works division of Brandram-Henderson, Ltd., who has just returned from an extended visit to the coast city and other points.

"The present conditions are accounted for," continued Mr. Monk, "through the amount of shipbuilding that has been carried on there for some time past. There were about 25 ships in the construction programme of the Imperial Shipping Board and this has been a great help in giving business a healthy condition."

In a general way Mr. Monk feels that there will be a continuation of good business there. Asked as to the condition of retail trade as found in Vancouver he stated that the same was good as far as he had been able to judge. The results of shipping contracts were reflected in the business conditions obtaining and sales were being made in good volume.

There is plenty of scope there too, for the development of the paint industry, and the retail hardware men can do much to cultivate this trade and to do their share in following up the broad paint campaigns that are being conducted. Vancouver is to have a "clean-up week," and this will probably have a definite effect upon the sale of paint and materials.

"A great many of the farmers who have been prosperous in Alberta are spending their winters at the coast," said Mr. Monk. "They were there in large numbers during the past winter, and special entertainments were put on from time to time, catering particularly to these men and their families. It is a great place for them to meet."

"As further shewing the better conditions there, rents have been advancing considerably and in some cases these are much higher than they were several months ago."

BICYCLES ON INSTALMENT

At the April meeting of the Ottawa Valley Bicycle Dealers' Association important action was taken with regard to payments for bicycles sold on the instalment plan. It was decided not to accept less than $15 as the initial payment on the time sale of a bicycle and monthly instalments are not to be less than $5. Previous to this meeting, the Ottawa dealers had been accepting $10 as the first payment on time sales.

The association also decided to hold a masquerade bicycle parade on Wednesday evening, May 8, as one of the local stunts for Bicycle Week. Money prizes of $10, $5, and $2.50 have been hung up for the best costumes. All dealers displayed posters to advertise the event.

COKE PRICES FIXED

Maximum prices at which coke may be sold at the ovens are announced by the United States Fuel Administration in an order covering ovens in the State of Colorado and at points in West Virgina and Alabama.

The maximum price at which coke made in the State of Colorado may be sold is $8.50 for smelting or furnace coke and $9.50 for 72-hour selected foundry.

Coke made in Monongalia County, W. Va., may be sold at a maximum of $6.25 for blast-furnace grade and $7.25 for the 72-hour selected foundry.

A maximum of $8.75 was put upon 72-hour selected foundry coke made by the Empire Coal Co. at Empire, Ala. The prices are effective as of April 15.

EVENTS IN THE TRADE

BUSINESS CHANGES

Toronto, Ont.—W. E. Magee, hardware, has been succeded by Ingram Bros.

Allan, Sask.—F. B. Willaims, hardware, has been succeeded by Williams & Cavers.

The bicycle business of W. G. Hawthorne, Brantford, Ont., has been bought out by J. L. Isaac and H. M. D. Isaac.

PERSONAL

N. A. Malcolm of Malton, Ont., was in Toronto on Tuesday of this week.

T. P. Hessian, at one time sales manager for Merrick-Anderson Co., Ltd., wholesale hardware dealers, Winnipeg, will leave shortly for France.

Geo. B. Ball, who prior to going overseas early in 1916 had charge of the Toronto office of A. C. Leslie & Co., Montreal, has since returning to Canada again become associated with A. C. Leslie & Co., in charge of the Toronto office at 64 Wellington street west.

ELECTRICAL MAN DIES

Alfred R. Miller of Hamilton, who for about twenty years was connected with the Canadian Westinghouse Company, latterly as treasurer of the company, died at St. Joseph's Hospital on April 28. Mr. Miller had resided in Hamilton practically all his life, although he was born in England. His wife survives him.

SCREW FACTORY FOR OWEN SOUND

The Great Lakes Steel Corporation of Owen Sound has acquired a site for building a screw factory in that town. The company was organized last fall, when an agreement was made with the town for a loan of $75,000, which was sanctioned by the ratepayers. J. H. Cole is the organizer of the company.

HARDWAREMAN KILLED IN ACTION

Word has been received that Lieut. Norman Henderson, who before enlisting with a western battalion was in the hardware business with his brother at Vanguard, Sask., has been killed in action. Lieut. Henderson was a son of the late Richard Henderson of Cobourg, and is a nephew of William and John Henderson, contractors, also of Cobourg. His mother survives, together with two brothers who reside at Vanguard, Sask., and another brother at Victoria, B.C. A young daughter also survives him, his wife having died some time ago.

Lieutenant Henderson with his brother, W. T. Henderson, started the store at Vanguard in 1912. Since then they have opened up a branch at Webb, Sask., and both these stores have been operated by W. T. Henderson in the absence of his brother. Prior to 1912 the Henderson brothers were in the general store business at Condie, Sask., and had branch stores at Kincaid and Aneroid, Sask., which stores were sold when the firm went into the hardware business.

E. M. PUTNAM

Who Has Seen Service in France and Who Has Been Appointed Advertising Manager of Dominion Cartridge Company, Montreal.

WESTERN HARDWAREMEN WOUNDED

Word has been received in Winnipeg that Sapper William M. Robertson, who prior to his enlistment was employed with the Marshall Wells Company, wholesale hardware, had been wounded in France on April 11 by gunshot. He was reported in hospital at Arques, France. He left Winnipeg with the 90th Battalion but transferred to the transport section of a Canadian railway battalion. Sapper Robertson's wife resides in Winnipeg.

Trooper F. W. Coulter, who prior to his enlistment with a Canadian cavalry unit in April of last year was employed with Walter Woods Company, wholesale woodenware, at Winnipeg, has been reported wounded by gunshot in the right thigh. He is now in the Canadian General Hospital at Basingstoke, England.

TORONTO HARDWAREMAN DIES IN WEST

James Waddell Allan, who for many years conducted a retail hardware business in Parkdale, died suddenly at Sovereign, Sask., on April 30. Mr. Allan was on a visit to the West. He had been a resident of Toronto for 24 years and had a wide business connection. He is survived by his wife, one son and three daughters—Fred J., Marion, Marjory and Belle. W. T. Allan, barrister of Collingwood, and Lieut.-Col. J. A. W. Allan of Newmarket, are brothers of deceased.

MONTREAL NEWS NOTES

C. J. Staniforth of Arondel, Quebec, hardware merchant, was a visitor to Montreal.

F. Langlois of River Beaudette, Quebec, hardware merchant, was a Montreal visitor last week.

Mr. Corriveau of Corriveau Freres, St. Sebastien, Que., was in Montreal in the interests of his firm.

Oliver B. North is in Montreal this week in the interests of O. B. North and Co., New Haven, Conn.

George C. Wiltshire, representing F. H. Noble and Co., of Chicago, is expected in Montreal early next week.

Mr. Stevens, representing Stevens-Hepner, Port Elgin, Ontario, was in Montreal calling on the trade.

Mr. Moody, manager of the Alpha Chemical Co. of Kitchener, Ontario, was in Montreal in his firm's interests a few days ago.

George Henderson, president and general manager of Brand-Henderson, Limited, is in the Maritime Provinces this week.

J. G. Lorriman, manager of the marine specialty branch of Brandram-Henderson Limited, is in Ontario this week calling on the shipbuilders' and general trade and will be away for a couple of weeks.

STOVE MANUFACTURER DIES

John Burns, who for fifty-three years carried on the manufacture of stoves and ranges on Craig street, Montreal, died at his home on April 30. Mr. Burns had been ill for several months. He was a native of Ireland, having been born some forty miles from Belfast 75 years ago.

NEW BRUNSWICK NEWS

Joseph F. White, of the staff of W. H. Thorne & Co., Ltd., St. John, has left for North Sydney, N.S., to accept a position with the Thompson-Sutherland Company.

Lieutenant-Colonel A. E. Massie, Maritime manager of the Consolidated Rubber Company, who went overseas early in the war in command of a divisional train, has returned on furlough.

Victor Markham of the staff of T. McAvity & Sons, Ltd., St. John, who has enlisted in a siege battery unit, carries with him a gold-mounted fountain pen presented to him by his associates on the eve of his departure.

The combination of the food production campaign and the daylight saving plan has given the hardware men an excellent argument for the sale of garden tools and equipment and the dealers in St. John are making the most of it.

St. John merchants have been perturbed by the announcement that the steamer Connor Brothers, which has operated between St. John and Bay of Fundy ports along the coast to the border, is to be withdrawn from the service because no Dominion subsidy will be available this year.

An eight-team bowling league, representing as many departments of T. McAvity & Sons, Ltd., St. John, has completed a tournament which ended with a victory for the team from the King Street retail stores, this team winning the silver cup donated by Clifford McAvity for competition.

Wholesale robberies from the stores of W. H. Thorne & Co., Ltd., St. John, which had been going on for some time, have been stopped by the arrest of two men who now await trial on the charges of theft and burglary. Nearly $1,000 worth of stolen goods have been recovered.

ENLARGING WAREHOUSE

The firm of Mackenzie, Milne & Co., hardware dealers, Sarnia, Ont., has undertaken the enlargement of their warehouse near Clark's dock. An addition of sixty feet will be added.

CHANGES LAW OF ROAD

The Government of New Brunswick has at last decided to change the rule of the road in this Province, and, in the future, all traffic will keep to the right. Nova Scotia and British Columbia are the two Canadian Provinces which still cling to the European custom of keeping to the left, but there are strong agitations in both of these Provinces for a change to conform wtih the road practice in all other parts of the continent.

RUBBER COMPANY IN LARGER QUARTERS

Steadily increasing business, due partly to the wider use of motor vehicles as the result of war conditions which have made men scarcer and the upkeep of horses more costly, has made it necessary for the New Brunswick branch of the Dunlop Tire and Rubber Goods Company, Limited, to secure larger quarters for their establishment in St. John.

ADVERTISING MANAGER RECEIVES APPOINTMENT

Edmund Doremus, for some time past advertising manager with the Dominion Cartridge Company, Limited, Montreal, has accepted an appointment with the DuPont Powder Company of Wilmington, Del. His numerous friends in Montreal took occasion on Wednesday, April 24, to tender him a banquet in the vice-regal suite of the Ritz-Carlton Hotel, Montreal.

The feature of the evening was the presentation to Mr. Doremus of a very fine gold encased fountain pen and also

EDMUND DOREMUS
Formerly Advertising Manager with the Dominion Cartridge Company, Montreal, Who Has Accepted a Position with the DuPont Powder Company of Wilmington, Del.

a pencil. Both were suitable engraved and are much prized by the recipient.

Edmund (Teddy) Doremus has been with the Dominion Cartridge Company for the past five years. He was the originator of the "Dominion Marksmen" idea among boys, which was instituted a year ago and has become very popular. It now has several thousands of members throughout Canada. It has, as its object, the formation of shooting clubs for boys from 12 to 19, throughout Canada, and as suitable pins are awarded for scoring, the boys' interest is immediately aroused.

E. M. Putnam succeeds Mr. Doremus as advertising manager for the Dominion Cartridge Co. He will be better known to many of his friends and to readers of HARDWARE AND METAL as "Mel" Putnam, having travelled extensively through Canada for many years and is a former employee of the Hingston-Smith Arms Co., of Winnipeg.

Mr. Putnam has seen active service and went overseas in the earlier days of the war as a member of the Third Siege Battery. He was in the service for fourteen months, was wounded near Ypres and after being invalided home and securing discharge became connected with the Dominion Cartridge Company. Having been actively engaged in the sporting goods trade for so long, Mr. Putnam will doubtless be right "at home" in his new position.

CATALOGUES and BOOKLETS

Catalogue on Motor Requisites

The New Era Spring and Specialty Company of Grand Rapids, Mich., has issued a twenty-page catalogue on New Era "Better" motor requisites, containing illustrations and descriptive matter on their bumpers, automobile springs, tire carriers, spring clips, contact points, air breathers and accelerators. The catalogue gives a lot of detailed information about the various lines manufactured by this concern. It is well printed and illustrated.

Issues Hardware Catalogue

The Stover Manufacturing and Engine Company, of Freeport, Ill., has issued a very neat catalogue descriptive of their lines of manufacture. The issue is described as Catalogue P-17 and contains illustrations and information concerning their lines of builders' hardware, shelf hardware, hardware specialties and gray iron, brass and aluminum castings. The catalogue, containing 111 pages, is well printed and has a very attractive embossed cover done in black and tan and slate gray colors. Information contained therein is complete with respect to the various lines indicated above. The catalogue is for distribution to the trade.

Builders' Hardware Catalogue

As an evidence that greater things are expected in the building line in the not distant future the Toronto Lock Manufacturing Company, Patterson Place, Toronto, manufacturers of builders' cabinet and structural hardware, has issued their first complete Catalog A. The catalog contains in all 132 pages and gives a very complete line of these articles, well illustrated and printed. The cover of the catalog is of artistic tan shade, heavy paper, and is neatly embossed in green and black lettering. One of the features of the catalog is the display of the Rixson line of hinges, casement adjusters and operators, stays, bolts, door checks, friction hinges, garage door holders, knuckle hinges, pivot hinges and transom operators. A commendable idea in connection with this catalog is the fact that the page numbers are placed in bold figures about the centre of the page in the margin, just where the thumb would ordinarily be placed in leafing over the pages. The book is for distribution among the trade interested in these various lines.

Overcoming Friction in Hot Air Pipes

Splendid Installations so Far as Workmanship and Neatness Are Concerned Often Inefficient Because of Amount of Friction Set Up by Acute Angled Fittings —Types of Furnace Shoes Described—Practical Sheet Metal Work

By Thomas Stanfield

HARDWARE AND METAL has been asked to give some simple methods of constructing furnace shoes. In the construction of these fittings one of the most important things to overcome is friction. Types of furnace shoes described below have this point in mind.

Plate 15

In Fig. 1, Plate 15, is a type of shoe to be inserted into the rectangular stack pipe B. C is the side view of the rectangle.

A fitting of this type is used between the warm air pipe at the foot of the warm air vertical stack pipe, and is a very simple fitting to make. Fig. 1 may be used as pattern for side, allowing material for locks. To develop pattern for piece between B and A divide into equal parts as shown at A, 1, 2, 3, 4, 5, 6, B. Then draw a perpendicular stretchout line as shown in Fig. 2, B^1, A^1. Next transfer the measurements from A B, Fig. 1 to Fig. 2, as shown, and draw another line B.A. Then B B^1 A A^1 will be the size of sheet metal required.

Fig. 3 is front view of the fitting, Fig. 4 is the pattern for throat of shoe as shown in Fig. 1, C. D. E.

Fig. 5 is the pattern for square to round piece shown in Fig. 1 at E A. Allowance for seams must be made in every case.

Another fitting which will be found to very handy is an offset for the stack pipe Fig. 6. Solid lines shows the regular style, but it will be plainly seen the curved type is a much more desirable kind providing there is room in the partitions to place it. The round curves do not set up as much friction as the square sharp cornered ones shown in dotted lines. Fig. 7 shows the pattern for the material required, which is self-explanatory.

Fig. 8 is another fitting which though not often used is very handy, that of a rectangular offset. This type of warm air fitting is used where one partition crosses the one in which a stack pipe is being installed.

The side view shows that the back A C is perpendicular, while the front B D is slanted. Then the front view gives the slant of the sides. To develop patterns for this fitting is very simple, though some metal works find it an awkward task.

First draw a dotted line as shown. Through front view and pattern draw the rectangle A. B. X6. Next draw sides C. D. X7. Now take compass and measure the length of slanted side B. D. on side view. With this measurement join the two rectangles X6 and X7 as shown on front pattern. This will give the desired amount of material for front.

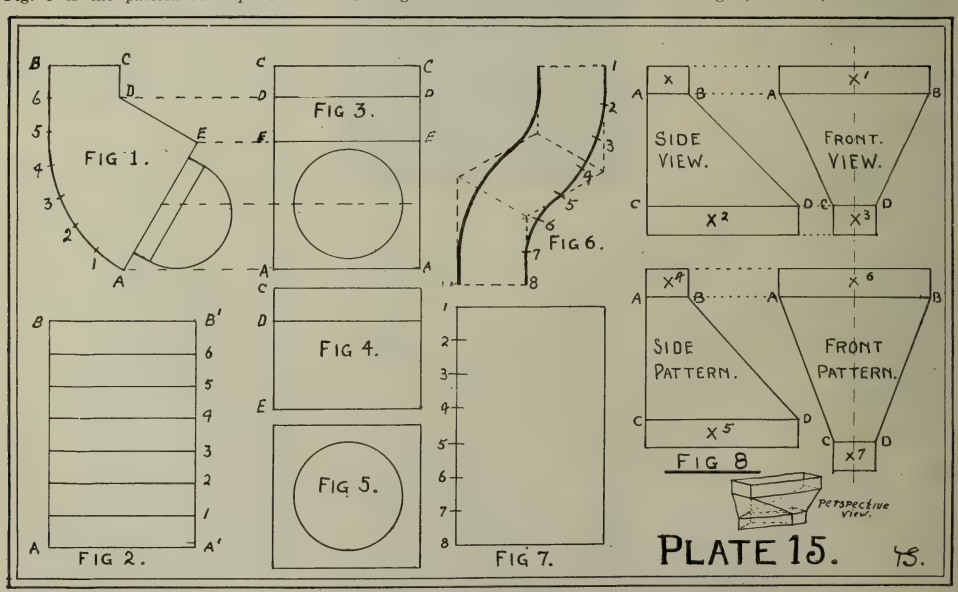
For side pattern follow the same course by drawing first the two rectangles X4 and X5, then using the measurements at side of front view A.C., and transferring these by connecting the rectangles X4 and X5 as shown at A.C. The slant line BB on side pattern is the true length of the material for side. By going over the various measurements with compass these can be easily proved. Allow for seams according to style required.

Plate 16

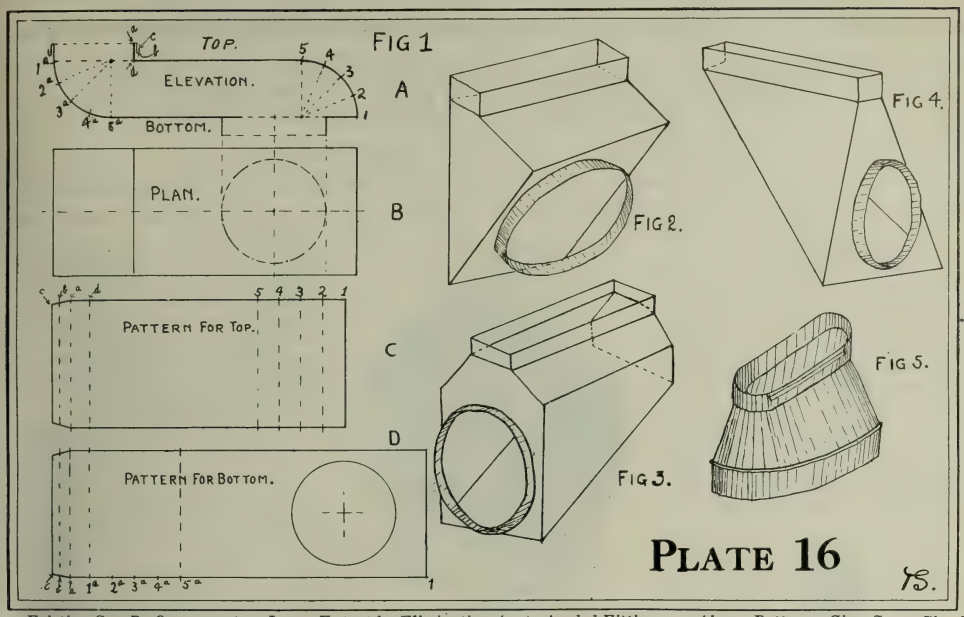
In warm air heating construction one of the most important elements to overcome is that of friction. Many a splendid installation as far as workmanship and neatness go has been proved very inefficient on account of the amount of friction being set up by having too many acute angled fittings.

In this article a number of fittings are described which are made in such shape as to overcome friction.

In Fig. 1, Plate 16, is shown a fitting



Working Patterns Designed to Show Methods of Drafting Furnace Shoes.



Friction Can Be Overcome to a Large Extent by Eliminating Acute Angled Fittings. Above Patterns Give Some Simple Methods of Drafting Furnace Shoes.

which very often has to be used when a beam, or trimmer is so placed as to be in the way of a stack pipe. A is the elevation from round to rectangle.

It will be seen that instead of this fitting being constructed with square corners, they are circular, and while a very trivial change in construction is made, a lot of friction is overcome. B is the plan, and C is the pattern for top piece, D being pattern for the bottom piece.

To develop this fitting, the elevation is first drawn, and by allowing extra material for the seams, this may be used as the patterns for sides. a, b, c, d, in elevation shows the sectional view of joint over which the stack pipe fits.

Now divide the circular ends into equal parts, both ends being the same. Next draw two lines parallel with each other and same distance apart as shown in plan and described at C, and transfer these measurements 1, 2, 3, 4, 5 to top line at C, then measure from 5 to a, b, c, as shown, this will give the true length of material required for pattern of top piece.

Follow out the same instructions for development of pattern for bottom piece. A round collar will have to be fitted into this pattern which is made and fitted as described in previous articles.

Figs. 2, 3, 4, and 5 are very useful and easily made fittings and can all be used to great advantage in many ways, with the sole object of eliminating friction where possible; with the exception of Fig. 5 these fittings are easy to develop, by using only a straight edge and rule.

Anti-Glare Law Still in Abeyance

Deputy Minister of Highways Asserts That Enforcement of Clause Would Present Technical Difficulties That Courts Could Not Properly Overcome

THE clause in the Ontario Highway Act which provides that the Government shall have power to proclaim a regulation prohibiting the carrying on motor cars of any lighting device with a blinding glare is not to be brought into effect immediately at any rate. W. A. McLean, Deputy Minister of Highways, suggests that the statute must be amended so that a standard glare applicable to all types of headlights and lamps can be established. It was suggested that the province should approve of certain types of lamps and refuse licenses to cars not so equipped. The Government is not in the mood for taking such a course unless it is found absolutely necessary.

According to the opinion expressed by the Deputy Minister of Highways to Hon. F. G. Macdiarmid technicalities would make the enforcement of the law as drafted difficult.

"Mere observation will not fix a standard of glare which the courts could properly enforce," asserts the Deputy Minister. "A testing floor with trained men using special light-measuring equipment would be necessary to procure evidence to convict. The present tentative adoption of the statute has drawn attention to the matter, however, and a large proportion of car owners seeking to avoid offensive lights have procured lenses and other devices which moderate the glare; so that the difficulty is largely curing itself."

The Deputy Minister states that a special type of lens is not necessary to make the head-lamp conform to the proposed law. A bare head-lamp may be made to conform to the intention of the law by bending the supporting bracket downward until the direct beams of reflected light, as indicated by the circle of strong illumination, do not rise to a greater height than 42 inches, at a distance of 75 feet from the car. If amended to provide for a standard glare the regulation would be radically changed.

"Were manufacturers and dealers in all cases to fit each car with a suitable type of head-lamp and have the lights properly focused and adjusted before the car is delivered to the purchaser, much of the difficulty would be overcome at its source," Mr. McLean concludes. "Manufacturers can render an important public service by dealing with this situation."

While it is apparently the intention of the Government not to enforce the regulation as it stands at present in view of the technical difficulties presented, it should be borne in mind that this provision may be amended by providing for a standard glare applicable to all types of headlights and lamps, as suggested by the Deputy Minister. It remains to be seen what action will be taken in this respect.

NEW HARDWARE GOODS

OFFERED TO CANADIAN HARDWAREMEN

RONSON WRENCHES

The Canada Sales Company, 183 Church street, Toronto, are now marketing through jobbers the Ronson wrench. This tool has been on the market for some little time. It consists of eight standard open-end wrenches, screw driver, Prest-O-Lite key, and bottle opener, combined in four blades of best grade tool steel, case hardened, and, it is claimed, practically wear proof. It is nickel-plated and weighs eight ounces, and can be carried in the pocket. Turning the thumbnut half a turn releases any tool desired, which may be slid past the others. It is asserted the thin, strong blades reach where the ordinary wrench is useless.

Ronson Wrench

AUTO-COP FORD LOCK

The Auto-Cop lock is a device designed to fit over the standard Ford lock, and thus locks the ignition against theft. It is claimed it is impossible for an auto thief to wire around this lock at any point, as the entire system is short-circuited and grounded. The lock may be installed in a few minutes and as there are no screws in the cover it can only be removed by means of the proper key. The lock itself consists of twenty sliding tumblers, making over a million combinations of keys.

It is also claimed for it that in addition to being a safeguard against theft or joy-riding on the streets, it also prevents garage employees from "borrowing" the car without permission. It is stated the underwriters allow a rebate of 15 per cent. on insurance where this lock is installed. It is being sold in Canada by the Canada Sales Company, 183 Church street, Toronto.

Auto-Cop Lock

AIR BREATHER FOR FORD CARS

The New Era Spring and Specialty Company, Grand Rapids, Mich., is placing on the market a new air breather for Ford cars, called the "Moto-Nose." It is claimed for this article that it is the old ship funnel method of ventilation added to the cooling system of automobiles. It is not designed to tell when the water in the radiator is too hot, but rather to keep the water from getting too hot by taking cold air into the radiator over the surface of water and relieving air pressure of the radiator.

"Moto-Nose" Air Breather

It is made of metal, neatly designed and highly finished. A screen in the funnel opening keeps out dirt and other foreign matter.

CORNER IRONS AND MENDING PLATES

The accompanying illustrations show two new items which the Stanley Works recently added to its line of wrought steel corner irons and mending plates. No. 999½ ornamental corner iron is made in sizes ranging from ⅜ x 2½ inches to 1½ x 8 inches and is furnished in bright steel and brass plated. They are packed in cartons with screws to match. No. 998½ ornamental mending plate can be obtained in sizes ranging from 2 to 10 inches, in length, and is furnished in bright steel and brass plated, and are packed in a carton with screws to match. Full information will be supplied by the manufacturers, Stanley Works, New Britain, Conn.

No. 999½ Ornamental Corner Iron

No. 998½ Ornamental Mending Plate

NEW ENAMEL PRODUCT

"Invincible White Enamel" is being placed on the market by A. Ramsay and Son, Montreal. This, the makers state, is the result of considerable experimenting and the enamel is stated to be of heavy body, assuring the user that it will not "crawl" when applied to a perpendicular surface. The enamel is put up in quarts and half-gallons, has a large filler on top and is fitted with a "ringed" cup lid inside, which may be used to hold a quantity of the enamel while applying.

Invincible White Enamel

WEEKLY HARDWARE MARKET REPORTS

STATEMENTS FROM BUYING CENTRES

THE MARKETS AT A GLANCE

PRICES on mixed paints have undergone revision upward during the week, colors going up 15c per gallon and white to be quoted not less than 10c per gallon higher than colors. House, floor, concrete and marine paints have all been affected.

Tin again features the metal markets, and a further advance of 5c per pound has been made, with offers at considerably higher figures for guaranteed delivery. Stocks are at a very low point, and prospects of further receipts by no means bright. In line with the market on tin, solder has advanced a straight 10c per pound in some quarters. Figures now named are said to be only nominal, and orders are now being taken subject to stock being on hand.

A firm situation in turpentine exists. Prices at primary points have registered advances, and quotations here, it is thought, will go to higher levels towards the end of the week. Advices from the Southern States indicate that a reduction in production by 25 to 50 per cent. is expected under last year's total, producers turning to other forms of activity. The market locally is virtually bare of supplies, though further shipments are expected almost daily.

There has been an intimation from the War Trade Board at Washington that exportation of 10-gauge black sheets and plates is to be restricted. The board indicates that no further permits for stock shipments will be granted, orders for specific work only being considered. This is not retroactive, and mills will be permitted to fulfil present contracts, which really means that supplies for this year will be largely taken care of.

Price changes of a miscellaneous nature have been fairly numerous, and the tendency has been upward. However, a decline in brass spring wire and brass snare wire has proved an exception, though a slight one. Among the lines to advance are boxwood rules, auger bits, center bits, car bits, stepladders, turnbuckles, corrugated strap and tee hinges, fly swatters and chamois skins. Business for the month just past has been exceptionally good, according to reports now available, and prospects for the present month are very encouraging.

MONTREAL MARKETS

MONTREAL, May 2.—The week has been one of a well-maintained market on nearly every line and with several changes. Harvest tools are higher, with the former discount of 25 per cent reduced to 17½ per cent. Several lines of auto accessories are higher. Sandpaper is slightly lower. One jobber has made a slight change in the discount on agricultural wrenches, making the discount 42½ per cent. Tin still rules very firm with little supply in sight. Solder is high, due to the tin situation. Neverslip calks and shoe prices are slightly revised to higher levels. Some lines of jute products are higher and boxwood rules are advanced in price about 5 per cent. Stove prices advanced 10 per cent. There is a better outlook and business from the country is shaping up well.

Harvest Tools Higher; Also Some Lines Jute

Montreal.

HARVEST TOOLS, JUTE LINES.—Among the week's changes are those of a revised discount for harvest tools. These are now selling on the basis of 17½ per cent. from the list and the former discount being 25 per cent., this shows considerable increase. Some of the odd lines of cordage registered advances. Jute rope of ⅝ in. diameter is selling at 20c, the former price being 18c per pound. Bell rope selling before at 19c is advanced to 21½c per pound. Jute fine yarn selling at 14c previously is now 15c, and beaver halyards (white polished), which was selling at 32c is now 35c basis per pound.

Sandpaper Lower; Rules, Shoe Calks Up

Montreal.

SANDPAPER, HORSE SHOE CALKS—Reduction was made in the price of sandpaper in rolls a short time ago and now the reduction has been applied to the line right through. The discount now is 10 per cent. advance on list and formerly this was list plus 15 per cent. Horse shoe calks of Neverslip make have been advanced and the following list prices apply subject to the regular discounts: 5-16 inch, $2.60; ⅜ inch, $2.60; 7-16 inch, $2.80; ½ inch, $2.80, and 9-16, $3. Certain lines of boxwood rules are up and the advance is about 5 per cent.

Graphite, Felt Washers And Chain Jacks Up

Montreal.

AUTO ACCESSORIES.—Felt washers and gaskets are advanced this week as follows. Lots of 48 with a previous list of 49c per set are advanced to 61c; lots of 12 from 53 to 66c and small lots from 57c to 70c. Usual discounts apply. Lubricating graphite also is higher and this advance is about 12 per cent. over the previous prices. The same applies to Mexican auto-gear lubricant. Weed chain jacks are listed at $6.38 each for lots of twelve and at $6.80 for small lots. This shows an advance of $1.88 and $2 respectively over the old list prices and usual discounts apply.

Tire Pumps, Brakes, Valve Tools, Braces Up

Montreal.

AUTO ACCESSORIES.—Among the lines of auto accessories registering advances for the week are Rose tire pumps, which on the new list are about 25 per cent. above the old prices. The new lists are $2.45 for lots of 24; $2.65 for lots of 6, and $2.83 for smaller quantities. The regular discounts apply. Countersinks of various sizes are slightly higher than previous quotations. Fender braces are up about 20 per cent. in two styles. Raybestos lined brakes with an old list

of $1.12 for singles and $1.03 for lots of 12 are now on a list of $1.22 and $1.13 respectively. Regular brake lining is up about 15 per cent. Small valve tools for re-threading bolts, etc., are up from 17¼c in lots of 24 to 23c, and in small lots from 20 to 27c, with the usual discounts applying.

Oil Stove Demand Good; Stoves Higher

Montreal.

STOVES, ENAMELEDWARE, ETC. —The situation on stoves is one of much strength. Those engaged in the manufacture of these have advanced prices to the extent of 10 per cent. This bears out tendencies forecast in HARDWARE AND METAL recently, and applies to some firms, while those who have not done so expect that they will make an advance in the near future approximating the above increase. In view of the short material situation there is a strong undertone and prices will probably go to even higher levels. The advance applies to heaters, ranges and stoves—the complete line in fact. Oil stove sales are heavy and those selling gas stoves have reported a brisk demand. Enameledware has been selling fairly well.

Good Gasoline Sale; Oil Price Unchanged

Montreal.

GASOLINE, COAL OIL.—There is a very good demand for gasoline here and the country sales also are better. With good roads this will be in more active request all around. The prices have been held without change on both gasoline and coal oil. Motor gasoline is selling at 34c; Electroline and Palacine coal oil at 22c and Royalite is 19c per gallon.

Cotton Rope Firm; Sisal And Manila Held

Montreal.

ROPE AND CORDAGE.—The market is steady, with soft fibres particularly strong at advances made recently. Sisal and manila rope are still firm and there seems to be a somewhat settled condition now, more so than that of a few weeks ago. The prices of cotton rope are being frequently revised by various jobbers and prices for this rule very high. There is a scarcity of seine twines, that is for import, and these cannot be delivered in some cases for several months. The jobbers in these have ample supplies for the present, however. Sisal rope is based at 27½c, British, Manila at 33c, and for pure, 39c per pound.

Fair Nail Movement; Wire Holds Firmly

Montreal.

NAILS AND WIRE.—The situation on nails is steady and a fair amount of business is being done with country dealers. Locally there is but little building, the activity being in repair jobs almost entirely. Many orders that were held subject to shipment via water routes are now going out and several boats are endeavoring to make their first trips over the regular courses they cover each season. Wire nail basis still holds at $5.25; cut nails at $5.60 and smooth steel wire at the base price of $6.25 per 100 pounds.

Maintained Basis For Iron And Steel

Montreal.

IRON AND STEEL.—The market is steady. Excepting for some of the unusual sizes of bars that are asked for occasionally there is little difficulty in filling orders which come to hand fairly well. The state of trade is better from outside points than from the city and some orders are now going forward by boat. Quotations are unchanged as follows.

RESTRICTIONS ON HEAVY SHEETS AND PLATES

Latest advices to hand indicate that the War Trade Board at Washington will not be granting any further permits for shipment of 10 gauge black sheets and plates to be taken into jobbers stocks, only orders for specific work being considered at all. This ruling is not retroactive and mills will be permitted to fill orders for which they have already contracted, which means that requirements for the present year will be pretty well covered. This latest order has been instituted to eliminate any element of speculation which might develop and to keep supplies generally on the move rather than accumulating in warehouses. The increasingly heavy governmental demands for sheets will have a tendency to curtail shipment of all gauges to some extent as production will naturally follow along the needs of the government first. When present contracts on plates have been completed jobbers express the hope that they will be able to make new ones.

Common bar iron, per 100 lbs.	$ 4 55
Refined iron, per 100 lbs.	4 80
Horseshoe iron, per 100 lbs.	4 80
Norway iron	12 00
Mild steel	5 05
Band steel	5 05
Sleigh shoe steel	5 05
Tire steel	5 25
Toe calk steel, per 100 lbs.	5 95
Mining tool steel, per lb.	0 17½-0 19
Black Diamond tool steel, per lb.	0 18 -0 19
Spring steel	6 50
Single reeled machinery steel	6 50
Iron finish machinery steel	5 10
Harrow tooth steel	5 20
Black Diamond cast steel, lb.	0 20-0 21

Supplies Sheets And Plates Getting Smaller

Montreal.

SHEETS AND PLATES.—The market is steady and a fair demand only is reported. The greatest interest centres in that of securing stock. Import is becoming more difficult and this is particularly true of ten gauge sheets and plates. Details of an order just issued covering these appear in panel and none can now be imported unless for actual war trade needs. As a consequence prices have moved up somewhat and as stocks are not heavy of some sizes it is a question how long these may last.

BLACK SHEETS—		100 lbs.
10 gauge	$8 75	$9 00
12 gauge	8 85	9 65
14 gauge	8 80	9 00
16 gauge	9 00	9 15
18-20 gauge	9 25	9 25
22-24 gauge	9 40	9 60
26 gauge	9 45	9 75
28 gauge	....	9 90
10¾ oz. (28 English)	10 55	10 75

GALVANIZED SHEETS—	
10¾ oz.	$10 00
28 ga.	9 65
26 ga.	9 25
22 and 24 ga.	9 05
20 ga.	8 85
18 ga.	8 85
16 ga.	8 70

Old Metal Market Steady And Unchanged

Montreal.

OLD MATERIAL.—The situation is one of little interest in the volume of business that is passing. In a general sense the tone is firm and prices, while unchanged, rule with higher tendencies. Some hope is held that the freer movement of freight with boats running will help the market somewhat but this is an uncertain quantity. All quotations of heavy iron products are particularly firm.

Tea lead	$ 0 05	$0 06½
Heavy lead pipe	0 06¼	0 06½
Yellow brass	0 13½	0 14
Red brass	0 22½	....
Light brass	0 08	....
Scrap zinc	0 05½	0 06
Heavy copper	0 22	0 23
Wrought iron, No.1, per gr. ton	27 00	....
No. 1 machinery cast	36 00	38 00
Heavy melting steel	20 00	21 00
Pipe scrap	18 00	20 00
Stove plate, per ton	20 00	22 00
Old rubbers, boots and shoes..	....	0 08½
Overshoes, lumbermen's rubbers boots	0 07	....
Bicycle tires	0 04¼	....
Auto tires	0 04½	0 05½
No. 2 busheling	13 00	14 00

Solder Is Higher; Lead Products Hold

Montreal

LEAD PRODUCTS.—The feature of the week is that of further increases in the price of solder and this is due to the strong position of tin. Guaranteed has moved up to 58c per pound, while strictly is 52c, and commercial and wiping 48c. With the volume of trading all around quite satisfactory under these high prices and a fair request for lead products from the trade there are no further changes.

Lead pipe, lb.	....	0 14
Lead waste pipe, lb.	....	0 15
Lead traps and bends	Net list	
Lead wool, lb.	....	0 12
Lead sheets, 3 to 3½ lbs. sq. ft., lb.	....	0 11½
Lead sheets, 4 to 8 lbs. sq. ft.	....	0 11
Cut sheets, ¾c lb. extra, and cut sheets to size, 1c lb. extra.		
Solder (guaranteed)	....	0 58
Solder, strictly, lb.	....	0 52
Solder, commercial, lb.	....	0 48
Solder, wiping, lb.	....	0 48
Solder, wire (8 gauge)—		
40-60	....	0 54½
45-5 5	....	0 59¼
Zinc sheets, casks	0 26	0 30
Do., broken lots	0 28	0 32

Less Tin Than Ever; Copper To Be Steady

Montreal.

INGOT METALS.—The tin situation holds more interest still than any item in the list. Spot stocks are very small and as a conseuence of the light offerings and the great difficulty of getting further supply, advances have been made. Other items in the list are without much new feature.

COPPER.—In view of the fact that production has been great and a large amount of trading being accomplished across the line, copper seems to have settled itself into more or less of a steady position. Sales still are made at 29c to 32c per pound.

TIN.—Sky-high prices are obtaining for this and new records have been made. Prices are quoted at $1.10 to $1.12 per pound, and some of the inferior grades are bringing high prices too, as much as $1.05 being paid for a uantity of Chinese.

LEAD.—The market is very dull. Some fluctuations have been made in the States markets and the tendencies are lower under increased production and light trading. Price here is 9c per pound.

SPELTER.—Locally there is not a great deal of interest. After some declines the bottom seems to have been reached. Reports of considerable purchases by the United States Government served to strengthen the market there. Quotations here are 9 to 9½c per pound.

ANTIMONY.—In this item the United States Government is reported to be in the market for supplies and this has caused a little flurry. Price here is steady and unchanged at 14c to 16c per pound.

ALUMINUM.—The quantities sold of this commodity are small, the large trading being in strong hands. With demand fairly light, price holds at 55 to 60c per pound.

TORONTO MARKETS

TORONTO, May 2.—Price changes are again fairly numerous during the week, and although in the majority of instances advances have been recorded, there is a slight reduction to be noted in new prices established on brass spring wire and brass snare wire. Step ladders have undergone revision upward and a sharp rise is to be noted in quotations now ruling on centre bits. Auger bits are higher in price and boxwood rules have also gone to higher levels. Tin has recorded a further advance and supplies are becoming increasingly scarce. Solder has reached a very high point and in some quarters it is intimated that orders are very hard to fill. Prices on hemp twine have been withdrawn. Business for the past month has been excellent, reports from all sources indicating a heavy volume of orders handled.

Brass Wire Makes Slight Reduction

Toronto.

BRASS WIRE.—A slight reduction in prices applying to brass wire has been made during the week, spring wire and snare wire being affected. New quotations now ruling are as follows:

Brass Spring Wire.—Nos. 3 to 8, 58c; Nos. 9 to 11, 59c; Nos. 12 to 14, 60c; Nos. 15 to 16, 61c; Nos. 17 to 18, 63c; Nos. 19 to 20, 64c; Nos. 21 to 22, 65c; No. 23, 67c; No. 24, 70c; No. 25, 80c; No. 26, 87c per pound.

Brass Snare Wire, 1 oz. coils.—No. 22, 70c; No. 24, 75c per pound.

Step Ladders Advance; Corrugated Hinges Up

Toronto.

STEP LADDERS, CORRUGATED HINGES.—New prices have been named on step ladders during the week which are at higher levels than those formerly ruling. Cost of lumber and continually increasing manufacturing costs are given as reasons for this last revision in this line. Quotations now being named are:

4-ft., 62c; 5-ft., 78c; 6-ft., 95c; 7-ft., $1.15; 8-ft., $1.25 each.

Best grade—6-ft., $1.25; 8-ft., $1.70; 10-ft., $2.10 each.

A further revision in corrugated hinges packed in individual cartons has been made in some quarters which provides for higher prices. Prices now established are for

Tee—4-in., 23½c; 6-in., 30c; 8-in., 39c; 10-in., 61c; 12-in., 82c; 14-in., $1.15 per pair.

Strap—4-in., 17c; 6-in., 28c; 8-in., 43c; 10-in., 65c; 12-in., 95c per pair.

Auger and Centre Bits Advance; Turnbuckles

Toronto.

AUGER BITS, TURNBUCKLES.—As predicted in HARDWARE AND METAL last week an advance has gone into effect on Irwin auger, car and machine bits. Irwin auger bits are now selling at a discount of 17½ per cent., Irwin car bits at 25 per cent., Irwin machine bits, 20 per cent.

Centre bits have undergone a sharp advance, prices ranging from $2.35 dozen for ½-inch to $5.00 for 1½ to 2-inch, with corresponding increases being made in intermediate sizes.

An advance has been made in quotations ruling on stub end turnbuckles. Prices now being asked on a few sizes, a corresponding increase on others having also been made, follow: ⅜-in., 55c; ½-in.. 61c; ¾-in., 86c; 1-in., $1.20; 1½-in., $2.45; 2-in., $4.35 each.

Boxwood Rules Go Considerably Higher

Toronto.

BOXWOOD RULES.—Comparisons of pre-war prices on boxwood rules as well as many other lines prove interesting reading and in the list below are noted many familiar numbers which have now reached extremely high levels. Take the No. 68 which used to sell to the retail trade at 97½c per dozen and compare that with to-day's price of $2.20; No. 53 used to sell at $2.10 and is now quoted at $3.95; No. 51 which sold at $1.37 is now $3.10; similarly No. 52 has jumped from $2.87 to $6.25 and No. 66½ from $1.83 to $5.25 per dozen. The trend has been continually upward and although this line has undergone few if any sharp advances, there has been what might be termed a steady revision towards higher levels. Quotations now being made are as follows:

Boxwood Rules.—No. 42, $3.50; No. 51, $3.10; No. 52, $6.25; No. 53, $3.95; No. 53½, $7.10; No. 54, $7.65; No. 61, $2.65; No. 62, $7.00; No. 62½, $7.00; No. 63, $3.50; No. 66, $5.25; No. 66¼, $6.10; No. 66½, $5.25; No. 66¾, $13.20; No. 68, $2.20; No. 70, $3.50; No. 72, $4.35; No. 72½, $7.95; No. 73, $4.35; No. 78½, $10.50; No. 84, $5.70; No. 94, $23.00 per dozen.

Lamp Burners, Fly Swatters, Chamois Skins Up

Toronto.

LAMP BURNERS, FLY SWATTERS, CHAMOIS SKINS.—A 10 per cent. increase has been made in prices on Arctic lamp burners, figures now ruling being $4.00 per dozen.

In line with prediction in HARDWARE AND METAL last week, a revision has occurred in at least one line of fly swatters, the Dunlop rubber going up from 85c to $1.10 per dozen.

Chamois skins continue to soar and prices now being asked for 17 x 19 inch are $10.15 and 20 x 22 inch $14.10 per dozen.

Gasoline Enjoying Heavy Demand; Oils

Toronto.

OILS, GASOLINE.—A very heavy demand is manifesting itself for gasoline and orders are going forward in big volume. Sales of coal oil have been maintained on a very good basis also, indicating its increasing use as fuel. No changes of any nature have been made in prices, gasoline being invoiced at 33c per gallon; Royalite coal oil, 18c, and Palacine coal oil at 21c per gallon.

Prices on lubricating oils are still under consideration. Further intimations are to the effect that changes now contemplated are largely in the differentials. The increasing cost of small containers has made this move necessary, it is stated.

Stove Situation Remains Unchanged

Toronto.

STOVES, ENAMELWARE.— There have been no new developments in the stove situation during the week. Summer lines are still moving forward freely and it is estimated in some quarters that a revision in electric stoves has been made. Little business is being solicited for fall requirements of stoves and ranges owing to the uncertainty of the future as regards raw material and prices at which it can be secured. Gov-

ernment requirements in the United States in all lines of steel and iron are exceeding expectations and this will undoubtedly be reflected in a curtailment of supplies available for commercial use. Enamelware and tinware are enjoying a good demand though indications are that stocks are by no means too heavy.

Nails Firm; Wire Unchanged

Toronto.

NAILS, WIRE.—There is little of interest marking the position of nails during the week. A fairly good demand has been noticeable in some quarters and prices have been firmly held. Quotations on wire nails remain at $5.20 base and cut nails at $5.65 base per 100 pounds. Some call is manifest for fence wire, but the movement is not heavy. The basis for smooth steel wire is unchanged at $6.25 per 100 pounds.

Iron and Steel Show No New Developments

Toronto.

IRON AND STEEL.—There have been no new developments to create special interest in this market during the week and conditions follow along in the prescribed channels of the past few weeks. A very fair demand continues to manifest itself. Stocks, though not heavy, are equal to present calls. Prices remain unchanged.

TORONTO—		Per 100 lbs.
Common bar iron	....	$ 5 25
Common bar steel	....	5 50
Refined iron	....	5 65
Angle base	....	5 75
Horseshoe iron	....	5 50
Tire steel	....	5 70
Mild steel	....	5 50
Norway iron	11 00	13 00
Toe caulk steel	....	6 25
Sleigh shoe steel	....	5 50
Band steel, No. 10	....	5 75
Do., No. 12	....	6 00
Spring steel	9 50	11 50
Mining drill steel	19 00	30 00
Sheet cast steel	0 42	0 45
Tool steel	0 20	0 42

Corrugated Sheets Show Little Change

Toronto.

CORRUGATED SHEETS, EAVETROUGH.—A slightly improved demand is reported for these lines during the week though the volume of business being done is still within comparatively narrow limits. In some quarters it is reported that difficulty in getting shipments of sheets through is becoming more apparent and with the increasingly heavy governmental demands the future supply cannot even be hazarded. Stocks at present are none too heavy though more than equal to present calls. Prices on corrugated sheets shown below have undergone no change and eavetrough and conductor pipe regain firm at prices shown in current market quotations.

TORONTO—	Per 100 Sq. Feet Galvanized	Painted
No. 28 gauge	$ 8 25-$ 8 75	$6 75-$7 25
No. 26 gauge	9 00- 9 50	7 75- 8 25
No. 24 gauge	13 00-	10 50
No. 22 gauge	16 00-	13 25
No. 20 gauge	19 00-	16 50
No. 18 gauge	23 00-	20 00

Discount 7½%.

Position Of Sheets Remains Unchanged

Toronto.

SHEETS, PLATES.—Deliveries of sheets are not coming through in any too good time to destination on local market and some questions as to future requirements naturally arise. In view of the increasingly heavy demands being made on mills in the United States to fill Government contracts, it is just a little uncertain as to what amount will be released for commercial use. It looks as though a decided curtailment in sheets coming through for commercial use is a natural sequence to the exceptional and unexpected demands being made for war purposes. Prices continue to rule at levels prevailing for the past two or three weeks which provides for a wide range as follows:

BLACK SHEETS—		Per 100 lbs.	
10 gauge	....	$9 50	$12 00
12 gauge	$7 55	9 60	10 00
14 gauge	7 45	8 15	8 40
16 gauge	7 50	8 25	8 50
18-20 gauge	7 30	7 80	8 05
22-24 gauge	7 35	7 85	8 10
26 gauge	7 40	7 90	8 15
28 gauge	7 50	8 00	8 25
3/16-inch plate	....	9 10	10 25
¼-inch boiler plate	....	9 00	10 00
GALVANIZED SHEETS—			
10¾ oz.	$9 00	$9 25	$9 50
U.S. 28	8 70	8 95	9 20
U.S. 26	8 40	8 65	8 90
22 and 24	8 25	8 50	8 75
18 and 20	8 10	8 35	8 60
16	7 95	8 20	8 45
14	7 85	8 10	8 35

FACTORY MILK CANS UP

New prices at higher levels have been established on factory milk cans, and not on milk can trimmings. as noted in last week's issue of HARDWARE AND METAL. The prices now established show an advance on list of 50 per cent. against the former quotations of 30 per cent. on list. This is a very substantial increase, but owing to the increasing costs and scarcity of tin is thought to be warranted.

Wrought Iron Pipe, Boiler Tubes Unchanged

Toronto.

WROUGHT IRON PIPE, BOILER TUBES.—Difficulty in getting supplies of raw materials is still curtailing production of wrought iron pipe, it was intimated in some quarters. The demand is within a comparatively narrow compass, however, and production even on its curtailed basis is able to take care of practically all the business. Boiler tubes remain in an unchanged position. The car of tubes reaching the city last week is still to be distributed. No change has been made in quotations below. Prices on wrought iron pipe appear in current market quotations.

Boiler Tubes—	Cold Drawn	Lapweld
1 inch	$36 00	$ ....
1¼ inch	40 00	....
1½ inch	43 00	36 00
1¾ inch	43 00	36 00
2 inch	50 00	36 00
2¼ inch	53 00	38 50
2½ inch	55 00	42 00
3 inch	64 00	50 00
3¼ inch	....	58 00
3½ inch	77 00	60 00
4 inch	90 00	75 00

Solder Makes Further Advance of 10c Lb.

Toronto.

LEAD AND ZINC PRODUCTS.—Solder has again featured this market during the week and in some quarters a straight advance of 10c per pound has been named. These quotations are said to be nominal and based on to-day's tin market, and some doubt was expressed as to whether solder would soon be available even at enhanced values. The range of prices now being made is exceptionally wide, the lowest quotations given representing fairly stiff advances over previous week's figures. Quotations on strictly range from 49c to 64c per pound; on commercial from 45c to 62c per pound; and on guaranteed from 55c to 68c per pound. Manufactured lead products remain unchanged at figures shown below:

Lead pipe, lb.	0 14	....
Lead waste pipe, lb.	0 15	....
Lead traps and bends	Net list	
Lead wool, lb.		0 16
Lead sheets, 3 to 3½ lbs. sq. ft., lb.		0 13¼
Lead sheets, 4 to 8 lbs. sq. ft.		0 12½

Cut sheets, ¾c lb. extra, and cut sheets to size, 1c lb. extra.

Solder, guaranteed, lb.	0 55	0 68
Solder, strictly, lb.	0 49	0 64
Solder, commercial, lb.	0 45	0 62
Solder, wiping, lb.	0 44	0 56
Solder, wire, lb.	0 59	0 65
Zinc sheets, per lb.	0 26	....

Still Awaiting Developments in Old Materials

Toronto.

OLD MATERIALS.—The market for old materials continues in much the same condition as has obtained for several weeks. There is a marked disinclination on the part of buyers to enter the market, while on the other hand dealers do not appear to be particularly anxious to sell. Business consequently is decidedly dull and shows little or no indication of activity in the near future. Heavy melting steel and cast iron scrap are still very scarce at firm prices. With so many electric furnaces now operating in Canada there is not much chance of stocks of steel scrap accumulating as supplies soon pass into consumption. In this connection a market has been found for shell borings and turnings. There are no price changes to report this week.

Tea lead	$ 0 04½	....
Heavy lead pipe	0 07	0 07½
Yellow brass	0 12	0 13
Red brass	....	0 21
Light brass	....	0 09½
Heavy zinc	0 05½	0 06
Heavy copper	0 21½	0 22
Stove plate, per ton	17 00	18 00
Old cast iron, per ton	25 00	26 00
Overshoes, trimmed Arctics	....	0 06¼
Auto tires	0 04½	....
Bicycle tires	0 03½	....
	Per gross ton.	
No. 1 railroad wrought	26 00	27 00
No. 2 railroad wrought	15 00	16 00
Pipes and flues	....	12 00
No. 1 busheling	16 00	17 00
No. 2 busheling	....	12 00
Country mixed scrap	....	16 00

Hemp Twine Prices Withdrawn; Jute Rope Up

Toronto.

TWINE, CORDAGE.—Prices on hemp twine have been withdrawn and quotations are only being made on request. Supplies are very hard to get though the

situation locally is not so severe in this respect as yet. Prices on jute ropes have undergone another change upward, the basis now being 20 to 21½c per pound. Fine jute packing at 15c per pound has also touched higher levels.

Rope business is within narrow limits just now, and prices are unchanged. Manila is being quoted at 39c; British manila at 33c, and sisal at 27½c per pound base. Prices on binder twine appear in current market quotations.

Waste Holds Firm; Oakum Steady

Toronto.

WASTE, OAKUM.—Prices established on waste last week have been firmly maintained and nothing new has entered into the situation during the week. Stocks are in good shape and orders in good volume are being shipped out. Oakum is steady and a fair demand is being taken care of satisfactorily. Prices on both these lines appear in current market quotations.

Tin Again Advances; Other Metals Steadier

Toronto.

INGOT METALS.—Tin continues to be the principal object of interest. Prices have again advanced and the metal is still very scarce with no indication of increased supply. Copper continues unchanged although it is reported that the War Industries Board may advance the price to 24¼c at the conference which is to be held shortly. Lead and spelter are both somewhat steadier following recent declines. Business continues very good locally.

COPPER.—The principal feature of importance is the conference which will be held shortly by the copper producers and the War Industries Board. It is reported that the fixed price of copper may be advanced to 24¼c as it has been estimated that there has been an advance in producing cost of ¾c since the date when the present price, 23⅛c, was agreed on. The market is quiet and quotations are unchanged at 30 to 31c per pound.

TIN.—This metal continues in the same unfortunate position. There is no spot metal offering. Small lots have been reported sold in the last few days in New York at as high as 95c. It is not a question of price now but one of obtaining the metal. Inquiries for tin of any grade and in all positions indicate anxiety of consumers to obtain a supply, but the holders of Chinese, which is the only tin which can be offered with any assurance of delivery, ask so much for their products that buyers hold off as far as possible. Straits and Banca tin are for the time being out of the market. Tin has advanced again and is now quoted at $1.10 per pound.

SPELTER.—Little interest is being shown in spelter and business is consequently dull. It is understood that the British Government has ratified an agreement to buy all of Australia's surplus zinc concentrates for ten years after the war. The market is somewhat steadier, prices of spelter ranging from 8¾c to 9c per pound.

LEAD.—The market is steady and prices unchanged. The trust price remains steady at 7c New York, but outside sellers are quoting around 6.80c New York. Lead is now quoted locally at 8¾c to 9¼c per pound.

ANTIMONY.—The demand for antimony is very light with more sellers than buyers. The market is easier but quotations are unchanged at 16c to 18c per pound.

ALUMINUM.—It is reported from Bombay that the embargo passed by the Indian Government on the imports of aluminum and manufactures thereof has been removed. The market continues quiet with little demand. Price is unchanged at 50c to 60c per pound.

PIG IRON.—In regard to supply there is very little improvement to note in the domestic pig iron situation. All the malleable and foundry pig iron that is being produced quickly passes into consumption. The demand for basic iron continues insistent and is beyond the capacity of the furnaces. In the States very little pig iron is being sold except through government intervention for consumers that are working on war contracts, but there are few foundry interests that are not working either directly or indirectly on war orders. It seems probable that the iron industry must come more than ever under government control, in which case the furnaces would be relieved of the responsibility of satisfying the demands of their customers. Receipts of coke at the furnaces have increased, but deliveries have been irregular and furnace operations have not increased to the extent anticipated.

LONDON MARKETS

LONDON, May 2.—Numerous price changes have been recorded during the week, all lines affected undergoing revision upwards. English cutlery is on the upward trend, and English hedge or garden shears and sheep shears have also attained higher levels. Boxwood rules are up 5 per cent., and about the cheapest broom obtainable now is priced at $8 per dozen. Other lines affected include wood bake boards, wallpaper cleaner, toe calks and tubular wheelbarrows. Business during the week has been very fair.

Toe Calks Take New List; Wheelbarrows Up

London.

TOE CALKS, WHEELBARROWS.—A new list has been adopted on Neverslip toe calks at higher figures than those formerly prevailing. The discount remains the same. Lists now ruling are, per 100:—5/16 in., $2.60; ⅜ in., $2.60; 7/16 in., $2.80; ½ in., $2.80; 9/16 in., $3; ⅝ in., $3, and the discount is still 15 per cent.

Tubular wheelbarrows have also undergone revision upward, and quotations now being made on some of the more familiar numbers are:—No. A02, $9.75; No. A13, $12; No. F2, $11.75 each.

English Cutlery Goes Up About 20%

London.

ENGLISH CUTLERY.—Revised prices on Joseph Rodgers & Sons' cutlery have been put into effect during the week, which provide for an advance of about 20 per cent. The lines affected include butched knives, skinning knives, sticking knives, farriers' knives, and table cutlery. The scarcity and high price of steel and heavy insurance and freight rates have influenced prices to their present high levels. Prices on some of the familiar numbers and sizes are:

Butcher Knives—No. 1707 x 5½, $6.35 doz.; 6, $6.60; 6½, $7.15; 7, $8.25; 8, $8.90; 10 in., $14.20.

No. 1707 x 12, $22.55 doz.; 14 in, $34.40 doz.

Skinning Knives—No. 1707 x 5½ in., $6.60 doz.; 6 in., $6.90.

Sticking Knives—No. 1707 x 6 in., $7.30 doz.

Farrier Knives—No. 3103 x ⅝ in., $7.45 doz.; ¾ in., $7.45.

Medium Knives—No. 3744, $13.45 doz.; No. 3749, $12.65.

Dessert Knives, No. 3744, $10.50 doz.; No. 3749, $9.75.

Higher Prices Named On Garden And Sheep Shears

London.

GARDEN SHEARS, LAWN TRIMMERS, SHEEP SHEARS. — Garden shears, lawn trimmers and sheep shears brought in from England are being quoted at considerably higher prices. The supply is said to be limited, jobbers' orders only being supplied in part by the manufacturers and the question of the balance of orders arriving being extremely doubtful. Present prices adopted are:

Garden or Hedge Shears—No. 100 x 8 in., plain, $1.30 pair; No. 101 x 8 in., notched, $1.50; No. 100, 9 in., plain, $1.60; No. 101, 9 in., notched, $1.80; No. 107 x 2 in., Ladies, $1.65.

Lawn Trimmers—No. 106 x 9 in., $2.35 pair; No. 105 x 9 in., $2.50; No. 1062 x 9 in., $3.

English Sheep Shears—No. 1360 x 5½ in., unpolished, $4.50 doz.; No. 5G x 6 in., half polished, $7.75; No. 5G x 6½ in., half polished, $8.25; No. K20 x 6½ in., full polished, $9.50; No. BBA x 7 in., full polished, $18.

Bake Boards Up 5%; Boxwood Rules Higher

London.

BAKE BOARDS, BOXWOOD RULES.—New prices established on wood bake boards show an advance of about 5 per cent. over quotations previously ruling. Some difficulty in securing supplies is being experienced with this line, although present stocks are in very fair shape. The new figures named are:—No. 1, 18 in. x 24 in., $6.25 doz.; No. 2, 18 in. x 28 in, $6.75 doz.; No. 3, 20 in. x 30 in., $7.50 doz.

A further advance has been made in Stanley boxwood rules of about 5 per cent., new prices established being as follows:—No. 36, $3.95; No. 51, $3.10; No. 61, $2.65; No. 62, $7; No. 66½, $5.25; No. 68, $2.20; No. 70, $3.50; No. 84, $5.70; No. 66¾, $13.20 dozen.

Wall Paper Cleaner, Shoe Polish, Brooms, All Up

London.

WALLPAPER CLEANER, SHOE POLISH, BROOMS.—A good sale is in evidenced for wallpaper cleaner at the present time, when house-cleaning is so general. A new price has been named on the Climax of $1.50 per dozen, which represents an advance.

Black and tan shoe polish, 2-in-1, is also on the upward trend, as evidenced in new price of $1.20 dozen now ruling.

Corn house brooms have registered a further advance of 50c per dozen, and the new price on the cheapest line has now reached $8 per dozen.

Rope Holds Steady; No Change In Nails

London.

ROPE, NAILS.—Rope has held steady during the week, and little movement to the retailer is in progress. Prices are unchanged as follows:—Pure Manila, 39c base, per lb.; British Manila, 33c; New Zealand hemp, 33c; sisal, 27½c.

Nails have also held firm and unchanged, with a fair movement manifest. Wire nails remain at $5.20 and cut nails at $5.60 base, per 100 pounds.

Oil Stoves Selling Well; Paris Green

London.

OIL STOVES, PARIS GREEN.—A good demand exists for all lines of oil stoves, and orders are going forward in good volume. No change has been made in quotations, which range as follows:

Oil Stoves—New Perfection—2 burners, $12.75 each; 3 burners, $16.50; 4 burners, $21.

Oil Stove Ovens—No. 70, glass front, McClary, $4.25 each; 142G, glass front, Perfection, $5.

Booked orders for Paris green are practically all filled, manufacturers having made deliveries of stocks to the jobbers. Prices have undergone no change, orders being filled on the following

C. P. Co. make—½-lb. packages, 66½c per lb.; 1-lb. packages, 64½c; 25-lb. drums, 62½c; 50-lb. drums, 61½c; 100-lb. drums, 61½c.

Linseed Oil Holds At Lower Levels; Turpentine

London.

LINSEED OIL, TURPENTINE.—No change in prices over decline noted last week in linseed oil has been made. The situation in oil does not seem quite so acute, and a fair amount of business is being transacted.

	Raw, per gal.	Boiled, per gal.
1 to 2 bbls.	$1.95	$1.98
3 to 5 bbls.	1.94	1.97
6 to 9 bbls.	1.92	1.95

Less bbls. add 10c gal.

Although a change was noted in turpentine downward last week, this was in error, as prices have undergone no change. The price on pure turps is being firmly maintained on the basis of 70c per gallon, barrel lots. Stocks are by no means heavy, transportation difficulties influencing this position. Quotations are:

1 bbl. lots	70c gal.
2 to 4 bbls. lots	69c „
5-gal. lots	80c „

WINNIPEG MARKETS

WINNIPEG, May 2—Price changes for the week again show an upward trend in all lines and affect the following articles: putty, canvas belts, window glass, half and half solder, Perfect handle wrenches, W. & B. knife handle and railroad special wrenches, cotton clothes lines, cotton rope, self-ringing mops, candle wick, sash cord and Irwin auger bits.

Business for the past week shows up well and reports indicate that shipments are heavier than in previous years.

Auger Bits Make 12½% Advance

Winnipeg.

AUGER BITS.—New prices are just to hand showing a further advance in Irwin auger bits. The discount quoted to-day is 10 per cent. from list, making an advance of 12½ over former quotations. Net prices figured on the new basis are as follows: 4-16 in., $4.50; 5-16 in., $4.50; 6-16 in., $4.50; 7-16 in., $4.50; 8-16 in., $4.50; 9-16 in., $5.40; 10-16 in., $5.40; 11-16 in., $6.30; 12-16 in., $6.30; 13-16 in., $7.40; 14-16 in., $7.40; 15-16 in., $8.55; 16-16 in., $8.55 per dozen.

Two Cent Advance In Price Of Solder

Winnipeg.

SOLDER.—Half and half solder again shows an increase of 2c a pound over last quotation. This is due to the exceedingly high prices ruling on tin. Prices just issued are as follows: Full cases, 56c pound; less than cases, 57c pound; wire solder, 62c pound.

Advances Made In Cotton Goods

Winnipeg.

COTTON GOODS.—Prices on many lines of cotton goods have again advanced. This was predicted in the last issue of HARDWARE AND METAL, and new prices show rather strong advances. The following lines are affected: cotton clothes lines, self-wringing mops and mop cloths, sash cord, candle wick packing. Still further advances would not come as a surprise. Market prices now ruling are given herewith: Cotton clothes lines, 40 ft., $3.05; 48 ft., $3.65; 60 ft., $4.55 dozen; self-wringing mops, $5.25 doz; extra cloths, $3.00 doz.; candlewick packing, 72c pound; sash cord, No. 6, 74c; No. 7, 73c; No. 8, 72c; No. 9, 72c; No. 10, 72c pound.

Endless Canvas Belts Record Advances

Winnipeg.

ENDLESS BELTS.—The recent heavy advances in cotton are also responsible for new prices being established on endless canvas belts. Quotations now effective are given herewith although owing to the extensive line only a few of the biggest selling sizes are enumerated:

	Each
100 ft x 7 in. x 5 ply	$70 40
120 ft. x 7 in. x 5 ply	84 48
150 ft. x 7 in. x 5 ply	105 60
100 ft. x 8 in. x 4 ply	64 00
120 ft. x 8 in. x 4 ply	76 80
150 ft. x 8 in. x 4 ply	96 00
100 ft. x 8 in. x 5 ply	80 00
120 ft. x 8 in. x 5 ply	96 00
150 ft. x 8 in. x 5 ply	120 00
160 ft. x 8 in. x 5 ply	128 00
120 ft. x 9 in. x 5 ply	108 48
150 ft. x 9 in. x 5 ply	135 60
160 ft. x 9 in. x 5 ply	144 64
150 ft. x 9 in. x 6 ply	162 00
160 ft. x 9 in. x 6 ply	172 80

Further High Levels Established On Wrenches

Winnipeg.

WRENCHES.—Owing to increased production costs advances have been found necessary on Perfect handles, W. & B. knife handles and railroad special wrenches. The Perfect handle is now selling at 35 per cent. advance on list and the other two lines at 15 per cent. advance on list. Net prices figured on this basis follow:

Perfect Handle Wrenches—6 in., $13.50 doz.; 8 in., $16.20; 10 in., $18.90; 12 in., $24.30; 15 in., $32.40; 18 in., $43.20.

W. & B. knife handle and railroad special wrenches—6 in., $11.50 doz.; 8 in., $13.80; 10 in., $16.10; 12 in., $20.70; 15 in., $27.60.

New Prices Named On Window Glass

Winnipeg.

WINDOW GLASS.—Much has been said in recent issues of HARDWARE AND METAL regarding the window glass situation. The fact that three advances have taken place since the beginning of the year clearly illustrates the position of this commodity and even further advances may be found necessary owing to the fact that the government has limited the amount that can be manufactured, which means a much greater overhead cost. The new prices which have just gone into force show an increase of from 5 to 10 per cent., and net prices on the different breaks are as follows:

	Single Per Box	Double Per Box
25 in. break	$13 50	$18 50
40	14 50	21 00
50	18 50	23 75
60	19 50	24 25
70	20 50	25 75
80		27 75
85		34 75
90		37 00
95		37 75
100		44 25
105		49 00
110		54 75

Substantial Increase Made In Putty Prices

Winnipeg.

PUTTY.—In view of the fact that all raw materials entering into the manufacture of putty are advancing, new prices have just been issued and show fairly strong advances over previous quotations. To-day's market prices are given below: Barrels, $4.50 per 100 lbs.; 100 lb. drums, $5.70; 25 lb. drums, $6.30 100 lbs.; 10 lb. tins, $7.00 100 lbs.; 5 lb. tins, $7.70 100 lbs; 1½ tins 12c each.

Linseed Oil Firm; Turpentine Steady

Winnipeg.

LINSEED OIL, TURPENTINE.—Prices on linseed oil continue firm, while shipments are about normal. Prices ruling to-day are: Boiled, $2.03 gal.; raw, $2.00 gal.

Prices on turpentine show no change over previous prices and the market is reported firm. To-day's ruling prices are: Barrels, 80c gal.; ½ barrels, 83c gal.; 5 gal. lots, 85c gal.; 1 gal. lots, 85c gal., plus the usual extras for containers.

PITTSBURG MARKETS

PITTSBURGH, Pa., May 2.—One of the most important actions for some time past taken by the War Industries Board is the request recently made to the steel producers to report in full detail the nature of the consumption involved in their commercial orders. The weekly reports that have been made to Washington for some time past, of shipments made during the week and of orders remaining on books, have divided the steel into three classes, that intended for the Government, that intended for the Government's allies, and that intended for the general trade. By means of order numbers or other description the precise character of the steel involved in the first two categories has been given. That in the third category has been given only in lump tonnages.

The object of the War Industries Board in taking fresh measures with regard to steel distribution appears to have been misunderstood in some quarters. At any rate the report that has been circulated, from Washington, that steel deliveries except for war work are to be shut off for the future, is contradicted in the steel trade. The steel manufacturers are in close touch with Washington. While some reports have referred to "nonessentials," their information is that Washington has tabooed the word "nonessential" entirely. No such thing, as regards steel, is recognized. There are "less essentials." Everything in steel is more or less useful, the gradations being in the degree of usefulness. In order to supply the information required by Washington, the steel makers are calling for reports from customers, detailing precisely the use to which the steel now on order is to be put. The authorities will eventually be able to formulate a complete list, showing the sequence of importance of all employment of steel. The conception that steel supply will be extended only so far down the list, as far as it will reach, and then stop absolutely, is erroneous. If there are 1,000 items in the list, and a 75 per cent. steel supply, it will not mean that the first 750 items will be taken care of and the remaining 250 items not get a pound. After a few prime essentials are fully taken care of, the allotment will decrease gradually as one goes down the list. Regulation will be by means of the coal distribution and the allotment of traffic facilities, already invoked in many instances, and through the distribution of steel itself, as defined by the authorities to the steel producers.

Less Commercial Steel Shipments

Through the double influence of the Government calling upon the steel mills, some three weeks ago, for heavier shipments for shipbuilding and some other purposes, and of this more recent call for detailed information as to the intended employment of steel involved in commercial orders, there is a decrease in the shipments of steel for commercial purposes, not thus far distinguished by any consideration on the part of the Government. This decrease may be only temporary. Steel is scarcer than it was. Deliveries are more difficult to secure, against old orders, and it is still more difficult to place new orders. There is, however, no great clamor on the part of buyers. While there are urgent unsatisfied needs, they do not relate to large tonnages.

Freight Cars Bought

The Railroad Administration has begun to place orders against the program of buying 100,000 freight cars, the first order being placed last Friday, involving 30,000 cars to be furnished by the American Car & Foundry Co. While the specifications are withheld, it is known that the types adopted require less steel, particularly sheared plates, than was involved in the original plans. This is concrete evidence of the seriousness of the apprehensions entertained by the War Industries Board as to the supply of plates for shipbuilding.

As to steel for shipbuilding, an interesting piece of information is furnished by the management of the Hog Island yard, that the management estimates an average of 60 days for the time elapsing from the steel leaving the mill until it reaches the shipyard in fabricated form. The yard, which has 50 ways, some already completed, and will build ships of 7,500 and 8,000 tons deadweight, draws its fabricated parts from more than 35 shops distributed as far west as Minneapolis. Allowing three months from keel laying until the vessel is launched, and one month additional for completion in the fitting-out basin, there is a six months' interval from the time the steel leaves the mill until the ship is delivered. Accordingly, the rate at which ship steel must be produced now is not the rate indicated by the rate at which vessels have lately been completed or launched, which rate recent reports have shown to be such a disappointing one, but the rate that will be obtaining six months hence, and certainly a much higher rate.

Production

There has not lately been any further increase in the rate of production, in general, of pig iron, of ingots, or of finished steel. The rate as a whole is about 85 per cent. of capacity, which is about the average rate maintained since March 1. Production at this rate, however, means substantially as great a tonnage as was produced in 1916, when operations were practically at capacity. The difference is accounted for by the new construction that has been carried through since. So much has been said about the inability of the industry to operate at capacity that there is danger of a distorted view being created, through the 15 per cent. that is not being produced being emphasized, rather than the 85 per cent. that is being produced. As a matter of fact, this production is about equal to the largest output ever made before the war by the original belligerents, Britain, France, Russia, Germany and Austria-Hungary. It is materially in excess of the tonnage these countries actually made during the first twelvemonth of war. Were only 50 per cent. of the United States output passing to war use, the contribution would be a very large one, but the proportion is undoubtedly higher than 50 per cent.

The chief restrictive influence is the insufficient car supply in the Connellsville coke region. For three successive weeks the reports of the *Connellsville Courier* have shown slightly decreasing shipments. There is probably a normal number of cars in the service, but they do not make the round trip as expeditiously as in 1916, for instance. Thus supplies of Connellsville coke have been less in April than in March, rather than greater. The by-product coke ovens, however, have done somewhat better this month, and have been operating substantially at capacity.

MOTOR TRUCK TO HELP TRANSPORTATION

The following announcement has been authorized by the United States Council of National Defense:

The Council of National Defense has given its formal approval to all measures designed to facilitate the use of the motor truck in transportation wherever it can be utilized. Its efforts in this connection have been directed through the Highways Transport Committee. Through the State councils of defense and other agencies it is urging all communities as far as possible to adopt the motor truck to their local needs and encourage its use in any way to help existing transportation problems. The truck is proving of a great deal of service in many districts in relieving congestion in freight terminals. The council has just passed the following resolution:

"Resolved, That the Council of National Defense approves the widest possible use of the motor truck as a transportation agency, and requests the State councils of defense and other State authorities to take all necessary steps to facilitate such means of transportation, removing any regulations that tend to restrict and discourage such use."

WEEKLY PAINT DEPARTMENT

Start a Clean Up Paint Up Campaign

Originator of Idea Says That it is Easy—All That is Required is Initiative and That the Spirit of Co-operation and Civic Pride Should be Fostered—7,000 Towns Carried Them Out Last Year

By Allen W. Clark, Chairman National Clean Up and Paint Up Campaign Bureau, St. Louis.

SOME man or woman, in nearly 7,000 towns and cities started the ball rolling for a local clean-up and paint-up campaign last year. Some already were civic leaders, some developed that leadership through their campaign activity, others merely started things and let others play the leading role. Thousands of these "starters" have reported that the campaigns regenerated their towns. Some town campaigns have practically refurbished an entire country—the spirit is contagious. You can start one of these campaigns for homes and towns beautiful. You can do it immediately—to-day. How?

"Go to It"

Take your telephone in hand—phone a half-dozen boosters. Talk it over and agree upon a meeting of live paint men and others. Impress upon each the fact that in this movement, as in everything else worth while, "there is nothing in it for us, unless we get into it ourselves."

Committee Duties

At this meeting of live business men the whole local paint trade, or the representatives of every interest therein, should be present and participate in the organization of the local Trade Committee that will be the background or the mainspring of the campaign, or that at least will arrange for its successful launching into the harbor of public and press approval. This Trade Committee's duties are threefold: 1. To send the National Bureau the Report of Organization. 2. To counsel with the newspapers, the city officials and others on the date and place and personnel of the citizens' meeting for the organization of the general committee to conduct the campaign. 3. To look after the interests of the trade throughout the campaign, to handle the co-operative advertising, etc., and to see that the trade's participation in the general campaign is so creditable and effective that the city will be proud of the campaign and its sponsors.

Soon after that meeting should come your citizens' meeting, and for this your

ALLEN W. CLARK
Of St. Louis, Originator of the Paint-up and Clean-up Idea.

newspaper men, editors and business managers will be your best advisors and helpers in planning this meeting and its action. These newspaper men realize that the civil and news features of this work deserve liberal space and that though it profits the dealers and a dozen other lines of merchandise, it also enables the publisher to sell his own merchandise first of all, and to all of these. Therefore paint men and newspaper men can talk to each other like brothers, and with each anxious to help the other to profit through co-operation.

Sowing the Seed

Talk together about the citizens' meeting to launch the campaign; see that it gets proper advance publicity; and make certain that each of the men and women essential in such a community movement is there. Every force that can help and every influence that could hinder, if it is ignored, should be represented. Then

1. This meeting, in opening, should select a chairman and a secretary, this chairman generally being chosen because of his knowledge of the movement, his ability to "state the object of the meeting," and perhaps also because of his fitness and willingness to be made permanent chairman, of the general campaign committee.

2. The character and methods and national scope of the movement should be explained, and the immediate launching of a local campaign should be urged: because these campaigns reduce the fire loss and insurance costs, conserve and increase property values, make thrift gardens of vacant lots and back yards, remove unsafe buildings, swat the fly; make cleaner alleys, yards and homes; educate children in fire prevention and clean-up measures, plant trees; collect and utilize "waste"; make more attractive and safer homes and places of business, and develop a community spirit that permanently ensures a cleaner, safer, healthier and more beautiful city.

3. Then adopt a motion to organize at once for a local clean-up and paint-up campaign. The planning should begin then, although the date for a definite program of a week or more, to open the campaign, should be set ahead.

4. Be sure to organize at this meeting—select the permanent chairman and other officers and instruct the chairman to appoint the chairmen of all the various sub-committees within a day or two—these and the officers to constitute the general committee. These sub-committees may number a half-dozen or a score according to the scope of the work undertaken.

5. Appoint a committee to request the Mayor (or the Board of Health)to proclaim the opening week of the campaign.

6. Adjourn, after fixing date for a get-to-work meeting a few days later, which all these chairmen and members of their committees should attend, to jointly plan their work.

(Continued on page 64.)

He'll do a good job with that Brush

The good effect of the paint you sell is often nullified by the poor brush with which the paint is laid. With Boeckh's Steel Grip Rubber Set Brushes the veriest amateur can do a good job.

Boeckh's Brushes **have selected bristles of unusual elasticity and resiliency** that are held firmly and can't come out; brushes are perfectly chiseled, and the paint goes on evenly, giving a good-wearing, satisfactory job.

You can make sure that the paint you sell is going to get full chance to make good by selling Boeckh's Brushes to your paint customers.

The Boeckh Bros. Company, Ltd.
TORONTO

"The Bristles can't come out"

MOORE'S HOUSE COLORS

MOORE'S HOUSE COLORS LEAD THEM BACK

The Dealer who is gathering in big profits from Moore's Colors this Spring has prospects of even bigger business next season. He is counting on the high quality and generous covering capacity of "Moore's" to bring back all these present customers and many new ones. And he'll not be disappointed. Moore's House Colors make solid friends of all who use them.

BENJAMIN MOORE & CO., LIMITED
WEST TORONTO

If interested, tear out this page and keep with letters to be answered.

WEEKLY PAINT MARKETS

MONTREAL

MONTREAL, May 2.—The interest this week is directed to mixed paint. An advance approximating 15c per gallon has been made in several lines of oil paints, and this is referred to in special article in this issue. This bears out the very definite forecast made in HARDWARE AND METAL for the past two weeks, and, it is said, the changes have been made in accordance with defined necessity through increased costs of basic materials. The new prices are immediately effective, and reference to the specific items affected can be readily seen. The linseed oil situation is one of maintained firmness and delivery of seed from the lake head has not materially increased, although it shows an improvement. Turpentine is held, and the tone has been a little stronger with some jobbers. White lead in oil and putty hold in a firm position without change. Improvement is expressed in the condition of trade generally.

Linseed Oil Firm; Better Seed Delivery

Montreal.

LINSEED OIL.—The situation continues firm. This is a reflection of the seed situation, which still is strong, with fluctuations characteristic as usual. Delivery of some large quantities is reported to have been made down the lakes, but this has gone to United States points. In a few instances improvement is reported in the amount of seed delivered here, but this is not yet very marked. It is expected that information will be available this week as to the size of supplies at the lake head, and from this some forecast may be made as to what oil can be expected for the coming season. With crushers well booked for immediate future delivery here and in the States oil will probably hold its present position for some time.

Linseed Oil—	Raw, Imp. gal.	Boiled, Imp. gal.
1 to 4 barrels	$1.82-$1.86	$1.84½-$1.88½

Turpentine Sells On Held Basis

Montreal.

TURPENTINE.—The strength of the market is quite marked in southern points, and trading is done on a decreasing light supply in the spot market. Here there is rather more activity than usual and business is done on the basis of 60c to 62½c per gallon for single barrels. The supply is apparently ample to meet the present request from trade sources. Altogether there is a tendency to a firmer basis, some having quoted as low as 57c last week for barrel lots.

Turpentine—	Per Imp. gallon	
1 to 4 barrels	$0 60	$0 62½
5 barrels and over	0 58	0 61½
Small quantities	....	....

Some Movement Putty; Prices Hold Firm

Montreal.

PUTTY.—The situation holds and prices are fully maintained, with material costs all of a firm nature. However, there has been no change of price whatever. A certain amount of business is being done from week to week, and many orders for other lines have a fair proportion of putty accompanying them. The undertone is steady and firm all around.

Standard Putty—	Per 100 lbs. 5 ton	1 ton	Less
Bulk, in barrels	$4.00	$4.15	$4.35
Do., ½ barrels	4.15	4.30	4.50
Do., 100 lb.	4.85	5.00	5.20
Do., 25 lb.	4.85	5.00	5.20
Do., 12½ lb.	5.10	5.25	5.45
3 and 5 lb. tins	6.85	7.00	7.20
1 and 2 lb. tins	7.35	7.50	7.70

Pure linseed oil putty, $2.00 per 100 lb. advance on above prices.

Glaziers' putty—$1.60 per 100 lb. advance on above prices.

Terms: 2%, 15 days, net 60.

Full Prices Hold For White Lead In Oil

Montreal.

WHITE LEAD IN OIL.—The market has a firm undertone, even though pig lead is ruling somewhat easier. The latter ingredient has been one of a little more strength, however, within the last day or two. With oil prices holding well, there is every indication of a maintained price for lead in oil. Sales are made on the following basis:—Five-ton lots, per 100 pounds, $15.50; one-ton lots, $16, and small lots, $16.35.

Advance Is Made On Mixed Paint

Montreal.

MIXED PAINT, ETC.—As was very definitely forecast in the columns of HARDWARE AND METAL, an advance has been made in the price of mixed paint, and the same is immediately effective. This advance, it is intimated, has been made necessary through advancing costs of oil and other materials, amounting to 15c per gallon on certain lines. This has been covered elsewhere in a special article. This advance applies to the better grades of oil paint, those containing a considerable quantity of the various high-priced raw materials. In the matter of trade there has been a good demand, and painting operations are now being undertaken in some parts, with others contemplating an early start.

TORONTO

TORONTO, May 2.—Interest for the week centres in changes made in ready-mixed paint, full details of which are given in a special article elsewhere in this issue. There have been no new developments in the linseed oil situation. Deliveries of seed show little improvement as yet, though with lake and rail service available now, it is thought shipments will be despatched with greater rapidity. Turpentine has stiffened at primary points and this is reflected here in a narrowing of the range. Stocks locally are very low, though shipments are reported on the way. Business continues to be transacted in good volume, and mixed paints are enjoying a splendid demand.

Linseed Oil Firm And Unchanged

Toronto.

LINSEED OIL.—There is little change in the linseed oil market during the week, though a slightly firmer tendency is noticeable in some quarters. Quotations generally are being made on the basis of $1.95 per gallon for raw, though lower prices, as noted below, are being named. Some improvement in receipts of seed is looked for now that lake and rail routes are open, though little change is recorded as yet. Prices on seed from Wednesday of last week to Wednesday of this week show a decline of $3.87½ for No. 1 N.C.W., against $3.80 per bushel for respective dates. Indications in some quarters are that back orders will be pretty well cleaned up in the next couple of weeks if supplies continue to come along as at present

	Raw, Imp.gal.	Boiled, Imp. gal.
1 to 2 bbls.	$1.86-$1.95	$1.88½-$1.98
3 to 5 bbls.	.....	.....
6 to 9 bbls.	.....	.....

Less than barrel lots 10c per gallon higher than single barrel price.

Turpentine In Firmer Tone; Supplies Scarce

Toronto.

TURPENTINE.—The market on turpentine shows a firmer tendency during the week, and advances have been made in some quarters which have resulted in

—OF VITAL IMPORTANCE To B-H AGENTS

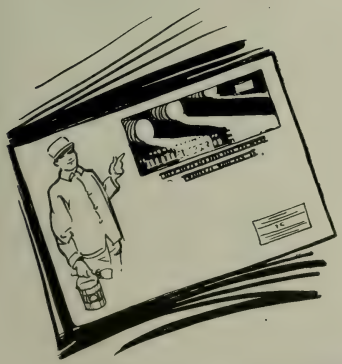
A SHORT time ago we issued our 1918 Spring Mailing Folder.

Immediately specimen copies of it had been received by B-H dealers, they began to send in their lists to us of customers to whom they wanted this new Folder mailed.

So enthusiastic, in fact, was the response thus evidenced that we found it necessary to order at once from our printer a second edition of the Folder—which, as all who have seen it admit, is the finest bit of advertising of this kind ever issued by a Canadian Paint Manufacturer.

The second edition will be ready in a few days. It will provide a quantity large enough to take care of **all** our Agents' requirements.

We are anxious that **every** B-H Agent shall take advantage of this exceptional opportunity. We want every one who handles B-H Paints to send in at once his list of customers. We will mail the folder to every one of those customers whose names you furnish us. This service is free; we even pay the postage.



The B-H Spring Mailing Folder forms one of the most important links in the great B-H publicity chain for 1918. It is one of the features that help to keep B-H a most profitable line for all who handle it.

House owners, this year—because the call of the times is conservation and thrift —may be tempted to consider painting as an extravagant habit; they might easily overlook its value from the standpoint of preserving and protecting. Well does this folder explain why painting should be a feature of the thrift programme —the part paint plays in the conservation of all buildings—it tells why people should paint this year more than ever before. It explains why it is economical to use a real Paint rather than inferior grades. It is a timely piece of literature—one that will inspire painting activity.

If you are not a B-H Agent, let us tell you about the B-H Paint line and the limitless co-operation, prestige and extra business you can secure, by securing first the B-H Agency. If there is not representation for the B-H line in your territory, write us. Let us tell you how you can get your name signed to the B-H 1918 Spring Mailing Folder and this Folder in the hands of every one of the prospective paint-buyers in your locality.

BRANDRAM-HENDERSON LIMITED

MONTREAL HALIFAX ST JOHN TORONTO WINNIPEG CALGARY EDMONTON VANCOUVER

If interested, tear out this page and keep with letters to be answered.

a narrowing of the range. In dications are that following the strong tone of this commodity at primary points further advances may be looked for and an increase may be recorded towards the end of the week. Stocks locally are at a very low point and the market may be termed bare of supplies. Further shipments are rolling and deliveries are expected before the end of the week. From producing centres advices are being sent out that production of turpentine this year will be from 25 to 50 per cent. less than last year, producers turning to other lines of endeavor in many instances. Ruling prices on to-day's market are:

	Imp. Gal.
1 barrel	$0 62-$0 65
2 to 4 barrels	0 61- 0 64
5 gallon lots	0 69- 0 75

Fairly Good Demand For White Lead In Oil

Toronto.

WHITE LEAD IN OIL.—A fairly good demand for white lead in oil exists in some quarters during the week, and orders have been moving out with greater freedom. It was intimated by one source that the week's business was about equal to the total business done for the previous months of the year. The weakness of the pig lead market has not had any influence on prices as yet, quotations being maintained throughout. The market is steady at quotations as follows:—Pure, in ton lots, $16.20 per 100 pounds; smaller quantities, $16.55 per 100 pounds.

Mixed Paint Registers Further Advances

Toronto.

MIXED PAINTS.—A further advance has been made in ready-mixed paints, as outlined in HARDWARE AND METAL a couple of weeks ago. Full details as to the changes made appear in a special article elsewhere in this issue. Manufacturers and jobbers are very optimistic over prospects for paint business this spring, a good volume of spring business being handled already and repeat orders now coming to hand in splendid volume. New prices established on paints appear in current market quotations.

Glass In Firm Position; Putty Fairly Active

Toronto.

GLASS, PUTTY.—The position of window glass is one of decided strength, an advance of about 11 per cent. in single thick, first three brackets in the United States, exerting an influence on local conditions. Supplies of window glass are reaching a pretty low point, and the question of when further shipments may arrive is a doubtful one. No intimation is yet made that shipments have started from factories in the South. Prices remain unchanged, as shown in current market quotations.

Putty is experiencing some movement during the week, though this as yet is by no means heavy. Prices remain firmly established on the following basis:—Standard bulk in casks is quoted at $4.55; 100-lb. drums at $5.30-$5.40; and bladders in bbls., $5.45-$5.65 per 100 pounds. Prices on pure putty range $2 per 100 pounds higher than above.

CLEAN-UP, PAINT-UP CAMPAIGN

(Continued from page 60.)

Work Through Committees

Get as many men and women as possible to work, each at some specific thing. Don't make the mistake of heaping upon one willing and patient enthusiast all the detail and responsibility of this work. If you do, he or she will be completely overwhelmed, while the rest of you will be thinking of a hundred things "the chairman ought to do."

Committees to do specific work and chairmen who will think and work and inspire suggestions and zeal among the members of their committees are essential. So much for the "plowing and sowing."

The Harvest

Now for the cultivating and harvesting, which go together. The machinery for this should be complete and in good working order from the first—for business and profit crops begin to ripen as soon as the clean-up and paint-up spirit begins to permeate the air. By careful handling of the growing and the harvesting alike, the campaign field can be kept in bearing for months—and then be in excellent condition for replanting for another harvest season. Two such seasons a year, with ample surplus harvest to tide over and employ the interim from season to season, are perfectly practicable.

The volume of this profit harvest depends (1) upon your ability to reap and handle this business crop; (2) upon the extent of the local campaign field, and (3) upon the length and activities of the continuing period of cultivation and production, and (4) upon the teamwork of all the local paint men.

If you advise a clean-up and paint-up "week" do not expect any special interest after that week is finished, nor during that week for that matter. One of the worst and most unjust obstacles the National Bureau has had to meet has been the false impression in various quarters that it encourages or condones the old and odious "week" of clean-up activities so redolent of the "annual bath" and generally confined to street and alley scavenging as the only thing that can be undertaken with any prospect of completion within six days. Plan for and thoroughly advertise the "opening week" of a continuous campaign, and make it continuous by continued campaign activities and advertising.

Co-operation Counts

It is here that trade co-operation counts—in the advertising that gives character and dignity to the paint man's part in the campaign, and that permits the proper presentation of the whole gospel of good paint and good painting; also in securing the economies and the effectiveness of mass-play in the buying and placing of printed matter and other campaign supplies; and in the making of the city or district surveys of paint-needy property and getting the range upon each owner for the direct fire of the allied trade forces.

The real spirit of co-operation, however, should inspire, rather than discourage, the individual initiative of all who are doing their share in the associated efforts with their fellows. There should be friendly but earnest emulation in the efforts of each to secure by straightforward and businesslike enterprise his full share of the campaign harvest.

ONE-THIRD STORES TURNOVER IN BICYCLES

(Continued from page 39.)

divided so as to give each drawer ample space for a gross or more screws of several sizes each.

The advantage of this case is that the salesman has it immediately at hand when needed, that it keeps the stock in the best of condition and that in so small a space, very often wasted in many stores, the whole screw stock takes up a very small amount of room.

Other Important Factors

Mr. Fabien stated that when he started his store he had to depend upon his own district largely for his business—one that was being served by other stores. By working early and late and giving his customers careful attention and a good quality of merchandise he was able to make his business pay its way and increase his stock out of the original and modest capital put into it.

One of the matters he has considered necessary is that of keeping his own books. In this way he has not only been able to watch his credits but prices are the more readily and carefully checked, bills are kept within reason and stock and prices are given closer attention, which is a big advantage.

By keeping flashlights, watches, and razors well to the fore a nice business for these goods has been developed and this is still increasing. Electrical lamps also are sold and the special arrangement shown over the counter permits the customer to select the strength and style of lamp wanted, these being connected with the current just for this purpose.

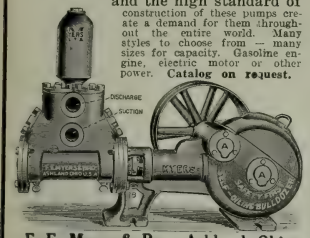
VANCOUVER TO HAVE PAINT-UP

Arrangements are being completed to have a clean-up and paint-up week in Vancouver from May 6 to 11. Money is being raised for the purpose of giving publicity to the matter. Posters are to be printed and merchants will display them in their windows. It is probable the campaign may extend to May 24.

If it is too high in price the customer will not hesitate to say that it is more than he wants to pay. If it is too low he will also tell you. You get some idea of what is revolving in the back of his head as to the price he is prepared to pay.

MYERS POWER PUMPS

The wide range of pumping service and the high standard of construction of these pumps create a demand for them throughout the entire world. Many styles to choose from — many sizes for capacity. Gasoline engine, electric motor or other power. **Catalog on request.**



F. E. Myers & Bro., Ashland, Ohio

OAKEY'S

The original and only Genuine Preparation for cleaning Cutlery

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS, LIMITED

Manufacturers of

Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, S.E.1., Eng.

ESTABLISHED 1849

BRADSTREET'S

Offices Throughout the Civilized World

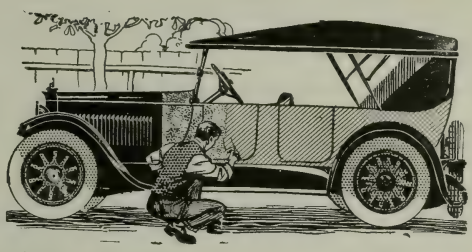
OFFICES IN CANADA:

Calgary, Alta.	Vancouver, B.C.
Edmonton, Alta.	Hamilton, Ont.
Halifax, N.S.	Montreal, Que.
London, Ont.	Quebec, Que.
Ottawa, Ont.	Toronto, Ont.
St. John, N.B.	Winnipeg, Man.
Victoria, B.C.	Sydney, N.S.

Reputation gained by long years of vigorous, conscientious and successful work.

Thomas C. Irving, General Manager Western Canada

TORONTO



Economizing Helps the Sale of Specialties

The nation-wide impulse for economy means that many motor cars will go unfinished this season unless the owners adopt the *"Berry way,"* which makes the cost nominal.

Berry Brothers'
Auto Color Varnishes

are made especially for the unskilled varnisher, and with his garage for a workshop any man can produce a handsome, lasting finish on his car in just the colors he prefers, without any finisher's bill to pay.

We furnish an attractive cutout for counter display, and descriptive folders giving explicit directions for the amateur varnisher, telling how much varnish it takes, and showing in colors how cars look when refinished. A real selling help.

Ready to Ship Assortments

We have all ready put up, well selected assortments of colors that we can ship promptly. Order one to-day and get in the field early. You will sell it quickly and want more. Write for further particulars anyway.

BERRY BROTHERS
(INCORPORATED)
World's Largest Varnish Makers

Established 1858

Walkerville, Ont. (651)

STEP LADDERS

Two Styles. All Lengths

Curtain Stretchers
Tub Stands Ironing Boards
Clothes Bars
Quilting Frames, etc.

Hand Corn Planters
Drive Well Points
Post Hole Diggers, etc.

Ask for Catalogue

Otterville Manufacturing Co.

OTTERVILLE

15 cents VOL-PEEK

MENDS POTS & PANS

Tell your customers how easily they can repair leaky kitchen utensils with VOL-PEEK. They require no tools. VOL-PEEK can be applied with the fingers and the mended article will be ready for use as good as new—in two minutes or less.

VOL-PEEK is wanted in every home. Show it in your store and get a share of the demand. Put up in attractive display stands. Order from us direct or ask your wholesaler.

H. NAGLE & CO., Box 2024, Montreal

CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION

Dominion Metallics — B.B. Caps, 25% B.B. Caps, 20%; 22 short, black, 22 long black, 22 long, smokeless, 20%; 22 short lesmok or 22 long lesmok, 20%; 22 short, smokeless, 30%; 22 long rifle, black, 22 long rifle, smokeless, 7½%; other rim fire, 10%; center fire pistol, add 35% list; center fire sporting, add 60%; shot cartridges, same as ball; brass shot shell, 20%; primers, add 35% list; empty shot shells, 5%; blanks, add 25%; bullets, add 40%.

Terms: Net 90 days, or 2% discount for cash in 30 days.

"Dominion" Loaded Paper Shells "Crown" Black Powder, 10% on list; "Sovereign" Bulk Smokeless Powder, net list; "Regal" Dense Smokeless Powder, net list; "Imperial" Shells, both Bulk and Dense Smokeless Powder, net list; "Canuck" Smokeless, net list; Empty Shells, 5%; 90 days net.

F.O.B. Montreal, Toronto, London, Hamilton.

AMERICAN AMMUNITION

List Prices.

Subject to 10% advance on list.

B.B. caps, $3.50 per M.; B.B. caps, concave ball, $4.40; 22 short, $5; 22 long, $6; 22 long rifle, $7; 22 short smokeless, $5.35; 22 long smokeless, $7.50; 22 long rifle, smokeless, $8.75 per M.

Sporting Cartridges—Centre Fire Smokeless 303 Winchester, $72.25 per M.; 303 Savage, $72.25; 303 British, $95; 32 Winchester special, $72.25; 38-55 Winchester, $76; 401 Winchester self-loading, $76 per M.

Primers—Nos. 1, 1½ and 2½, $2.60; Nos. 1 and 2 (100 in box), $3.80; Nos. 1-W, 1½-W, 2½-W and 3-W, and 5, and 5½, 100, in box, $3.80; Berdan Nos. 1, 1½, 2 (250 in box), $3.60; Berdan Nos. 1, 1½, 2 (100 in box), $3.80; new No. 4, $5.50; U.M.C., 33, $5.50.

Shot, standard, 100 lbs., Toronto, $17.35-$19.75; Montreal, $18; net extras, as follows, subject to cash discount only: Chilled, $1.50; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

AUGER BITS

Standard List Prices per dozen.

3/16	$ 6.00	18/16	$12.00
4/16	5.00	19/16	14.00
5/16	5.00	20/16	14.00
6/16	5.00	21/16	16.00
7/16	5.00	22/16	16.00
8/16	5.00	23/16	18.00
9/16	6.00	24/16	18.00
10/16	6.00	25/16	21.00
11/16	7.00	26/16	21.00
12/16	7.00	27/16	24.00
13/16	8.25	28/16	24.00
14/16	8.25	29/16	27.00
15/16	9.50	30/16	27.00
16/16	9.50	31/16	30.00
17/16	12.00	32/16	30.00

Discounts from Standard List prices:

Beaver, 57½ to 60%; London, 60%.
Ford's Auger Bits, 35 to 27½%.
Gilmour Auger Bits, 47½%.
Gilmour Car Bits, 37½%.
Gilmour Eye Augers, 35%.
Gilmour Ship Augers, 12½%.
Rockford Auger Bits, 50 and 10%.
Irwin Auger Bits, 15% to 17½% off list in Catalogue No. 10, 1905.

F.O.B. Toronto, Montreal London and Hamilton.

AXES

Single Bits, doz.	$14 00	$16 00
Double Bit	16 50	19 50
Boys' Axes	12 00	14 00
Hunters' Axes	11 00	12 00
Bench—No. 2, doz.	12 50	13 20
No. 3, doz.	13 50	14 20
No. 4, doz.	14 50	15 25

	Single Bit	Double Bit
Sager	$15 00	$20 00
Dominion Pride	14 50	19 50
St. Clair handled	15 50	....
Sager Boys	12 50	....
Kitchener Boys	12 00	....
Sager Hunters	11 50	....
Kitchener Hunters'	11 00	....

F.O.B. Montreal, Toronto, Hamilton, London.

BABBITT

Prices on babbitt fluctuate with the metal markets and prices are quoted on application. Prices range from 14c to $1.10 a lb.

BELTING (Leather)

Discounts apply to Revised List of Feb. 14, 1907.
Extra Quality, 30, 5%.
Standard Quality, 40%.
Side Lace Leather, lb..$1.40-$1.75
Cut Lace Leather, lb... 1.60- 1.95
F.O.B. Montreal, Toronto.

BELLS (Farm)

No. 1 x 40, lb.	$4 00
No. 2 x 50 lb.	5 00
No. 3 x 60 lb.	7 50
No. 4 x 100 lb.	10 00

F.O.B. Montreal, Toronto.

BOLTS AND NUTS

Discounts apply to list of Feb. 1, 1913.

Carriage Bolts ($1 list), ⅜ in. dia. and smaller, 10%.
Carriage Bolts ($1 list), 7-16 dia. and larger, net list.
Machine Bolts, ⅜ in. dia. and smaller, 10%.
Machine Bolts, 7-16 in. dia. and larger, net list.
Sleigh Shoe Bolts, all sizes, net list.
Coach and Lag Screws, 25%.
Skein Bolts, 20%.
Square Head Blank Bolts, net list.
Bolt Ends, net list.
Plow Bolts, net list.
Elevator Bolts, net list.
Fancy Head Bolts, net list.
Shaft Bolts ($3 list), net list.
Step Bolts, large head ($3 list), net list.
Whiffletree Bolts, net list.
Nuts, square, blank, add to list $1.50.
Nuts, square, tapped, add to list $1.75.
Nuts, hexagon, blank, add to list $1.75.
Nuts, hexagon, tapped, add to list $2.
Stove bolts, 55%.
Tire bolts, 35%.
Terms: 2% off 30 days from date of shipment.
F.O.B. Montreal, Toronto, Hamilton, London, Ont.

BORAX

Lump Crystal Borax, lb....14-14½
F.O.B. Montreal, London, Toronto.

BRASS Per lb.

Spring sheets, 24 gauge and heavier, base $0 43
Rods, base ½ to 1 in. round..38-40
Tubing, seamless base......45½-50
Tubing, iron pipe size, base ¾ in. and up to 3 in.....45½-50
Copper tubing, iron pipe size, base ¾ in. up to 3 in.....47½-53
F.O.B. Montreal and Toronto.

BOILERS (Range)

30-gal. extra heavy ......$14.50-$17
30-gal. Standard 14 00
F.O.B. Montreal and Toronto.

BOARDS (Wash)	Tin Plate	Zinc
Pony ....Dozen	....	$2 00
Crown	....	4 05
Dandy	....	4 25
Improved Globe	3 15	4 35
Standard Globe	3 25	4.45
Original Globe	3 50	4 75
Newmarket King	....	4 75
Diamond King (glass)	....	5 50
Western King (enamel)	....	6 25
Wood, double faced		2 20

Subject to small discounts for quantities
F.O.B. Newmarket.

BUTTS Wrought Steel:—

No. 840	5%
No. 800	2½%
No. 838	5%
No. 808	5%
No. 804	15%
Nos. 802, 842, 844	5%
Nos. 810 and 814	net list
No. 830	2½%

F.O.B. Toronto, Montreal, London, Hamilton.

Spring Butts

Chicago Spring Hinges, List.
Triplex Spring Hinges, 20-10-5%.
Chicago Mortise Floor (5000), 33 1-3%.
Chicago Relax Floor (6000), 25-10-10-7½%.
Chicago Premier (4000), 16 2-3%.
Chicago Ajax (3000), 16 2-3%.
Chicago Fire Station, add 10% to list.
Lavatory Door Hinges, 20-5%.
Chicago Screen Door (2000), 40-7½%.
Chicago Screen Door (3000), 16 2-3 and 5%.
Non-Hold Back Screen Door, on application.
F.O.B. Chicago.

CANS

For discount on milk and cream cans, etc., see list under head of wares, etc.

CHAIN	B.B. Fire Welded Proof Coil Mont'l	Tor'to	B.B.B. Fire Welded Mont'l	Tor'to
3-16 in.	$21.50	$19.85	$.....	$.....
¼ in.	15.25	15.25	19.50	20.25
5-16 in.	13.25	13.65	.....	17.00
⅜ in.	12.10	12.75	14.75	16.50
7-16 in.	11.90	12.45	13.95	16.00
½ in.	11.65	12.15	13.75	15.75
9-16 in.	11.65	12.15	.....	15.75
⅝ in.	11.50	12.00	13.60	15.50
¾ in.	11.40	11.85	13.45	15.25
⅞ in.	11.25	11.65	13.35	15.25
1 in.	11.10	11.50	13.20	15.25

Electric Welded

	B.B.		B.B.B.	
3-16 in.	$15.90	$17.40	$.....	$.....
¼ in.	12.30	13.30	13.75	15.55
5-16 in.	11.05	11.75	12.00	14.00
⅜ in.	9.90	10.50	11.75	12.75
7-16 in.	9.70	10.50	11.75	12.75
½ in.	9.45	10.50	11.75	12.75
⅝ in.	9.35	10.50	11.75	12.75
¾ in.	9.20	10.50	11.75	12.75

Montreal and Toronto.

American Proof Coil Chain

	B.B.	B.B.B.
3-16 in.	$16.75	....
5-16 in.	12.00	$12.75
⅜ in.	11.00	11.90
7-16 in.	10.75	11.70
½ in.	10.50	11.60
⅝ in.	10.35	....

Electric Welded B.B.B.—Chain, ¼ in., $13.75; 5-16 in., $12 F.o.b. Toronto.

Cow ties, 12½-15%; trace chains, net list; dog chains, 25 to 32½%; halter chains, 25 to 32½%; tie-out chains, 50%; stall fixtures, net list; breast chains, 2½%. F.O.B. Montreal, Toronto, Hamilton, London.

CEMENT

Cement, per bbl., $2.70 in carlots; $3.25 bbl. in small lots.

Paris plaster, five-barrel lots, $3.25; single barrel, $3.25.

F.O.B. Toronto.

CHURNS

List price hand churns:—No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.

List prices power churns:—No. 0, $11; No. 1, $11; No. 2, $12; No. 3, $13; No. 4, $17; No. 5, $20.

Discount of 20% f.o.b. Toronto, Hamilton, Fergus, London, St. Marys.

Discount of 17½% f.o.b. Montreal, Ottawa, Kingston.

St. John, N.B., 20%.

CHOPPERS, FOOD

Universal (doz.)—

No. 0	....	$16 20
1	....	20 70
2	....	25 20
3	....	33 40

F.O.B. Montreal, Toronto.

Russwin—

No. 0	$17 70
No. 1	21 70
No. 2	24 95
No. 3	34 60

CLOTHES LINE (Galvanized)

No.	Per 1000 ft.
17—7-strand, 100 ft. lengths	$6 80
17—7-strand, 50 ft. lengths	7 00
18—6-strand, 100 ft. length	5 40
18—6-strand, 50 ft. lengths	5 45
19—6-strand, 100 ft. lengths	4 75
19—6-strand, 50 ft. lengths	5 00

F.O.B. Montreal, Toronto, London

COPPER	Montreal	Toronto
Casting ingot, see weekly report.		
Bars, ½ to 2 in.	$42 50	$43 00
Plain sheets, base 16 oz. and heavier	46 00	35-44
Copper sheet, tinned, 14x60 in., 14 oz.	48 00	....
Copper sheet, planished, base 16 oz. and heavier	57 00	36-45
Braziers' in. sheets, 6x4 base	45 00	44 00

Above prices are full sheets and bars. Cut sheets and bars are 5c per lb. higher.

COMBS

Curry combs, list, plus 25%.
F.O.B. Montreal, Toronto, Hamilton, London

CORD (SASH)

No. 6, lb.	72
No. 7, lb.	71
Nos. 8, 9, 10, 12	70

F.O.B. Montreal, Toronto, Hamilton, London

CANADA PLATES

Prices nominal.	Montreal	Toronto
Ordinary, 52 sheets	$11 75	$ 8 50

Galvanized

	Apollo	Crown	Gorbals
18x24x52	......	....	....
60	......	....	....

CHARCOAL, TIN PLATES

M.L.S. and Famous—	Per box
IC, 20x28 base	$28 00
IX, 20x28 base (nominal)	32 00
IXX, 20x28 base (nominal)	36 00
IXXX, 20x28 base (nominal)	40 00

F.O.B. Toronto

Raven and Murex Grades—

IC, 20x28 base, 112 sheets	$40 00
IX, 20x28 base, 112 sheets	39 00
IXX, 20x28 base, 56 sheets	20 00
IXXX, 20x28 base, 56 sheets	21 00

(Nominal) f.o.b. Montreal.

TERNE PLATES

I. C, 20 x 28, 112 sheets.. .....
F.O.B. Montreal.

COKES, AMERICAN

Bessemer Steel—
20x28 IC, 112 sheet 80 00
F.O.B. Montreal.

"DOMINION CROWN BEST"— DOUBLE COATED TISSUE

	Nominal
IC, 14x20 base	$20 00
IX, 14x20 base	18 75
IXX, 14x20 base	19 50

F.O.B. Montreal.

CLOCKS

Big Ben	$2 92
Good Morning, each	1 15
Lookout	1 45-1 50

F.O.B. Montreal, Toronto, London, Hamilton.

CROWBARS, $8.50-$9.50 per 100 lbs.

DRILLS

Bit Stock Drills, 30 to 37½%.
Rd. Shk., 30 to 37½%.
Wood Drills, 37½%.

DOORS, SCREEN

Kasement, No. 1, $24.84 to $27.24 doz.; No. 2 and 3, $28.20 to $30.60 doz.

F.O.B. Toronto.

EMERY CLOTH

See under Sandpaper.

ENAMELWARE

See prices under heading Wares etc.

Reasons Why You Can Place Your Orders for Babbitt Metals With Us

1. We are the largest manufacturers of Babbitt Metal in the Dominion of Canada.
2. All our Babbitt Metals are made under the supervision of a skilled metallurgist.
3. Our facilities for manufacturing are superior to any other firm in the Dominion.
4. We can buy larger quantities of raw material than any other firm and can therefore give favorable quotations.
5. All raw material is tested for purity before being used. Anything not coming up to our high standard is rejected.
6. When satisfied that our raw material is right we melt thirty-five tons of metal at once, thus making thirty-five tons of any one grade at one heat. During the process of melting many tests are taken and checked up in our laboratory to absolutely guarantee a uniform alloy. After the alloy is satisfactory, the metal is poured, but before being passed as perfect the Babbitt Metal is tested on a friction testing machine and must stand up to severe tests before being passed as O.K.
7. Our Babbitt Metals are lower in specific gravity than most all other metals of similar grades. Our Imperial Genuine is the highest grade of Babbitt Metal manufactured and is lower in specific gravity than any other genuine babbit manufactured. It contains no lead.
8. We manufacture for some of the largest and most discriminating users of Babbitt Metals in the Dominion.
9. We guarantee our Babbit Metals to give excellent service.
10. We can deliver promptly from stock and guarantee a uniform alloy.
11. Our prices are as low as is consistent with the high quality.
12. Dependability is our motto.

We Manufacture All Grades of Babbitt Metals. Write for Complete List.

THE CANADA METAL COMPANY LIMITED

HEAD OFFICE AND FACTORY **TORONTO** FRASER AVENUE

HAMILTON MONTREAL WINNIPEG VANCOUVER

ATKINS

Sterling Quality Cross-Cut Saws

The Saw that brings a *higher price*—a *bigger profit*. Their Service makes them worth it.

Sterling quality steel backed by sixty years' experience has produced these popular Saws. Get quotations and resale prices immediately. *Ask for catalog "H.M."*

Made in Canada.

E. C. ATKINS & CO.

Makers of Sterling Saws

Factory—Hamilton Ont. **Vancouver Branch—109 Powell St.**

If interested, tear out this page and keep with letters to be answered.

FILES AND RASPS

Discounts below apply to list of Nov. 1, 1899.

	%
Great Western, Amer.	50
Kearney & Foot, Arcade	50
J. Barton Smith, Eagle	50
P.H. and Imperial	50
Disston Brand	40
Globe	50
Nicholson	30
Black Diamond	37½
Delta Files	37½

F.O.B. Toronto, Montreal, London, and Hamilton.

FITTINGS

Malleable fittings, class A, 20% on list; class B and C, net list. Cast iron fittings, 25% off list. Malleable bushings, 25 and 7½%; cast bushings, 25%; unions, 40%; plugs, 20% off list. Net prices malleable fittings: Class B black, 24½c lb.; Class C black, 15¾c lb.; galvanized, Class B, 34c lb.; Class C, 24½c lb. F.o.b. Toronto.

GRILLS, ELECTRIC

Single heat, round	$6 00
Three heat, round	7 15

F.o.b. Toronto.

GRINDSTONES

	Per 100 lbs.
Over 40 lbs. and 2 in. thick	1.80-2.25
Under 40 lbs.	1.90-2.35
Bi-Treadle, each	6.25

F.o.b. Toronto.

HALTERS (SNAP AND RING)

	Doz.
Russet rope shank, 1"	$11.25-$12.75
Russet rope shank, 1¼ in.	13 85
Black rope shank, 1 in.	13 75
Black rope shank, 1¼ in.	12.50- 13.85
Hand sewn, no shank, 1 in.	17.40
Hand sewn, no shank, 1¼ in.	20.20

Halters (Sisal).

7-16 in. gross, $24; 9-16 in., $36. F.o.b. Toronto. London—7-16 in., $2.10 doz.; ½ in., $2.65 doz.

HAMMERS, SLEDGE

Can., 5 lbs. and over, cwt.	$17 50
Masons, 5 lbs. and over, per cwt.	20 00
Masons, 5 lbs. and under	22 50
Napping, up to 2 lbs.	25 00

F.o.b. Montreal, Toronto, Hamilton, London.

HANDLES (WOOD)

All hickory handles, 10%. All neckyokes, whiffletrees and doubletrees, 10%. All ash and maple handles, wood hay rakes, horse pokes, 20%.

F.o.b. St. Thomas, London, Strathroy, Toronto.

HANGERS, BARN AND PARLOR

	List
Atlas, No. 0	8 15-8 45
Atlas, No. 1	8 95-9 25
Atlas, No. 2	10 40-10 75
Stearns, 4 in.	7 40-7 65
Stearns, 5 in.	10 25-10 65
Perfect, No. 1	10 45
Perfect, No. 1½	13 20-13 80
Storm King and safety hangers, doz.	10 25-10 65
Steel track, 1¼ in.	9.00-12.00

F.o.b. Montreal, Toronto.

HEATERS, ELECTRIC

Majestic, 1 Burner	7 50
Majestic, 2 Burner	11 25

F.o.b. Toronto.

HINGES, TEE AND STRAP

Heavy, Net Prices.

	Strap	Tee
4-inch, dozen pairs	$2 34	$1 99
5-inch	2 89	2 50
6-inch	3 12	2 81
8-inch	4 22	3 21
10-inch	7 49	5 70
12-inch	9 28	9 05
14-inch	10 61	9 20

Light, List Prices.

	Strap	Tee
3-in., doz. pairs	$1 00	$1 00
4-in., doz. pairs	1 20	1 10
5-in., doz. pairs	1 40	1 30
6-in., doz. pairs	1 70	1 50
8-in., doz. pairs	2 50	1 80
10-in., doz. pairs	3 50	2 40

Discount 20 and 2½% off list.

Screw Hook and Strap Hinge—

Under 12 in., per 100 lbs.	8 00
Over 14 in., per 100 lbs.	7 50
Extra hooks for above ⅝ in., per lb.	8
Extra hooks for above, ¾ in., per lb.	7¾

F.o.b. Toronto, London, Hamilton and Montreal.

HAY KNIVES

Spear Point	$14 00
Lightning	12 50
Heath's	12 50

HOES, Grub $7.25

HOOKS, GRASS.

	Canadian	English Fox
No. 2, per doz.	$3 40	$5 50
No. 3, per doz.	3 50	6 40
No. 4, per doz.	3 60	7 40
Little Giant	5 25	....
Berden	5 25	....

F.o.b. Montreal, Toronto.

HORSESHOES

Price per keg

Patterns	Sizes made	No. 2 and larger	No. 1 and smaller Less 20c
Light iron	0-7	$6 25	$6 50
Long heel light iron	3-7	6 25	....
Medium iron	1-8	6 25	6 50
Heavy iron	6-8	6 25	....
Snow	1-6	6 50	6 75
New light "XL" steel	1-6	6 70	6 95
Featherweight "XL" steel	0-4	8 10	....
Special countersunk	0-4	8 60	....
Toe weight (front only)	1-4	9 10	....

*All sizes.

Packing—Up to 3 sizes in one keg, 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra. F.o.b. Montreal and Belleville.

Terms—Cash in thirty days, less 2% discount.

TOE CAULKS

Nos. 0, 1, 2 and larger, sharp and blunt, $2.25 to $2.90 box.

HOSE, LAWN

	Toronto
Corrugated, ½ in., 100 ft.	$15 75
Corrugated, ⅝ in., 100 ft.	18 75
Corrugated, ¾ in., 100 ft.	21 50
Corrugated, 1 in., 100 ft.	31 50

Less 5% for full reels, 500 ft., F.o.b. Toronto and London.

HAT AND COAT HOOKS

Coppered wire, 3 in., 95c gross. F.o.b. Montreal, Toronto, Hamilton, London.

IRON AND STEEL.

See weekly report.

IRON, TINNED

Prices nominal. Subject to premium where stocks are obtainable.

72x30 up to 24 gauge, case lots	....
72x30, 26 gauge, case lots	....

Less than case, 50c per 100 lbs. extra. F.o.b. Montreal.

IRONS (SAD)

Mrs. Potts, No. 55. polished, per set	1.75-1.90
Mrs. Potts, No. 50, nickel-plated, set	1.85-2.00
Mrs. Potts, handles, japanned, doz.	1.30- 1.50
Sad irons, common, plain, 3, 4 and 5 lbs.	9 20
Sad irons, plain, 6 lbs. up	7 00
Sad irons, common, plated	5 50
Princess Electric, each	3 35
Canadian Beauty Electric Irons—Style A	$3 75
Style B	4 12
Hotpoint Domestic Electric Iron, each	4 75
Gasoline Sad Irons, each	4 25

F.o.b. Montreal, Toronto, London, Hamilton.

LADDERS, ETC.

Step Ladders	Per ft.
Crescent	19c ft.
Household	15½ ft.
Standard, 4-12 ft.	21c ft.
Electrician	30c ft.
Heavy duty	47c ft.
Extension	35c ft.

Common and Roped Extension.

	Per ft.
Up to 32 ft.	21c ft.
34 to 44 ft.	24c ft.

London—32 ft., 18c; 34-44 ft., 20c.

Fire Ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

Single and Fruit Picking.

10 ft. to 16 ft.	17c ft.
18 ft. to 22 ft.	18c ft.
Chair ladders, each	2 00

F.o.b. Toronto, Hamilton, London, Montreal.

LANTERNS

	Per doz.
Short Globe, doz.	$12 50
Jap'd Dash, doz.	15 00
Search Dash, doz. X-ray	15.75-16.10
Little Bobs	$2.10-$4.20
Copper, well japd., doz.	18.25

F.o.b. Toronto, Hamilton, London, Montreal.

LANTERN GLOBES

	Dozen
Cold blast, short	95c-$1.10
Cold blast	95c-$1.10

3 doz. cases, 85-90c doz.; 6 doz. cases, 85c dozen.

Cold blast, short ruby	4.00-4.20
Cold blast, common ruby	4.00-4.20

Less 5c a doz. in 6 doz. lots.

F.o.b. Toronto, London, Hamilton and Montreal.

LATCHES

Steel Thumb, No. 2, per doz.	1 90
Steel Thumb, No. 3, per doz.	2 50
Steel Thumb, No. 4, per doz.	4 70
Barn Door, No. 5, per doz.	2 55
Barn Door, No. 9, doz.	4 70

F.o.b. Montreal, Toronto, London.

LEAD

For pig lead and lead and zinc products see weekly report.

MACHINES (WASHING)

	List Each
Canadian	9 00
Dowswell	9 00
Noiseless	15 50
Hamilton	11 00
Snowball	15 00
Momentum	16 50
New Century, style A	16 50
New Century, style B	18 00
Playtime, engine drive	19 50
Ideal Power	28 00
Seafoam, electric	102 00
Seafoam, engine drive	44 00
New Idea, electric	134 00
Sunshine	8 50
Popular, No. 1	9 50
Economic	11 50
Champion	17 00
New Excell-All	18 00
Blue Bell, without stand	16 50
Puritan Water Motor Washer, complete	28 00
Hydro, One Tub, engine drive	45 50
Low pressure water motor washer, each	30 00
Connor ball-bearing, with rack	18 50
I X L	18 50

Gem	16 50
Winner, plain	13 50
Connor Improved	9 00
Jubilee	15 00
Canada First	19 00

Discount, 40%. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

MALLETS

	Per doz.
Tinsmiths, 2½ x 5½ in.	$1.00-$1.75
Carpenters', No. 3	5.80

F.o.b. Montreal, Toronto, Hamilton.

MATTOCKS

Cutter, doz.	$12 00	$12 50
Pick doz.	12 00	12 50

F.o.b. Montreal, Toronto, London, Hamilton.

MOPS

Mops, O-Cedar, doz. net		$12 00
Sprustex, No. 2, doz.	$8 00	8 40
S. W. Mops, complete, doz.		4 85
Mop Sticks, doz., No. 8		1 55-1 85
Cast Head Mops, doz.		2 00
Crescent, doz.		3 10
Crank wringing, doz.		6 25

F.o.b. Montreal, Toronto, Hamilton. London.

MOWERS, LAWN

Adanac	50%
Woodyatt	40%
Empress	40%
Mayflower	40%
Star, Ontario, Daisy	40%

F.o.b. Toronto, Guelph, London, Hamilton.

NAILS

List adopted July 10, 1912.

Advances over base on common wire nails in kegs.

		2¾ inch	15c
1 inch	$1	3 inch	10c
1⅛ inch	1	3¼ inch	10c
1¼ inch	65c	3½ inch	10c
1½ inch	40c	4 inch	5c
1¾ inch	40c	4½ inch	5c
2 inch	30c	5 inch base.	
2¼ inch	30c	5½ inch base.	
2½ inch	15c	6 inch base.	

6½ to 12 inch-2 Ga. and heavier, 25c over base.

Standard Steel Wire Nails, f.o.b. Toronto, London, Hamilton, Milton. $5.20 base.

Freight equalized on above points.

F.o.b. Montreal, Gananoque, Collingwood and Owen Sound, $5.25 base.

Freight equalized on above points.

Windsor, Walkerville, Sandwich, fo.b. factory points, carload freight allowed, $5.32½.

Sault Ste. Marie, Port Arthur, Fort William, $4.95-$5.25 base, f.o.b. factory; no freight allowance.

Moulding, Flooring, Slating, Box, Fence, Barrel Nails, 25c per 100 lbs. over common nail price. Finishing Nails, 50c per 100 lbs. advance over common nail price. Clinch Nails and Sash Pins, 75c per 100 lbs. over common nail price.

Miscellaneous wire nails, 60% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton, London.

Cut Nails—Montreal, $5.70 base; Toronto, $5.65 base; London, $5.60; Hamilton, $5.65. No equalization of freights.

Roofing Nails — American, large head, keg, $8.50. London, $8.25.

F.o b. Montreal, Toronto, Hamilton London.

NAILS (HORSE)

Size	C Brand Per box of 25 lbs.
No. 3	$19 50
No. 4	9 50
No. 4½	8 25
No. 5	4 50
No. 6	4 25
No. 7	4 00
No. 8	4 00

If you let Spring pass her judgment

Spring is the season that proves paints—that determines whether they'll sell with profit and with promise for the future, or whether they'll fail.

Dealers who have put Jamieson's Crown and Anchor Paints to the Spring test are our best friends. They have let Spring pass her judgment and they're satisfied with the verdict.

In many stores Crown and Anchor Paints are proving up this Spring and showing their value as business-builders. When customers come for "more of that paint I bought last week" it's a sure sign you've at last hit on the paint that satisfies.

That's the way Jamieson's gets all its business—through satisfaction.

R. C. Jamieson & Co., Ltd.

Calgary Montreal Vancouver

Owning and Operating P. D. Dods & Co., Limited

If interested, tear out this page and keep with letters to be answered.

No. 9		3 75
No. 11		3 75
No. 10		3 75
No. 12		3 75

Discount from above is 10% in small quantities and 10 and 5% in larger quantities.

F.o.b. Montreal, Toronto, Hamilton. London

"M.R.M." BRAND

Net Price List

No.	Lengths	of 25 lbs
3	1⅝"	$19 00
4	1¾"	9 00
5	1 15-16"	4 00
6	2⅛"	3 75
7	2 5-16"	3 50
8	2½"	3 50
9	2 11-16"	3 25
10	2⅞"	3 25
11	3 1-16"	3 25
12	3¼"	3 25

F.o.b. London, Hamilton, Montreal, Toronto

NETTING, POULTRY

List prices per roll of 50 lineal yards. Adopted March, 1909.

2-inch mesh and 19 ga. wire.

12 inch	$1 80	48 inch	$ 6 20
18 inch	2 65	60 inch	7 70
24 inch	3 40	72 inch	9 20
30 inch	4 00	84 inch	10 50
36 inch	4 75	96 inch	12 00
42 inch	5 50		

1½ inch mesh and 19 ga. wire.

12 inch	$3 50	42 inch	$10 50
18 inch	5 00	48 inch	12 00
24 inch	6 30	60 inch	15 00
30 inch	7 75	72 inch	18 00
36 inch	9 90		

1 inch mesh and 20 ga. wire.

12 inch	$4 00	42 inch	$12 00
18 inch	5 50	48 inch	14 00
24 inch	7 00	60 inch	17 00
30 inch	8 50	72 inch	20 00

¾ inch mesh and 20 ga. wire.

24 inch	10 50	36 inch	$15 00
30 inch	12 75		

½ inch mesh and 22 ga. wire.

24 inch	$16 50	36 inch	$24 00
30 inch	20 10		

Discounts at present quoted apply only to 1 and 2 inch mesh netting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Canadian netting 15% off list.

Montreal, 15% off list.

American netting, 10% off list.

		Per rod
Invincible—1640		$ 0 75
1848		0 85
2060		0 95

Put up in 10, 20 and 30-rod rolls.

F.o.b. Montreal.

OAKUM

Best (American)		$21 00
U.S. Navy (unspun)		.....
Clipper (spun)		21 00
Clipper (unspun)		19 50
U.S. Navy, Eng., (unspun)		.....
U.S. Navy, Eng., (spun)		.....
Plumbers (spun)	$8 00	$10 50

F.o.b. Montreal, Toronto

OIL	Montreal	Toronto
Royalite	0 19	0 18
Palacine	0 22	0 21
Gasoline, gal.	0 34	0 33
Black oil (Summer)	0 16	0 15
Black oil (Winter)	0 18	0 15½
Cylinder Green, med.	0 55	0 56
Capital cylinder	0 50½	0 49½
Machine oil, regular grades	25½-42	29½-30
Standard gas engine oil	38½	38½-37½
Paraffine	0 21	0 21
XXX machine	0 24½	0 28
Fuel oil, bbls.	0 14½	0 13½
Fuel oil, tank cars	0 13	0 12

OLD MATERIALS

See weekly report.

PACKING	Per lb.
Fine jute	$0 15
Coarse jute	0 12
Hemp	0 34
Square braided hemp	0 38
No. 1 Italian	0 44
No. 2 Italian	0 36

F.o.b. Montreal and Toronto.

PAPER	Per 400-ft. roll
Dry Fibre, No. 1 roll	1 10
Dry Fibre, No. 2 roll	0 59
Anchor Brand	1 10
Glazed sheeting	0 59
Tarred Fibre, No. 1 roll	1 25
Tarred Fibre, No. 2, roll	0 72
Surprise Fibre	0 66
Tarred felt, per cwt.	3.30-3.45

Asbestos sheeting (per 100 lbs.)		$12-$15
Carpet Felt, 16 oz., per 10 lbs.	$4 50	$5 50

F.o.b. Toronto, Hamilton, London, Montreal, freight equalized thereon.

PICKS—

Clay—

5 to 6 lbs., doz.	$10 75	$11 80
6 to 7 lbs., doz.	11 50	12 60
7 to 8 lbs., doz.	12 25	13 50

Rock—

7 to 8 lbs., doz. 12 25

F.o.b. Montreal and Toronto.

PINS, CLOTHES

	Per case
5 gross, 4-in. (loose)	80c-97c
4 gross (cartons), 4½ in.	85c-$1.00

F.o.b. Montreal and Toronto.

PIPE, STANDARD WROUGHT

Effective Feb. 26, 1918.

Per 100 feet

Standard Buttweld

	Black	Galvanized
⅛ in.	$ 6 00	$ 8 00
¼ in.	5 16	7 29
⅜ in.	5 16	7 29
½ in.	6 55	8 12
¾ in.	8 28	10 41
1 in.	12 24	15 39
1¼ in.	16 56	20 82
1½ in.	19 80	24 89
2 in.	26 64	33 49
2½ in.	42 72	53 53
3 in.	55 85	70 00
3½ in.	70 84	87 86
4 in.	83 93	104 10

Standard Lapweld.

2 in.	29 60	36 08
2½ in.	44 46	54 70
3 in.	58 14	71 53
3½ in.	72 68	90 62
4 in.	86 11	107 37
4½ in.	97 79	122 56
5 in.	114 00	142 82
6 in.	147 80	185 28
7 in.	192 80	241 57
8 L in.	202 50	253 75
8 in.	233 30	292 32
9 in.	279 50	350 18
10 L in.	259 20	324 80
10 in.	333 70	418 18

Terms 2% 30 days, approved credit.

Prices—Ontario, Quebec and Maritime Provinces. .. ....

While the foregoing prices on iron pipe are the nominal prices, it has been found in practice that prospective buyers should ask for quotations on sizes 2½ inches and larger on account of the shortage of these sizes and the extra difficulty of procuring supplies.

WROUGHT NIPPLES

4" and under, 40-45%.

4½" and larger, 40%.

4" and under, running thread 25%.

Standard couplings, 4" and under, 35%.

4½" and larger, 15%.

Terms 2% 30 days. Approved credit, Ontario, Quebec and Maritime Provinces.

PIPE (Conductor)

Plain	List
2 in., in 10-ft. lengths, list	$8 00
3 in., in 10-ft. lengths, list	9 70
4 in., in 10-ft. lengths, list	12 80
5 in., in 10-ft. lengths, list	17 50
6 in., in 10-ft. lengths, list	21 30

Discount 10%.

F.o.b. Toronto, Ottawa, Oshawa

PIPE, LEAD

See weekly report

PIPE (SOIL)

	Montreal %	Toronto %
Medium and extra heavy, 6" and under	35, 2½	35, 2½
8" soil pipe	30	30
Medium and extra heavy fittings, 6" and under	40, 2½	40, 2½

PIPE (STOVE)

See prices under Wares, etc.

PITCH

Pine, black, per bbl.	4 75
Navy pitch, per bbl.	6 50

F.o.b. Montreal, Toronto.

POLISH (O-Cedar)

4-oz. bottles, doz.	$ 3 00
12-oz. bottles, doz.	6 00
1-qt. can, doz.	15 00
½-gal. cans, doz.	24 00
1-gal. cans, doz.	36 00

Discount, 33 1-3 per cent.

Liquid Veneer—

4 oz., doz.	$2 00
12 oz., doz.	4 00
32 oz., doz.	8 40
64 oz., each	1 20
128 oz., each	2 10

F.o.b. Toronto, London.

PUMPS

Pumps, Well	....
Cistern Pumps	....
Set Lengths	....
Brass Lined Cylinders	....
Brass Body Cylinders	....

F.o.b. Montreal, Toronto, Hamilton. London.

RIVETS AND BURRS

Iron rivets, blacked and tinned. 25%; Iron Burrs, 25%.

Copper rivets, usual proportion of burrs, add 30%; burrs, add 50%.

Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¾-lb. pkgs., 2c lb. Coppered Rivets, net extras, 3c per lb.

F.o.b. Montreal, Toronto, London.

ROOFING	Per square
Samson, 1-ply, roll	1 90
Samson, 2-ply, roll	2 50
Samson, 3-ply, roll	3 10
R. S. Special, 1-ply	1 25
R. S. Special, 2-ply	1 50
R. S. Special, 3-ply	1 75
Amazon, 1-ply	1 95
Amazon, 2-ply	2 25
Amazon, 3-ply	2 55
Everlastic, 1-ply	1 65
Everlastic, 2-ply	1 95
Everlastic, 3-ply	2 25
Good Luck, 1-ply	1 60
Good Luck, 2-ply	1 80
Good Luck, 3-ply	2 10
McCombe Sp., 1-ply	1 35
McCombe Sp., 2-ply	1 55
McCombe Sp., 3-ply	1 75
Black Cat, 1-ply	1 85
Black Cat, 2-ply	2 15
Black Cat, 3-ply	2 45
Liquid roofing cement, per gal. in barrels	0 27
5 and 10 gal. lots, per gal.	0 38
Coal Tar, bbl.	$5.75-$6.00
Roofing Pitch, $1.05 to $1.10 cwt.	

F.o.b. Toronto, London, Montreal.

ROPE	Lb.
Pure Manila basis	39
British Manila basis	33
New Zealand hemp basis	33
Sisal basis	27½

Above quotations are basis prices ⅝ and larger diameter. The following advances over basis are made for smaller sizes:—Smaller than ⅝ and down to 7/16 dia.—½c above basis; ⅜ dia., 1c above basis; ¼ and 5/16 dia. 1½c above basis; 3/16 dia., 2c above basis.

Single lath yarn basis	27½
Double lath yarn	28
Yacht marline, tarred	57
Halyards	50
Hemp, deep sea line basis	50
Hemp, tarred ratline basis	48
Hemp, tarred bolt rope basis	45
Marline and Houseline	45

B. & A. sandpaper, 10% to 15%

Italian rope basis..On application

Cotton, ⅛ in.	0 73	0 77
5-32 in.	0 72	0 75¼
3-16 in.	0 69	0 72¼
¼ in. and up	0 68	0 71½

F.o.b. Toronto, Montreal, Brantford, London, Hamilton.

SANDPAPER

B. & A. sandpaper, 15% to 20% on list.

B. & A. emery cloth, 5% to 20% on list.

B. & A. sandpaper in rolls, 33 1-3 per cent. on list. F.o.b. Toronto, Montreal.

SCALES Champion—	Scale List	Stamping extra
4 lb.	$ 4 60	$0 20
10 lb.	6 00	0 30
240 lb.	10 00	0 50
600 lb.	25 00	1 00
1200 lb.	30 00	1 00
2000 lb.	39 00	1 00
2000 lb. Drop lever	46 00	1 00
10-lb. Household	5 00	0 10
25-lb. Household	6 00	0 30

Champion list prices subject to a discount of 10%; Household scales subject to 25% discount. No discount allowed on stamping charge. F.o.b. Toronto, Montreal, Hamilton

SCYTHES	Doz.
Cast Steel	$12 50
Golden Clipper	13 50
Little Giant	14 50
Little Giant, Genuine	15 00

F.o.b. Toronto. London.

SNATHS

Net list.

SCREWS

Discounts off Standard List adopted Aug. 1, 1908.

Wood, F. H., bright	72½
Wood, R. H., bright	67½
Wood, O. H., bright	67½
Wood, F. H., brass	37½
Wood, R. H., brass	32½
Wood, O. H., brass	32½
Wood, F. H., bronze	27½
Wood, R. H., bronze	25
Wood, O. H., bronze	25
Square cap	20
Hexagon cap	20

F.o.b. Toronto, Hamilton, London and Montreal.

Wooden Bench Screws

Dozen $7 00

SHEETS, BLACK

See Montreal and Toronto report

SHEETS, CORRUGATED

See weekly report.

SHEETS, GALVANIZED

Premier Galvanized

	Per 100 lbs.
10¾ oz.	$9 25
U.S. 28	8 95
U.S. 26	8 65
22 and 24	8 50
18 and 20	8 35
16	8 20
14	8 10

F.o.b. Hamilton and Toronto.

Colborne Crown — 16-20 gauge, $12.55; 22-24 gauge, $12.75, 26-gauge, $13; 28 gauge, $13.25. Less 25c in cash lots. F.o.b. Montreal.

Apollo Brand	Montreal	Toronto
14 gauge	$12 05	$ 8 10
16 gauge	12 05	8 20
18-20 gauge	10 30	8 35
22-24 gauge	10 45	8 50
26 gauge	.....	8 65
28 gauge	.....	8 95
10¾ ozs.	11 05	9 25

Add 20c for less than ton lots.

B.W. gauge	Queen's Head	Fleur-de-Lis	Gorbals "best-best"
16	$12 55	$12 55	$ 8 70
18-20	12 55	12 55	8 85
22-24	12 25	12 25	9 05
26	12 25	12 25	9 25
28	13 00	13 00	9 65
10¾ oz.	.....	.....	10 00

Less 25c in case lots.

F.o.b. Montreal.

SHINGLES	Per sq
Standard galvanized	$10 25

Shipping weight, 90 lbs.

Standard painted 8 00

Shipping weight, 80 lbs.

Discount 7½%.

F.o.b. Toronto, Ottawa, Oshawa

SIDING METAL

Standard galvanized	$8 75
Standard painted	7 00

Discount 7½%.

F.o.b. Montreal, Toronto, Ottawa. Oshawa.

SOLDERING COPPERS

Base, 3-8 lbs., 64c lb. F.o.b. Toronto and Hamilton.

SOLDER, BAR

See Weekly Report.

STAPLES

See Wire Products.

STOVES

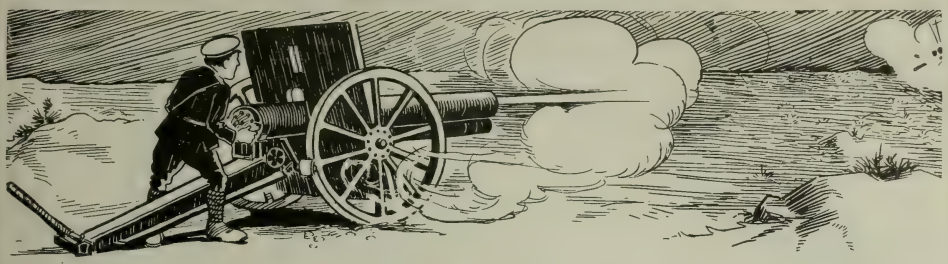
Oil Burning Cooking	Each
Perfection 2-burner	$12 75
Perfection 3-burner	$16 50
Perfection 4-burner	21 00
No. 22G oven for above stoves	5 00
McClary Glass Front Oven No. 70	4 25
Detroit Oven No. 85	4 50

F.o.b. Sarnia, London, Toronto. Ottawa

Oil Burning Heaters.	List
No. 525 (125), each	6 50
No. 530 (130), each	7 25
No. 630 (230), each	9 25

F.o.b. Toronto, Sarnia, London, Hamilton, Ottawa.

Discount 25% off list.



Now For The Drive

On Those—who won't paint because paint is high.

On Those—who have put off painting that should have been done years ago.

Drive at Them—with the Right Paint to Paint Right.

The War must be won with money as well as men.

ONLY HIGH PRESSURE BUSINESS POLICY WILL PROVIDE MONEY.

Start The Drive NOW

A. RAMSAY & SON COMPANY

Makers of Paints and Varnishes since 1842

Toronto **MONTREAL** **Vancouver**

If interested, tear out this page and keep with letters to be answered.

SPADES, SHOVELS AND SCOOPS

	1st Grade	2nd Grade	4th Grade
Plain Back Shovels and Spades....	50%	50%	50%
Draining Tools	50%	50%	....
Hollow Back Scoops	50%	....	50%
Sand Shovels	50%	....	50%
Hollow Back Shovels	50%	....	50%
Hollow Back Coal Shovels	50%	....	50%
Riveted Back Scoops	50%	50%	50%
Miners' Spring Point Shovels	50%	....	....

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List; Black List prices being as follows:

BLACK LIST PRICES

Plain Back Shovels and Spades..	$29.00	$28.00	$25.00
Draining Tools, No. 2, black	29.00	27.50	....
Hollow Back Scoops, No. 2, black.	34.50	....	32.00
Coal Shovels, Hollow Back, No. 2, black	32.00	....	30.00
Sand Shovels, No. 2, black	27.50	....	24.00
Hollow Back Shovels, No. 2, black	27.50	....	24.00
Riveted Back Scoops, No. 2 black	37.50	35.50	34.00
Miners' Spring Point Shovel, No. 2, black	36.50	....	....

NET EXTRAS—

For each size larger than No. 2, add 25c dozen net.
Full polished ....$1.00 per dozen net
Half polished .... 50c per dozen net

F.o.b. London, Hamilton, Toronto, Gananoque, Ottawa, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon.

SWEEPERS, CARPET .·. Bissell's
American Queen, nic'd trim, ball bearing ....Doz. $39 00
Club, nic'd trim., "Cyco" bearing 82 00
Champion, nic'd trim 30 00
Champion, Jap'd trim 27 00
Elite, nic'd trim., B.B....... 41 00
Grand Rapids, nic'd trim., B. B. 36 00
Grand Rapids, Jap'd trim., B. B. 32 00
Parlor Queen, nic'd trim., B. B. 42 00
Princess, nic'd trim., B.B.... 37 00
Standard, nic'd trim 32 00
Standard, Jap'd trim 29 00
Universal, nic'd trim, "Cyco" bear 34 00
Universal, Jap'd trim., "Cyco" bear 30 00
F.o.b. Toronto, Hamilton, London,

SWEEPERS (VACUUM)
Grand Rapids, nic'd trim.... 81 00
Household, Jap'd trim...... 67 00
Superba, nic'd trim......... 96 00

SWEEPERS (ELECTRIC)
Steel frame 33 75
Aluminum frame 41 25
Attachments, set 7 50
F.o.b Toronto, Hamilton, London.

TACKS Discount
Wire Tacks ....60 and 10%
Revised Hardware Tack List adopted Jan. 1, 1916 ....60 and 15%
Double pointed tacks....60 10%
Shoe findings list adopted July 5, 1917—Net list.
List of Capped Goods adopted Jan. 1, 1916..60 and 15%
F.o.b. Toronto, Hamilton, Montreal, London.

TINNERS' TRIMMINGS
See prices under head of Wires.

TOASTERS, ELECTRIC
Upright, with rack $4 00

TOOLS, HARVEST
Waverly, Wellandvale, Rixford, Maple Leaf, Bedford, 17½% discount. Samson, 12½% discount.
F.o.b. Montreal, Toronto, Hamilton. London.

TROUGH (EAVE)
O. G. Square bead and half round.
Size in girth Per 100 ft.
8 in.....$ 6 90 15 in.....$12 50
10 in..... 7 70 18 in..... 16 00
12 in..... 9 10
Discount 10%.
F.o.b. Toronto, Oshawa, Ottawa

TRAPS (GAME) Doz. with chain
Victor, No. 1 .... 2 20
Jump, No. 1 .... 2 95
Hawley & Norton, No. 1.... 3 45
Newhouse, No. 1........... 4 70
F.o.b. Toronto, London, Hamilton, Montreal.

TWINE (BINDER) Per lb
500 ft. $0 23½
550 ft. 0 25¼
600 ft. 0 26½
650 ft. 0 28
In 5-ton lots ¼c discount from above; 10 tons and upwards, ¼c discount. Freight paid on 300 lbs. and over to nearest station.
F.o.b. Montreal, Toronto, Brantford, Hamilton, London

TWINE (COTTON)
3-ply wrapping, lb...........69-72
4-ply, wrapping, lb...........73-76
F.o.b. Toronto, Hamilton, London.

WOOD TUBS
No. 0, per dozen $19 80
No. 1, per dozen 17 60
No. 2, per dozen 15 40
No. 3, per dozen 13 20
F.o.b. Newmarket

VALVES %
Ground work 50
Compression work, standard.. 52
High grade 45
Cushion work 46
Fuller work, standard 50
High grade 43
Basin cocks, No. 0 standard.. 46
High grade 46
Bath cocks 53
Flatway stop and waste cocks, standard 53
High grade 50
Roundway Stop and Waste Cocks, standard 53
High grade 50
Brass Steam Cocks, standard.. net
Radiator valves, standard.... 15
High grade 7½
Globe, angle and check valves, standard 10
Do., high grade 7½
Patent quick opening valves.. 35
F.o.b. Toronto

WARES, ETC.
Scotch Grey Ware, 50, 5%.
Colonial, 33 1-3%.
Imperial Ware, 33 1-3%.
Pearl, 33 1-3%.
Premier, 10%.
Canada Ware, 10%.
Diamond, 10%.
White Ware, 50%.
Japanned Ware, list plus 20%.
Japanned Ware, White, list, plus 30%.
Plain and Jap Sprinklers, list plus 20%.
Stamped Ware, plain, 50%.
Stamped Ware, retinned, 45%.
Copper Bottoms, list, plus 10%.
Tinners' Trimmings, plain, 50%.
Tinners' Trimmings, retinned, 45%.
Tinners' Trimmings, general, list plus 10%.
Factory Milk Cans, list plus 50%.
Milk Can Trimmings, list, plus 60%.
Cream Cans, list ,plus 25%.
Railroad Cans, list, plus 20%.
Pieced Tinware, C.B., list, plus 50%.
Sheet Iron Ware, list, plus 10%.
Pieced Ware, ordinary, list, plus 30%.
Fry Pans, 40 and 10%.
Spiders, steel, 25%; cast iron, 17½%.
Fire Shovels, list, plus 10%.
Steel Sinks, painted, list, plus 10%.
Steel Sinks, galvanized, list, plus 15%.
Light Galv. Pails and Tubs, list plus 20%.
Heavy Galv. Pails and Tubs, list, plus 10%.
Garbage Pails, list, plus 10%.
Jap. Coal Hods, list, plus 25%.
Galv. Coal Hods, list, plus 40%.
Paper Lined Boards, 40 and 5%.
Wood Lined Boards, 30 and 10%.
Stove and other Pipes, list, plus 60%.
Stove Pipe Thimbles, 50, 10%.
Copper Boilers, list, plus 10%.
Copper Tea Kettles, list, plus 10%.
Copper Tea Kettles, 3 doz. lots, list, plus 10%, less 10%.
Copper Tea and Coffee Pots, list, plus 10%.
Copper Tea and Coffee Pots, in 3 doz. lots, list, plus 10%, less 10%.
F.o.b. Montreal, Toronto, London, Hamilton.

WASHERS, IRON
Full box, 10% on list. Net prices per 100 lbs.: ¼ in., $21.80; 5-16 in., $18.50; ⅜ in., $16.30; 7-16 in., $13.55; ½ in., $13; 9-16 in., $12.15; ⅝ in., $11.70; 11-16 in., $11; 13-16 in., $11.70; 15-16, $11.70; 17-16 in., $11.70; 50 lbs. of one size, $2 per 100 lbs. less.
F.o.b. Montreal, Toronto, London

WEIGHTS, SASH

	Tor'to	Lond'n	Mont'l
Sectional, 1 lb. per 100 lbs...	$4 50	$4 25	$4 75
Section, ½ in. per 100 lbs...	4 50	4 50	4 75
Solid, 3 to 30 lbs. per cwt.	3 00	3 50	3 40

WHEELBARROWS
Navvy, steel wheel, doz..37.50-51.50
Garden steel wheel, doz.51.00-75.00
Light garden, doz. 37.00-54.00
F.o.b. Montreal, Toronto, London.

WIRE PRODUCTS
F.o.b. Toronto, London, Hamilton, Montreal

Cut Hay Baling Wire
Per 100 lbs.
No. 9 .... $6 60
No. 10 .... 6 65
No. 11 .... 6 70
No. 12 .... 6 85
No. 13 .... 6 95
No. 13½ 6 95
No. 14 .... 7 10
No. 15 .... 7 35

Stovepipe Wire
No. 18 .... 8 25
No. 19 .... 8 75

Hay Wire in Coils
No. 13 .... 6 80
No. 14 .... 6 90
No. 15 .... 7 05
No. 16 .... 7 20

Smooth Steel Wire.
Nos. 0-9 gauge, base 6 25
Extras over base sizes on smaller gauges are as follows:
No. 10, 6c extra; No. 11, 12c; No. 12, 30c; No. 13, 30c; No. 14, 40c; No. 15, 55c; No. 16, 70c extra.
Extra net per 100 lbs.—Oiled wire, 10c; spring wire, $2.50; bright, soft drawn, 15c; charcoal (extra quality), $1.25; packed in casks or cases, 15c; bagging and paperings, 10c; 50 and 100-lb. coils, in 25-lb. coils, 15c; in 5 and 10-lb. coils, 25c; in 1-lb. coils, 50c; in ½-lb. coils, 75c; in ¼-lb. coils, $1.

Fine Steel Wire
List Price on Fine Steel Wire
No. 17......$5 00 No. 26....$ 9 50
No. 18...... 5 50 No. 27.... 10 00
No. 19...... 6 00 No. 28.... 11 00
No. 20...... 6 65 No. 29.... 12 00
No. 21...... 7 00 No. 30.... 13 00
No. 22...... 7 30 No. 31.... 14 00
No. 23...... 7 65 No. 32.... 15 00
No. 24...... 8 00 No. 33.... 16 00
No. 25...... 9 00 No. 34.... 17 00
For prices of fine steel wire add 45% to above list.

Extra net
List of extras in 100-lb. lots. net
Tinned wire, Nos. 17-25 .... $3 00
Nos. 26-31 .... 5 00
Nos. 32-34 .... 7 00
Coppered 0 75
Oiling 0 10
In 25-lb. bundles 0 15
In 5 and 10-lb. bundles.... 0 25
In 1-lb. hanks 0 25
In ½-lb. hanks 0 28
In ¼-lb. hanks 0 50
Packed in casks or cases.... 0 15
Bagging or papering......... 0 15

Oiled and Annealed Wire
No. 10 .... $6 45
No. 11 .... 6 47
No. 12 .... 6 55

Wire Bale Ties
No. 12 .... $ 75
No. 13 .... 6 85
No. 13½ 6 90
No. 14 .... 7 00
No. 15 .... 7 20
No. 16 .... 7 45

Fence Wire. Toronto
Barb ....$6.25-$6.50
No. 9 pl. galv........... 5.35- 5.90
No. 12 pl. galv.......... 5.50- 6.00
No. 13 pl. galv.......... 6.00- 6.15
No. 9 coil sp............ 5.50- 5.90
No. 12 coil sp........... 5.80- 6.20
Quotations are at times made on wire at lower figures than the general market by jobbers having large stocks to dispose of.

Fence Staples
Fence staples, bright $5 50
Fence staples, galvanized.$6.25-6.50
In 25-lb. boxes add 25c extra

Poultry Netting Staples
Poultry netting staples, galvanized, list $12 00
Less discount of 12½%.
Bright poultry netting staples $1.10 less than galvanized after discount has been made.

Copper and Brass Wire
Copper wire list, plus.........10%
Brass wire, 3 to 24 gauge, add 40%
25 to 36 gauge, add 25%

Wire Cloth
Black Fly Screen Cloth, per 100 sq. ft. in 100-ft. rolls....$3 50
In 50-ft. rolls 3 55
Galvanized, per 100 sq. ft. in 100 ft. rolls 4 75 5 50
Bronze, sq. ft. 0 14
F.o.b. Toronto, Hamilton, London.

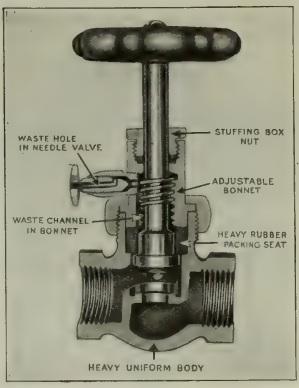
Wire Goods
Discounts apply to list adopted Nov. 20, 1916.
Bright Screw Eyes Suits, A.B.C.M. 82½%
Bright Iron Gate Hooks and eyes 82½%
Bright square cornered screw hooks, and stove pipe eyes 82½%
Brass, screw eyes suits, A.B.C. 70%
Brass Screw Hooks 70%
Brass Gate Hooks and eyes 70%
F.o.b. Toronto, Montreal, London, Hamilton.

WRINGERS
Royal Can., 11 in., doz. list $84 72
Eze, 11 in., per doz. 91 80
Trojan, 12 inch 185 00
Favorite 511E 105 80
Unexcelled, 1041E 129 60
Easy Work 90 50
Challenge, 3111E 94 30
Gem, 141E 91 80
Sunlight, 111E 82 80
Ottawa, 341E 103 30
Empire, 11 in. 93 80
Superior, 11 in. 84 80
Majestic, 11 in. 88 00
Perfect, 11 in. 97 50
Bicycle, 11 in. 103 30
Daisy, No. 2 .... 114 72
Daisy, No. 1 .... 105 84
Maple Leaf No. 2 .... 103 20
Maple Leaf No. 1 .... 94 32
Sun 78 90
Rapid 82 80
Universal 63 00
Eureka, 10 in. 65 00
Eureka, 11 in. 71 00
Eclipse 97 70
Discount off above list, 40%.
Freight equalized on shipments of ¼ doz. and upwards on Montreal Toronto, Kingston, Hamilton, London, St. Mary's.
For zinc products and zinc sheets See weekly report.

WRENCHES
Trimo— Doz. net Doz. net
8 in....$14 00 18 in....$31 20
10 in.... 15 60 24 in.... 45 25
14 in.... 21 85
Coes— Doz. net Doz. net
6 in....$13 00 15 in....$31 20
8 in.... 15 60 18 in.... 41 60
10 in.... 18 20 21 in.... 50 70
12 in.... 23 40

Stillson—	Each	Dozen Net	
6 in.	$1 10	$12 00	$12 50
8 in.	1 25	13 50	14 00
10 in.	1 40	15 00	15 60
14 in.	1 95	21 00	21 85
18 in.	2 75	30 00	31 20
24 in.	3 95	43 50	45 25
36 in.	....	81 00	84 25
48 in.	....	....	124 80

A Real Compression Stop and Waste Cock



Nothing is so annoying as a stop and waste cock that DOES NOT STOP AND WASTE every time it is closed. In introducing this new line of compression stop and waste, we know it will do all that is required of it.

Just look at the accompanying sectional view. Full weight heavy designed, red brass and accurately fitted in every detail.

Needle valve on waste hole. This does away with the little brass tube or ordinary hole that has become more of a nuisance than anything.

Adjustable union fitted bonnet. This permits the waste valve being turned to any direction, no matter what position the stop cock is in.

Waste channel in bonnet is a good size and will not become easily blocked.

Ample sized stuffing box with knurled nut can be tightened easily with a pair of pliers.

Heavy rubber packing seat which prevents any leaking when the stop and waste cock is open.

This is a very important feature.

When writing us or ordering from your jobber, ask for the Empire IMPROVED Compression stop and waste cock.

EMPIRE MANUFACTURING CO., LIMITED

LONDON TORONTO

Everyone admits that the "Reliable" idea is correct

Anyone who is at all familiar with churns and the principles on which they work must admit that the old dash and stick principle produces the best quality of butter. It is this principle made mechanical which has been embodied in the Reliable Patent Dash Churn with such wonderful results. With a small fraction of the muscular effort needed to operate an old-fashioned dash churn the "Reliable" will, in half the time, produce as good butter without having made any muss.

Because the "Reliable" is simply an up-to-date dash churn, and because everyone who churns believes in the dash principle, agents find it comparatively easy to sell "Reliable."

If there is no "Reliable" Agent in your town, write us about it.

The Reliable Churn Company of Canada

T. W. FOSTER, Mgr. 141 King St. E. TORONTO

If interested, tear out this page and keep with letters to be answered.

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE
Colors and white—2½-lb. packages, $8 for 100 lbs.; 5-lb. packages, $7.80 for 100 lbs. F.o.b. Montreal, Toronto, London.

BEESWAX Per lb.
Small quantities $0 45
Larger quantities 0 40
F.o.b. Toronto.

BLUE STONE Montreal Toronto
Per lb. 13-14 14-16

BRONZING LIQUID
Bronzing liquid, No. 1. $1.50-$2.00
Banana oil, gal. 3.50- 7.00
F.o.b. Montreal, Toronto.

BRUSHES
Weighted, 15 lbs., each..$1.35 $2.00
Weighted, 20 lbs., each.. 1.60- 2.25
Acme, 15 lbs., each...... 1.75
Acme, 20 lbs., each...... 2.00
Acme, 25 lbs., each...... 2.35
F.o.b. Toronto.

COATING
Cement Coating $3 00 $3 75
F.o.b. Montreal Toronto.

COLORS (DRY) Per lb.
Raw Umber, No. 1, 100-lb. kegs 0 07
Do., pure, 100-lb. kegs.... 0 15
Burnt Umber, No. 1, 100-lb. kegs 0 07
Do., pure, 100-lb. kegs.... 0 15
Raw Sienna, No. 1, 100-lb. kegs 0 07
Do., pure, 100-lb. kegs.... 0 15
Burnt Sienna, No. 1, 100-lb. kegs 0 07
Do., pure, 100-lb. kegs.... 0 15
Imp. green, 100 lb. kegs.... 0 23
Chrome green, pure 0 35
Chrome yellow 17-31
Brunswick green, 100 lb. k.. 0 12
Indian red, 100-lb. kegs.... 0 15
Indian red, No. 1, 100 lb. k.. 0 06
Venetian red, best bright... 0 04
Venetian red, No. 1 .... 0 02½
Drop black, pure dry....... 0 15
Golden ochre, 100 lb. kegs.. 0 06½
White ochre, 100 lb. kegs.. 0 04
White ochre, barrels 0 03
Yellow ochre, barrels 2½-3¼
Spruce ochre, 100-lb. kegs.. 4c-6c
Canadian red oxide, bbls....2 -2¼
Super magnetic red...... 2¼-2½c
Vermilion 0 40
English vermilion 2 50
F.o.b. Montreal, Toronto.

COLORS IN OIL, PURE
1 lb. tins—
Venetian red 0 15
Indian red 20-26
Chrome yellow, pure 45
Golden ochre, pure 22
French spruce ochre, pure.... 16-18
Chrome green, pure 18-26
French permanent green, pure 28
Signwriters' black, pure 25
Lampblack 0 24
Marine black. 5 lb. irons.... 0 17
F.o.b. Montreal, Toronto.

ENAMELS (White) Gal.
Duralite 6 15
Albagloss 6 05

GLUE Per lb.
Brantford All Round Glue—
Case No. 7—50-lb. pkgs......$28 00
Case No. 8—100 ½-lb. pkgs.. 31 00
Case No. 9—200 ¼-lb. pkgs.. 38 00
Discount.
French medal (prices withdrawn)
English common sheet....... 32-34
English prima 35-38
White pigsfoot 0 50
Cake bone, 112-lb. bags...... 0 35
Hide, 112-lb. bags 0 45
Gelatine, 112-lb. bags........ 45-60
Ground glues, 112-lb. bags, No. 1 28-30
Ground glue, No. 2, 112-lb. bags 22-24
Do., No. 2, less than bags.. 24

GLASS

Per 100 ft.	Single Thick	Double Thick
Under 25	$16 80	$22 90
26 to 34	17 60	24 85
35 to 40	18 35	26 40
41 to 50	23 50	30 00
51 to 60	24 60	30 80
61 to 70	26 50	32 70
71 to 80	29 70	35 40
81 to 85	....	45 45
86 to 90	....	48 85
91 to 94	....	49 80
95 to 100	....	58 55
101 to 105	....	65 35
106 to 110	....	73 10

Discount box glass, 25%.
Cut lights, 10%. Cash 2%.
F.o.b. Montreal, Toronto, London, Hamilton.

GLASS, PLATE

	Sq. foot
Plates up to 1 foot, each	$0 80
Plates from 1 to 2 feet, each	0 90
" 2 to 3 "	0 95
" 3 to 4 "	1 15
" 4 to 5 "	1 35
" 5 to 7 "	1 50
" 7 to 10 "	1 70
" 10 to 12 "	1 75
" 12 to 15 "	1 85
" 15 to 25 "	1 95
" 25 to 50 "	2 15
" 50 to 75 "	2 20
" 75 to 90 "	2 25
" 90 to 100 "	2 30
" 100 to 120 "	2 60
" 120 to 140 "	2 90

Plates 101 to 110 wide containing not over 100 ft. each... 3 00
Plates 111 to 120 wide containing not over 100 ft., each... 3 40
Plates 101 to 110 wide containing over 100 ft., each..... 3 40
Plates 111 to 120 wide containing over 100 ft., each..... 3 75
Trade Discount, 25%.
City deliveries, 33 1/3%.
London, Hamilton, Toronto, Kitchener.

GLAZIERS' POINTS
Zinc coated, $1.56-$1.62 per doz. packages 6 lbs. gross.
Zinc, pure, prices withdrawn.
F.o.b. Montreal, Toronto.

LEAD, WHITE (Ground in oil.)
Prices are per 100 lbs. in ton lots. Less than ton lots are 35c per 100 lbs. higher than quoted below.

	Montreal	Toronto
Anchor, Pure	$16 00	$16 20
Crown Diamond	16 00	16 20
Crown Pure	16 00	16 20
Green Seal	16 00	16 20
Tiger Pure	16 00	16 20
Ramsay's Pure	16 00	16 20
Moore's Pure	16 00	16 20
O.P.W. Dec. Pure	16 00	16 20
Red Seal	16 00	16 20
Decorators' Pure	16 00	16 20
O.P.W. English	16 20	16 40
Elephant Genuine	16 60	16 70

B.B. Genuine Lead. less than tons, $17.95 Toronto; $17.20 Montreal. Ton lots 5% off; five-ton lots 10% off.

LEAD (RED DRY)
Genuine, 560-pound casks, per cwt.....$14 00 $14 50
Genuine, 100-pound kegs, per cwt..... 14 75 15 50
Less quantity 16 00 17 00
F.o.b. Montreal. Toronto.

LEAD, ARSENATE OF

	Dry. Pound	Paste. Pound
Barrels, 600 lbs...	....	0 24½
Half bbls., 300 lbs.	....	0 24¾
100s	0 45	0 25
50s	0 45½	0 25½
25s	0 46	0 26
10s	0 47½	....
5s	0 49½	0 29½
2s	....	0 31
1s	0 52	0 32½

F.o.b. Toronto. Montreal and Hamilton

MURESCO
Tints, 5-lb. packages, per 100 lbs.. $7.80; white, 5-lb. packages, $7.20.
F.o.b. Toronto.

LINSEED OIL
For prices see weekly report.

PAINTS. PREPARED
Price per gallon
Elephant, white 3 70
Elephant, colors 3 30
B.H. English, white 3 80
B.H. English, colors 3 70
B.H. Floor 3 05
B.H. Porch Floor 3 70
Minerva, white 3 60
Minerva, colors 3 40
Crown Diamond, white 3 55
Crown Diamond, colors 3 30
B.H. Fresconette, white 3 35
B.H. Fresconette, colors...... 3 25
Moore's House Colors, white.. 3 50
Moore's House Colors, colors. 3 40
Moore's Egyptian Paint, all colors 2 75
Moore's Floor Paint.......... 2 90
Moore's Sani-Flat 3 00
Jamieson's Crown Anchor.... 3 30
C.P.C. Pure, white 3 80
C.P.C. Pure, colors 3 55
O.P.W. Canada Brand, white 3 70
O.P.W. Canada Brand, colors 3 40
O.P.W. Canada Brand, floor. 2 95
O.P.W. Flat Wall, white..... 3 20
O.P.W. Flat Wall, colors 3 00
Ramsay's Pure, white 3 65
Ramsay's Pure, colors 3 35
Martin-Senour, 100%, white.. 3 80
Martin-Senour, 100%, colors. 3 70
Martin-Senour, Porch Paint... 3 70
Martin-Senour, Neutone, white 3 35
Martin-Senour, Neutone, colors 3 25
Senour's Floor Paint 3 15
Sherwin-Williams, white 3 80
Sherwin-Williams, colors...... 3 70
Flat Tone, white 3 35
Flat Tone, colors 3 25
Lowe Bros. H.S., white...... 3 80
Lowe Bros. H.S., colors..... 3 70
Mellotone, white 3 50
Mellotone, colors 3 35
Sanitone, white 3 30
Maple Leaf, white........... 3 80
Maple Leaf, colors 3 70
Maple Leaf, floor 3 15
Maple Leaf, flat wall 3 25
Pearcy's Prepared, colors 2 75
Peacy's Prepared, white 3.15
F.o.b. Montreal, Toronto.

PARIS GREEN

	C.P. Berger's	and Munro's Per lb.
In barrels, about 600 lbs.	0 60¼	0 61
In arsenic wegs, 250		
In 50 lb. and 100 lb. drums	0 61¼	0 62
In 25 lb. drums	0 62¼	0 63
In 1 lb. packets, 100 lbs. in case	0 64¼	0 65
In ½ lb. packets, 100 lbs. in case	0 66¼	0 67
In 1 lb. tins, 100 lbs. in case	0 66¼	0 67

Above prices f.o.b. Montreal, Quebec, Moncton, St. John and Halifax. Toronto, Hamilton, London, Yarmouth and P.E.I. are ¼c per lb. higher. Terms one month net or 1% in 15 days.

PASTE WOOD FILLER Pound
1 lb. cans 16-19
2 lb. cans 16-19
5 lb. cans 15-19
12½ lb. cans 14-15
25 lb. cans 14-15
F.o.b. Montreal, Toronto.

PUTTY

	Standard Less than tons Montreal	Toronto
Bulk, in casks	$4 35	$4 55
Bulk, 100-lb. drums.	5 20	5.30-5.40
Bulk, 25-lb. drums..	5 20	5 40
Bulk, 12½-lb. irons.	5 20	5.45-5.65
Bladder, in bbls. ...	5 20	5.45-5.65

Ton lots standard are 20c per hundred pounds less.
Pure Putty, $2 cwt. advance.
London and Hamilton prices same as Toronto.

SHELLAC
Pure White, gal., $4.40-$4.50.
Pure Orange, gal., $4.15-$4.25.
Gum Shellac, TN, 74-76c lb.; finest orange, 79-95c; bone dry white, 82-85c
F.o.b. Toronto, London.

PAINT AND VARNISH REMOVER
Taxite, 1 gal. cans........... 3 00
B.H. Vanisher $2 75
Cumoff 3 00
Takof 3 25
O.P.W. Presto 3 00
Lingerwett 2 80-3 25
Solvo 3 00
F.o.b. Montreal, Toronto.

TURPENTINE
See weekly report elsewhere in this issue for prices.

SLATING Gal.
Liquid Slating, B.B..........$2 20

VARNISHES Per gal. cans
No. 1 Furniture, extra, barrels, $1.10-$1.21 gal.; gal. tins ....$1.32-$1.45
B.H. Stovepipe Varnish, ½ pints, per dozen 1 54
Depend-on, list 8 25
B.H. Maritime Spar, list.... 7 90
Everlastic, Depend-on and Maritime Spar subject to discount of 40%.
Elastilite 2 90
Granitine 2 90
Hydrox Spar 3 65
Sun Varnish 2 64
Sun Spar 4 59
Sun Waterproof Floor 3 02
Jasperite Interior and Exterior 2 65
Jasperite Pale Hard Oil ... 1 90
Jasperite Indestructo Floor Finish 2 65
Jamieson's Copaline 3 02
M-S Marble-Ite Floor 3 29
M-S Wood-Var 3 29
M-S Double Spar 4 57
M-S Finest Interior 3 86
Elastic Interior 2 64
Mar-not 3 52
Quick Action House 2 47
Rexspar 4 62
Sear-Not 3 34
Kyanize Spar 4 95
Kyanize Cabinet Rubbing .. 3 85
Kyanize Interior 3 85
Luxeberry light 3 30
Luxeberry granite 3 52
Luxeberry spar 4 95
Ramsay's Universal 2 64
F.o.b. Montreal, Toronto.

WATER PAINTS
Opalite, 300 lb. bbls....... 0 13½
Opalite, 100 lb. kegs...... 0 14
1 gal. packages, per pkg... 0 75
½ gal. package, per pkg... 0 40
Coralite, 5-lb. pkgs., white 0 05½
Coralite, 5-lb. pkgs., colors 0 06
B.H. Frescota, 5 lbs. white, $6.50; colors 7 00
F.o.b. Montreal, Toronto.

WASTE
Extra Quality XXX $0 20
XX Quality 0 18
X Quality 0 17
F.o.b. Toronto

WHITE WIPING
XXX Extra 0 21
X Grand 0 19½
XLCR 0 18½
X Empire 0 17½
X Press 0 16

WASTE, COLORED WIPING
Quality I 0 14
Quality IA 0 11½
Quality IB 0 10½
No. 5 .... 0 15
No. 7 .... 0 13
Japanese 0 15

WIPING WASTE, COLORED
Fancy 16½
Lion 15
Standard 13½
Popular 12
Keen 10½
This line subject to trade discount for quantity.

WAX Per lb.
C. & B. Floor Wax $0 35
B.H. Wax 0 35
Ronuk Floor Wax, lb. 0 38
Berry Bros. 0 34
Imperial Floor Wax 0 30
Anchor 0 33
O.P.W. Lion Brand 0 35
Old English 0 45-0 55
Johnsons 0 45-0 55
Jamieson's liquid wax, gal... 2 75
Gold Medal 0 42
Ramsay's 0 30
S. & W. 0 40
F.o.b. Montreal and Toronto.

WHITING
Plain, in bbls. $2 50
Gilders, bolted, in bbls....... 3 00
F.o.b. Montreal, Toronto, London.

WOOD ALCOHOL per gal.
In five gallons..........$1.80-$1.90
In barrels ....- 1.70
$4 extra for barrels
F.o.b. Montreal, Toronto, London.

Ads Like This

are appearing during

Bicycle Week

MAY 4 TO 11

in the best newspapers throughout Canada.

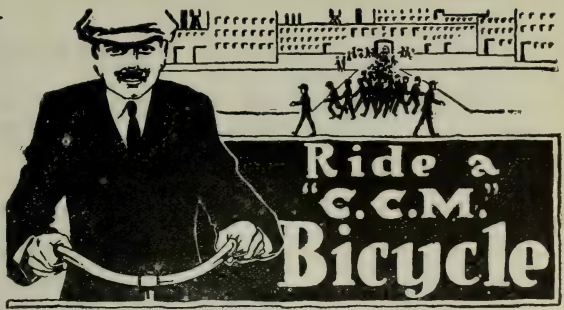
After them will come street car cards in the over-crowded cars all over the country, telling still more people about C.C.M. Bicycles.

These are only two of the many ways in which we send customers to C.C.M. dealers.

Best of all, **the Quality is put in the bicycle.** Every one sold helps to sell more.

Desirable C.C.M. agencies may still be had in many districts. Write for particulars.

Canada Cycle & Motor Co.
LIMITED



Make Your Pay Go Further

SAVES car fare and shoe leather. Costs nothing for upkeep. Gets you to work feeling fine. Lets you slip home for a hot dinner instead of a cold lunch.

Cycling is easy and pleasant when you ride a "C.C.M.," the Bicycle that runs smoothly and easily year after year.

LOOK FOR THESE NAMEPLATES
Cleveland, Massey, Red Bird, Perfect, Columbia, Ivanhoe, Gendron.

Made in Canada and Guaranteed by
CANADA CYCLE & MOTOR CO., Ltd., Weston, Ont.
Montreal Toronto Winnipeg Vancouver

C.C.M. MADE IN CANADA

Look for These Nameplates
Every "C.C.M." Bicycle bears this design on the rear upright bar.

"Twice as easy as walking Three times as fast"

RED S BRAND WINDOW GLASS

GLASS BENDERS TO THE TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

DON ROADWAY TORONTO

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863
Twelve Medals of Award at INTERNATIONAL Expositions.

INCORPORATED 1895
Special Grand Prize
GOLD MEDAL
Atlanta, 1895.

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY - - - - PHILADELPHIA, PA.
Owned and operated by Nicholson File Co.

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, $11.00.

Shot, soft, per cwt., $17.20; chilled, $18.70; buckshot, $18.00; ball, $18.40.

Dominion Metallics—B.B. Caps, $2.80; C.B. Caps, $3.50; 22 Short Black or Lesmok, $4; 22 Long Black or Lesmok, $4.80; 22 Short Smokeless, $4.30; 22 Long Smokeless, $6; 22 Long Rifle Black, $5.60; 22 Long Rifle Smokeless, $7 per M. net. Center Fire Pistol, 22%; Center Fire Sporting, 25% off American list.

American Metallics—B.B. Caps, $3.06; C.B. Caps, $3.85; 22 Short Black, $4.35; 22 Long Black, $5.25; 22 Long Rifle Black, $7.70; 22 Short Smokeless, $4.69; 22 Long Smokeless, $6.55; 22 Long Rifle Smoke, $7.65 per M. net. Center Fire Pistol, 10% on list; Center Fire Sporting, 10% on list.

Loaded Shells—Crown Black Powder, 12 ga., $31; Sovereign Smokeless, 12 ga., $38; Regal Smokeless, 12 ga., $38; Nitro Club Smokeless, 12 ga., $41; Canuck Smokeless, 12 ga., $41 per M. net. Empty Paper Shot Shells, $14 per M.; Empty Brass Shot Shells, $6.65 per 100.

ANVILS

Peter Wright, 80 lbs. and up, 24c per lb.; clip horn, 25c lb.

Norris, 80 lbs. and over, 16c.

AXES

Single Bit	$14 50	$20 00
Double Bit	16 50	21 50
Broad axes	32 00	35 00

AUGER BITS

Standard List Prices per Dozen

3/16	$6 00	18/16	$12 00
4	5 00	19	14 00
5	5 00	20	14 00
6	5 00	21	16 00
7	5 00	22	16 00
8	5 00	23	18 00
9	6 00	24	18 00
10	6 00	25	21 00
11	7 00	26	21 00
12	7 00	27	24 00
13	8 25	28	24 00
14	8 25	29	27 00
15	9 50	30	27 00
16	9 50	31	30 00
17	12 00	32	30 00

Discounts from standard list prices

Irwin	10%
Gilmour	45%

BARS, CROW. $10.25 per 100 lbs.

BAR IRON

Bar iron. — $5.25 base; Swedish iron, $5.25; sleigh shoe steel, $5.80; spring steel, $6.50; machinery steel, $7.50; tool steel, octagon, 100 lbs., $18.

BELTING

Rubber, 6 in. and under, 25-2½%; over 6 in., 20%.

Agricultural or No. 1 leather belting, 47½% off list.

Standard, 30, 10 and 5% off list.

The "double" list is just twice the price of "single."

BELT LACING

In sides, tanned, $1.55 per lb.; cut, $1.75 per lb.; rawhide, sides, $1.50; cut, $1.70.

Blue Stone (Vitrol), 12c lb.

BOLTS

Carriage, ⅜ and smaller, 5%; 7-16 and larger, 5% on list; machine, ⅜ and under, 5%; 7-16 and over, 5% on list; machine set screws, 25%; plough bolts, 5% on list; stove bolts, 50%; shaft bolts, 5% on list; tire bolts, 25%; sleigh shoe bolts to ⅜ and smaller, 5% on list; 7-16 and up, 5% on list.

BORAX. Borax, per lb., 14c.

BUILDING PAPER

Tarred, $1.10 to $1.60 per roll, according to quality; plain, 80c to $1.45.

BUTTS

Plated—No. 241 Antique Copper and Dull Brass Finish

	Per pr.
2½ x 2½ in.	35
3 x 3 in.	37
3½ x 3½ in.	38
4 x 4 in.	47
4½ x 4½ in.	68
5 x 5 in.	80

Wrought Steel—

No. 840	Net list
No. 800	5% on list
No. 838	Net list
No. 804	5% off list

CHAIN

Coil, 3-16 in., $18.50; ¼, $13.65; 5-16 in., $12.20; ⅜, $11; 7-16, $10.70; ½, $10.40; 9-16, $10.40; ⅝, $10.25; ¾, $10.15; 1 in., $9.90. Logging, 5-16 in., 14c; ⅜, $12.80; ½, $12.20; tie-out, 47½%.

CHURNS

Barrel, No. 0, $7.20; No. 1, $7.20; No. 2, $8; No. 3, $8.80; No. 4, $10.40 each.

CLEVISES, MALL. 15c per lb.

CLOCKS—Alarm

	Each
Big Ben	$2 90
Baby Ben	2 90
America	1 25
Lookout	1 50
Sleepmeter	1 55

COPPER

Sheet and planished copper, 75c per lb. Tinned, 60c.

CORD SASH

Coils or Hanks

8, 9, 10 .... 72c lb.

DRILLS

Bit stock, 35%; Blacksmith, ½ in. round shank, 20%.

EAVETROUGH

Eavetrough, per 100 ft., 8 in., $6.50; 10 in., $7.20; 12 in., $8.45.

Conductor pipe, 2 in., per 100 ft., $7.55; 3 in., $9.15; 4 in., $12.05

ENAMELWARE

See Wares.

FILES

Globe	Discount 45%
Nicholson Gen.	Discount 30%

FITTINGS

Malleable	Black	Galv.
Class B	$ 26	$ 36½
Class C	17	26
Bushings	25%	..
Unions	35%	..
Nipples 4" and under	45%	..

FORMALDEHYDE

400-lb. bbls., 29c lb.; 200-lb. barrels, 30c lb.; 100-lb. barrels, 31c lb.; 10-lb. jugs, $3.40 each; 5-lb. jugs, $1.90 each; 2-lb. jugs, 90c each.

GALVANIZED WARE

See Wares.

GLASS, WINDOW

	Single	Double
Up to 25 in.	$13 50	$18 50
26 to 40	14 50	21 00
41 to 50	18 50	23 75
51 to 60	19 50	24 25
61 to 70	20 50	25 75

GLASS (Plate)

Net list.

GLOBES—LANTERN

	Doz.
Short Pattern	$1 10
Cold Blast, regular	1 00

GRINDSTONES

Per 100 lbs., $2.75.

Mounted on steel frames, $5.00 to $6.75.

HARVEST TOOLS. 25%.

HINGES

Light T and strap, 10%.

Corrugated Strap Hinges — 4, $1.70; 5, $$2.10; 6, $2.85; 8, $4.60; 10, $7; 12, $10.75.

Corrugated Tee Hinges—4, $1.90; 5, $2.55; 6, $3.25; 8, $5.65; 10, $8.75; 12, $12.40.

HORSESHOES

Iron, No. 0 to 1, $7.35; No. 2 and larger, $7.10; snowshoes, No. 0 to No. 1, $7.60; No. 2 and larger, $7.35; steel, No. 0 to 1, $7.80; No. 2 and larger, $7.55; featherweight, $8.95.

IRON, GALVANIZED

	Premier	Apollo and "Fleur de Lis"
10¾ oz. or 28 Eng.	$10 90	$10 90
28 Am. or 26 Eng.	10 60	10 60
26 Am. or 26 special	10 30	10 30
24	10 15	10 15
22	10 15	10 15
18 and 20	10 00	10 00
16 Am.	9 85	9 85

IRONS, SAD

Common Sad Irons, 8 lbs., 11c per lb.; 4 lbs., 14c per lb.

Mrs. Pott's No. 55, set $1 95

Mrs. Pott's No. 50, set 2 05

Mrs. Pott's common sad iron handles, $1.30 dozen. Mrs. Pott's improved, $2 a dozen.

JACKSCREWS

10% off list.

KNIVES—HAY

	Doz.
Heath's	$12 50
Lightning	12 50

LAMP CHIMNEYS

A, per case 8 doz., $7.80 per doz., $1.05; B, per case 6 doz., $6.50; per doz., $1.15.

LANTERNS

No. 2, plain	$13 00
No. 25, Dash-board	17 50
Short Globe, doz.	13 00

LEAD PIPE, $14.40.

LEAD WASTE, $15.40.

LATCHES—THUMB, STEEL

	Doz.
2	$2 00
3	2 70
4	4 75
Barn Door	
5	2 70
8	2 90
9	5 00

LINSEED OIL

See weekly report.

MACHINES—WASHING

	Each
Dowswell	$ 5 00
New Century B	10 15
New Idea	11 35
Snowball	9 00

MATTOCKS

Pick, $11; cutter, $11.

MOPS

	Doz.
O'Cedar Polish, No. 1	$12 00
O'Cedar Polish, No. 3	12 00
Self-Wringing	5 25

MOWERS—LAWN

	14 in.	16 in.
Woodyatt	$7 75	$8 25
Empress	10 00	10 60
Daisy	6 15	.....
Star	7 00	7 50

NAILS

Wire, f.o.b. Fort William, $5.60 base; Winnipeg, $6 base. Cut f.o.b. Winnipeg, $6.55.

NETTING—POULTRY

Net Prices Per Roll

1 in. mesh x	24 in.	$5 95
	30 in.	7 20
	36 in.	8 50
2 in. mesh x	24 in.	2 90
	30 in.	3 40
	36 in.	4 05
	48 in.	5 25
	60 in.	6 55
	72 in.	7 80

NETTING. Poultry, 15%.

Banner Netting, 24 in., $4.15; 36 in., $5.30; 48 in., $6.25; 60 in., $7.40; 72 in., $8.40.

NUTS

Square, small lots, blank, 4½c tapped, 4¾c advance on list; Hexagon, small lots, blank, 4¾c; Tapped, 5c advance on list; case lots all styles, 1c less than above.

OILS

"Buffolite," 22½c; Ideal Thresher, 47c; "B" Castor machine oil, 58c; Buffalo engine gasoline, 35½c; Buffalo "A" gas engine oil, 50c: Royal gasoline, 35c; Family safety coal oil, 23½c; "Engoline" engine coil oil, 19½c; Summer black oil, 22½c; Kelso engine oil, 47c; Electro oil, 45c; Royalite oil, 19c; Standard gas engine oil, 46c; Prairie Harvester oil, 46c.

PAINTS

Stephens' Out White, $3.70; Stephens' House, $3.45; Stephens' Floor, $2.90; Silkstone, $2.90; Stephens' Barn Paint, $1.70.

DRY COLORS

Yellow ochre, in bbl. lots, 3c; less than barrel lots, 4c; golden ochre, barrels, 4c less; than barrels, 5c; Venetian red, barrels, $2.50; less than barrels, $3.50; American vermillion, 20c; English vermillion, $3 per lb.; Canadian metallic oxides, barrel lots, 3½c; English purple oxide, in casks, 3½c; less quantities, 4c per lb. Red lead, kegs, $19; less quantities, 20c.

PICK, Clay, 6-7, $12.25 per doz.

POLISH—

	Doz.
O-Cedar—	
4 oz.	$2 00
12 oz.	4 00
1 quart	10 00
½ gal.	16 00
1 gal.	24 00
Liquid Veneer—	
4 oz.	2 00
12 oz.	4 00
1 quart	8 40
½ gal.	14 40

(Continued on second page.)

Stephens' House Paint—For general painting inside and outside of the house. A smooth-flowing, wide-covering paint that protects as well as beautifies.

Stephens
REGISTERED TRADE MARK

Stephens' will do it

Whatever his customer wishes to paint the Stephen Paint Agent is able to offer a "specialty" paint peculiarly adapted to the work contemplated. And because that "specialty" paint does a better job than the customer thought possible he's made "strong" for Stephens and the Stephens' Agent.

Ask your customer what he wishes to paint. Then recommend the Stephens' Paint best suited for the job. He'll be satisfied.

G. F. STEPHENS & CO., Ltd.

PAINT AND VARNISH MAKERS

WINNIPEG, CAN.

Branch at Calgary, Alta.

Stephens' Wagon Paint—Saves the Farmer much money by preserving from decay wagons, implements, etc. Brilliant colors, good, heavy body, stands the weather.

Stephens' Elevator Paint—For use on Elevators, Barns and all outbuildings. Especially compounded to withstand effects of weather. Best covering for exposed surfaces.

If interested, tear out this page and keep with letters to be answered.

Winnipeg Hardware Quotations—Continued

PIPE, WROUGHT IRON

Per 100 Ft.	Black	Galv.
¼ inch	$ 6 08	$ 8 42
⅜ inch	6 16	8 50
½ inch	7 83	9 63
¾ inch	9 95	12 38
1 inch	14 67	18 27
1¼ inch	19 88	24 75
1½ inch	23 76	29 57
2 inch	32 04	39 78
2½ inch	51 30	63 59
3 inch	67 05	83 16
3½ inch	84 92	.....
4 inch	100 62	.....
4½ inch	116 10	.....
5 inch	135 00	.....
6 inch	174 60	.....

PLASTER. Paris, per bbl., $4.50.

PLATES, CANADA

18x21 per box, half polish, $10.25; full polished, $11.75; 18x24, half polished, $10.25; full polished, $11.75; 20x28, half polished, $10.25; full polished, $11.75.

PLOW SHARES, 21c per lb.

POINTS

Landslide plow, 1½x14 in., $8.65 per dozen.

PUTTY

100-lb. irons	$5 70
25-lb. irons, per cwt.	6 30
1½-lb. tins	0 12

RIVETS AND BURRS

Iron rivets, 10%; copper, No. 7, 65c lb.; No. 8, 66c; No. 9, 69c; No. 10, 71c; No. 12, 76c.

Five-lb. assorted boxes, No. 8, 74c; No. 10, 79c lb.

Copper Burrs, No. 7, 65c; No. 8, 66c; No. 9, 69c; No. 10, 71c; No. 12, 76c.

ROPE

Sisal, 27½c base; pure Manila, 38½c base; British Manila, 32½c base; lath yarn, 27½c base; African hemp, 32½c base; cotton rope, ¼ and over, 65c lb.

Tarred Marline Hanks, per lb., 50c.

SANDPAPER—

Star—	Quire	Ream
00, 0, ½	$0 38	$ 7 20
1	0 39	7 50
1½	0 43	8 10
2	0 46	8 70
2½	0 49	9 30
3	0 57	10 80
B. & A.—		
00, 0, ½	0 45	8 50
1	0 47	9 00
1½	0 50	9 60
2	0 55	10 50
2½	0 60	11 00
3	0 67	12 75

SASH BALANCES (Caldwell). Net list.

SAWS, BUCK

Happy Medium, $10.00; Watch Spring, $10.40; Lance Tooth or Lightning Blades, $10.90.

SCREWS

Bright iron round head, 60%; flat head, 65%; round head, brass, 25%; flat head, brass, 30%; coach, 20%.

SCYTHES—

	Doz.
Bramble	$13 25
Bush	13 25
Excelsior	14 50
Cast	12 50

SNATHS—

No. 2 loop	11 50
Bush	13 00

SWEEPERS, Carpet—

	Each
Bissell's Grand Rapids, jap'd.	$2 85
Bissell's Grand Rapids, nick.	3 20
Bissell's Vacuum "Superba"	8 25

STEEL SHEETS, BLACK

10 gauge	$8 50
12 gauge	8 50
14 gauge	8 40
16 gauge	8 50
18-20 gauge	8 80
22-24 gauge	8 85
26 gauge	8 90
28 gauge	9 00

SHOVELS AND SPADES

Shovels—Fox and Olds, D.H., Sqr. Pt., $13.50 per doz.; D.H. Rd. Pt., $13.50 per doz.; L.H. Sqr Pt., $13.50; L.H. Rd. Pt., $13.50; Bulldog and Jones, D.H., Rd. Pt.,$15.50; D.H. Sqr. Pt., $15.50; L.H., Rd. Pt., $15.50; L.H., Sqr. Pt., $15.50; L.H., Rd. Pt., $15.50; Black Cat and Crescent Scoops—No 4, $17.00 doz.; No. 6, $17.50; No. 8, $18.00; No. 10, $18.50; Moose & Jones Scoops, No. 4, $18.25; No. 6, $18.75; No. 8, $19.25; No. 10, $19.75.

SOLDER. Per Pound, 56 to 57.

SPIKES

Pressed, ¼ in., $8.30; 5-16, $7.95 ⅜, $7.75; ½, $7.55.

STAPLES

Bright wire, per cwt., $5.85 at Fort William, $6.25 Winnipeg; galvanized staples, $6.65 Fort William, $7.05, Winnipeg.

STEEL

Sleighshoe, $5.80 base per cwt.; plow, common, $6.50; crucible plow, $7.50; angle, $5.35; harrow, $5.50 base; cast, octagon tool steel, 18c base; square tool, 18c base; spring, $7.50; machine, $8.00 base; tire, $5.60. Mid, 3-16, ¼, 5-16, $8.00 base; other sizes $5.75 base. Band Steel, $5.75 base.

STEEL HOOPS

½ in., $9.75; ⅜ in., $9.50; ¾ in., $8.75; ⅞ in., $8.50; 1 in., $8.50; 1¼ in., $8.50; 1½ in., $8.

STEEL SQUARES

5% on list.

TACKS. Carpet, 65% list.

TIES. Cow, 5%.

TIN AND TERNE PLATE

20 x 28 I.C.	$30 00
20 x 28 I.X.	32 00
20 x 33 I.C.	35 40
20 x 33 I.X.	37 45
Terne plates	24 00

TRAPS, GAME— Doz.

	Victor	H.& N.	Jump
No. 0	$1 95	....	....
No. 1	2 30	$3 60	$3 10
No. 1½	3 45	5 40	4 55
No. 2	4 80	7 50	6 70
No. 3	6 40	10 00	....

TUBS—

	Wood	Fibre
No. 0	$18 30	$21 95
No. 1	15 65	18 85
No. 2	13 20	15 60
No. 3	11 45	13 30

TURPENTINE

See weekly report.

TWINE (WRAPPING)

	Lb.
Cotton, 4-ply	0 70
Cotton, 3-ply	0 67

Dozen

VARNISHES

Stephens Luminette, gal.	$2 20
Stephens Exalite, gal.	3 00

WARES, ETC.

Scotch Grey, 40, 12½% discount.

Colonial, Imperial, Pearl, 20, 7½% discount.

Premier, Canada, Diamond, 2½% discount.

Whiteware, 40, 10% discount.

Japanned Ware, list, plus 30%.

Japanned Ware, white, list, plus 40%.

Japanned Sprinklers, list, plus 30%.

Stamped Ware, plain, 40, 10% discount.

Stamped Ware, ret'd, 40% discount.

Pieced Tinware, ordinary, list, plus 40%.

Pieced Tinware, copper bottoms, list, plus 60%.

Sheet Iron Ware, list, plus 20%.

Light Galv'd Pails and Tubs, list, plus 27½%.

Heavy Galv'd Pails and Tubs, 17½% discount.

Jap. Coal Hods, list, plus 35%.

Galv'd Coal Hods, list, plus 50%.

WASHERS

Iron, small lots, 15% on list + 75c; full boxes, iron, 10% on list + 75c.

WHITE LEAD

Decorators' pure, ton lots, $16.65; less than ton lots, $17.00.

WIRE, BARB

Lyman, 4-point, $4.95 f.o.b. Fort William, $5.25 Winnipeg; Glidden Cattle, 2-pt., $4.80 Fort William, $5.10 Winnipeg; Baker 2-pt., $4.75 Ft. William, $5.05 Winnipeg; plain twist, cwt., Ft. William, $4.95; Winnipeg, $5.25 spool; plain galvanized, Ft. William, No. 9, $5.65; No. 12, $5.85; Winnipeg, No. 9, $6.05; No. 12, $6.25; coil spring, Ft. William, No. 9, $5.70; No. 12, $5.95; Winnipeg, No. 9, $6.10; No. 12, $6.35.

Patented screen in 100-ft. rolls $3.50 per hundred sq. ft.; in 50-ft. rolls, $3.60 per 100 sq. ft.

WIRE, PLAIN

Bale ties, 14 gauge, single loop, $7.65 Winnipeg; $7.25 Ft. William

Brass snare wire, per lb., 80c.

WIRE ANNEALED

No. 9, $6.75; 10, $6.80; 12, $6.95; 14, $7.15; 15, $7.25; 16, $7.40 per 100 lbs.

WRENCHES (NUT)—

Agricultural—	Doz.
6 in.	$ 6 00
8 in.	7 20
10 in.	8 40
12 in.	10 80
15 in.	14 40
Perfect Handle—	
6 in.	13 50
8 in.	16 20
10 in.	18 90
12 in.	24 30
15 in.	32 40
18 in.	43 20

WRENCHES (PIPE)—

Stillson—	Each
6 in.	$1 00
8 in.	1 13
10 in.	1 25
14 in.	1 75
18 in.	2 50
24 in.	3 60
36 in.	6 75
Trimo—	
10 in.	$1 45
14 in.	2 00
18 in.	2 90
24 in.	4 15

Dozen

Always Ready—	Black	N.P.
No. 1	$4 20	$4 50
No. 2	5 75	6 00

WRINGERS

Royal Canadian, $51.90 per doz.; Eze, $56.10 per doz.; Bicycle, $62 per doz.; Ajax, $125.00 doz.

STEEL IRON METALS

WINNIPEG WAREHOUSE STOCK

REINFORCING BARS IN ALL SIZES, IN LENGTHS UP TO 60'
BOLTS, MACHINE, CARRIAGE, DRIFT, SHIPBUILDING, ELEVATOR
BAR IRON, FLAT, ROUND AND SQUARE, SMALLEST TO THE LARGEST

BOILER TUBES	NUTS	RIVETS	SHAFTING
ANGLES	CHANNELS	RAILS	TEES
FORGING BILLETS	CAP SCREWS	WASHERS	SET SCREWS

GAUGE SHEETS, BLACK AND GALVANIZED, IN ALL GAUGES

GET OUR MONTHLY STOCK LIST

A COMPLETE LINE FOR

THE MANUFACTURER — THE WHOLESALER — THE RETAILER — THE CONSUMER

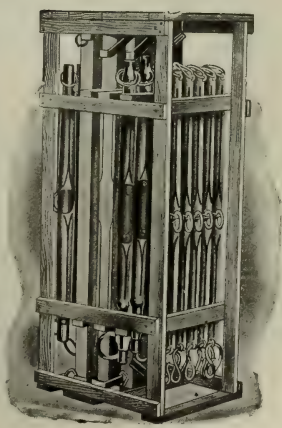
IF IT'S STEEL OR IRON WE HAVE IT

The MANITOBA STEEL & IRON COMPANY.

WINNIPEG, MANITOBA LIMITED

Protected by the Westwo Guarantee

Selling Westwo Painted Waggon, Implement and Plow Sets is satisfactory and profitable. They are made from selected No. 1 quality Oak and Hickory, are carefully painted (2 coats), striped and varnished, and are absolutely guaranteed against defects in material and workmanship. The best way to order Westwo Painted Sets is in crates of six sets. Then you're sure of getting them in perfect condition. —no bruised woods—no marred finish.



Guarantee

All Westwo Sets are guaranteed, and any defective part will be replaced free.

Send to-day for the Westwo folder that describes the various Westwo lines.

D. ACKLAND & SON, Limited

WINNIPEG
CALGARY

THE BUYERS' GUIDE

If what you want is not here, write us, and we will tell you where to get it. Let us suggest that you consult also the advertisers' index facing the inside back cover, after having secured advertisers' names from this directory. The information you may desire may be found in the advertising pages. This department is maintained for the benefit and convenience of our readers. The insertion of advertisers' headings is gladly undertaken, but does not become part of any advertising contract.

Abrasives
The Carborundum Co., Niagara Falls, N.Y.
Canadian B. K. Morton Co., Montreal.

Aluminum
British Aluminum Co., Toronto.
Canada Metal Co., Toronto.
A. C. Leslie & Co., Montreal.
Louis McLain Co., Ltd., Winnipeg, Man.

Aluminum Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.
Louis McLain Co., Ltd., Winnipeg, Man.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
Ware Mfg. Co., Oakville, Ont.

Ammunition
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Dominion Cartridge Co., Montreal.
Lewis Bros., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.

Auto Accessories
Adamson Mfg. Co., Hamilton, Ont.
Boston Varnish Co., Everett Station, Boston, Mass.
Canadian Carbon Co., Toronto.
Canada Cycle & Motor Co., Ltd., Weston, Ont.
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Cannon Oiler Co., Keithsburg, Ill.
The Carborundum Co., Niagara Falls, N.Y.
Canada Dry Cells, Ltd., Winnipeg.
Cumings Bros., Flint, Mich.
Cushman Motor Works, Ltd., Winnipeg, Man.
Great West Electric Co., Ltd., Winnipeg, Man.
Geo. W. Griffiths & Son., Stratford, Ont.
Hyslop Bros., Toronto.
C. Kloepper, Limited, Toronto, Ont.
Leeks & Potts, Hamilton, Ont.
Line, Hansen & Kimball Co., Moose Jaw, Sask.
Metal Specialties Mfg. Co., Chicago, Ill.
Frank Mossberg Co., Attleboro, Mass.
McKinnon Chain Co., St. Catharines.
New Era Spring Specialty Co., Grand Rapids, Mich.
Northern Electric Co., Ltd., Montreal.
Will B. Lane, Chicago, Ill.
Reeder Weeks Mfg. Co., Hamilton, Ont.
Rock Island Mfg. Co., Chicago, Ill.
C. A. Shaler Co., Waupun, Wis.
Thermoid Rubber Co., Trenton, N.J.
Samuel Trees & Co., Toronto.
Trimont Mfg. Co., Roxbury, Mass.
Wilkinson & Kompass, Hamilton.
Kinsinger, Bruce & Co., Niagara Falls, Ont.
Uneeda Ford Demountable Wheel Co., Toronto.
Vernald Mfg. Co., North East, Pa.

Axes
Thos. Birkett & Son Co., Ltd., Ottawa.
Canada Foundries & Forgings, Brockville.
Can. Warren Axe and Tool Co., St. Catharines.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.

Babbitt Metal
Thos. Birkett & Son Co., Ltd., Ottawa.
Can. B. K. Morton Co., Montreal.
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal.
Hoyt Metal Co., Toronto.
Owl Metal Co., Ltd., Winnipeg.
Lewis Bros., Ltd., Montreal.
Tallman Brass & Metal Co., Hamilton

Barrel Liners
J. N. Warminton & Co., Montreal, Que.

Basins, China and Enamelled Iron
Empire Mfg. Co., London, Ont.

Batteries, Dry
Canadian National Carbon Co., Toronto.
Canada Dry Cells, Ltd., Winnipeg.
Great West Electric Co., Ltd., Winnipeg, Man.
Canadian General Electric Co., Toronto.
Dominion Battery Co., Ltd., Toronto, Ont.
Northern Electric Mfg. Co., Montreal.

Baths, Enamelled and Copper
Canada Metal Co., Toronto.
Empire Mfg. Co., London, Ont.

Bath Room Fixtures
Empire Mfg. Co., London, Ont.
Kinzinger, Bruce & Co., Ltd., Niagara Falls, Ont.
Newell Mfg. Co., Prescott, Ont.

Bends, Brass, Iron and Lead
Empire Mfg. Co., London, Ont.
Jas. Morrison Brass Mfg. Co., Toronto.

Bibbs, Basin and Bath Cocks, Compression
Empire Mfg. Co., London, Ont.
Jas. Morrison Brass Mfg. Co., Toronto.
United Brassfounders, Ltd., Manchester, Eng.

Bibbs, Basin and Bath Cocks, Fuller
Empire Mfg. Co., London, Ont.
Jas. Morrison Brass Mfg. Co., Toronto.
United Brassfounders, Ltd., Manchester, Eng.

Brass Goods
Stratford Brass Co., Ltd., Stratford, Ont.

Brass Castings and Goods
Booth-Coulter Co., Toronto.
Canada Metal Co., Toronto.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Empire Mfg. Co., London, Ont.
Jas. Morrison Mfg. Co., Toronto.
Tallman Brass & Metal Co., Hamilton.
United Brass Founders, Ltd., Manchester, Eng.
Williams Bros. & Piggott, Ltd., Birmingham, Eng.

Brass, Sheets and Rods
Booth-Coulter Co., Toronto.
Canada Metal Co., Toronto.
Empire Mfg. Co., London, Ont.
A. C. Leslie & Co., Montreal.
Tallman Brass & Metal Co., Hamilton.

Bevels
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Belting, Rubber
Can. Consolidated Rubber Co., Montreal, Que.
Dunlop Tire & Rubber Co., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Belting, Cotton
Dominion Belting Co., Hamilton, Can.

Blacksmiths' Supplies
D. Ackland & Son, Winnipeg.

Blankets, Saddle
Burlington Windsor Blanket Co., Ltd., Toronto.
Galt Robe Co., Galt, Ont.

Bolts and Nuts
Baines & Peckover, Toronto.
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
C. Kloepper, Limited, Toronto, Ont.
Lewis Bros., Ltd., Montreal.
London Bolt & Hinge Works, London, Ont.
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton.
Northern Bolt & Screw Co., Owen Sound.
Wilkinson & Kompass, Hamilton.

Boiler Tubes
Baines & Peckover, Toronto.

Boilers, Heating and Range
Empire Mfg. Co., London, Ont.

Bolts, Panic
Wm. Newman & Sons, Birmingham, Eng.

Bone Grinders
Toronto Lock Mfg. Co., Toronto.

Boxes, Wood
Canadian Wood Products Co., Toronto, Can.

Boot Calks and Tools
Steel Co. of Canada, Ltd., Hamilton.

Boring Bars
Pratt & Whitney Co., Ltd., Dundas.

Box Opening Tools
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Bale Ties
Beauchamp, J. E., Montreal.
Laidlaw Bale Tie Co., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

Bale Tie Buckles
J. N. Warminton & Co., Montreal, Que.

Barbed Wire
Banwell, Hoxie Wire Fence Co., Ltd., Hamilton.

Baskets
Walter Woods & Co., Hamilton.

Barn Door Hangers
Canada Steel Goods Co., Hamilton.
National Mfg. Co., Sterling, Ill.
Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Guelph, Ont.

Barrel Stands
Wakyte Mfg. Co., Winnipeg.

Balers, Steel
Climax Baler Co., Hamilton.
Spielmann Agencies, Montreal.

Bit, Braces
Caverhill, Learmont & Co., Montreal.
Russell, Jennings Mfg. Co., Chester, Conn.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Brackets, Shelf
Canada Steel Goods Co., Hamilton.
The Stanley Works, New Britain.

Box Strapping
J. E. Beauchamp & Co., Montreal.
The Stanley Works, New Britain, Conn.
J. N. Warminton & Co., Montreal, Que.

Blasting Supplies
Dupont Powder Co., Wilmington, Del.

Butter Molds
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Walter Woods & Co., Hamilton, Can.

Butter Workers
Beatty Bros., Ltd., Fergus, Ont.

Butts and Hinges
Canada Foundries & Forgings, Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Caverhill, Learmont & Co., Montreal.
Chicago Spring Butt Co., Chicago, Ill.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.

Burrs
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton.
Parmenter & Bullock, Gananoque.

Bread and Cake Makers
Thos. Davidson Mfg. Co., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.

Breast Drills
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.

Brushes and Brooms
Boeckh Bros. Co., Ltd., Toronto.
Meakins & Sons, Ltd., Hamilton.
Megantic Broom Co., Lake Megantic, Que.
T. S. Simms & Co., Ltd., St. John.
Walter Woods & Co., Hamilton.

Bits, Auger
Caverhill, Learmont & Co., Montreal.
Russell, Jennings Mfg. Co., Chester, Conn
North Bros. Mfg. Co., Philadelphia, Pa.
Wilkinson & Kompass, Hamilton.
Scythes, Ltd., Toronto.

Bits, Forstner
Progressive Mfg. Co., Torrington, Conn.

Bicycles
A. E. Bregent & Co., Montreal, Que.
Canada Cycle & Motor Co., Toronto.
Hyslop Bros., Ltd., Toronto.
Iver Johnson Arms & Cycle Works, Ltd., Fitchburg, Mass.

Canada Cycle & Motor Co., Ltd., Weston, Ont.

Builders' Hardware
J. Brais & Co., Cleveland, Ohio.
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Canada Steel Goods Co., Hamilton.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
National Hardware Co., Orillia, Ont.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.
Stratford Brass Co., Ltd., Stratford, Ont.
Toronto Lock Mfg. Co., Toronto.

Cabinet Hardware
Stratford Brass Co., Ltd., Stratford, Ont.

Calipers and Dividers
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Cans
A. R. Whittall Can Co., Montreal, Que.

Cans, Gasoline, Oil
Cannon Oiler Co., Keithsburg, Ill.

Canoes
Canadian Canoe Co., Peterboro, Ont.

Carriage Hardware
Stratford Brass Co., Ltd., Stratford, Ont.

Cartridges
Dominion Cartridge Co., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.

Cash Carriers
Gipe-Hazard Store Service Co., Toronto.

Casters
Faultless Caster Co., Evansville, Ind.
Canada Foundries & Forgings, Ltd., Brockville Ont.

HOUSE CLEANING TIME

Brighten Up!!

Housewives are getting busy with Spring cleaning. A little Paint, Varnish, Stain or Enamel is required to make things look bright. Blinds need a coat of Paint, also the verandah, front steps and probably the house itself. The paint they are sure of is what they want.

SWP

The Paint of highest quality, with a beautiful gloss, that is permanent and durable.

ARE YOU READY TO MEET THIS DEMAND?

A great many merchants will think this over, but the good, live ones will see that their stock carries a good supply of SWP and Sherwin-Williams other lines.

Our Big National Magazine and Newspaper Campaign will start in a few days, increasing the demand for S-W Products. Be prepared to get this business and the profits by having a good assortment of S-W Paints and Varnishes.

THE SHERWIN-WILLIAMS CO.
of Canada, Limited

PAINT, VARNISH & COLOR MAKERS
LINSEED OIL CRUSHERS
MONTREAL, TORONTO, WINNIPEG, VANCOUVER, LONDON, ENG.

If interested, tear out this page and keep with letters to be answered.

THE BUYERS' GUIDE

Carpet Sweepers
Bissell Carpet Sweeper Co., Niagara Falls, Ont.
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Walter Woods & Co., Hamilton.

Chains, Coil, Boom, Hammock, Tether, Dog.

Halter, Cow, Breast, Trace, Tire
McKinnon Chain Co., St. Catharines, Ont.
Reeder-Weekes Mfg. Co., Ltd., Hamilton, Ont.

Cable Carriers
Gipe-Hazard Store Service Co., Toronto.

Cement, Roofing
Geo. Reed & Co., Ltd., Montreal, Que.

Chisels, Cape, Cold, etc.
Brown-Boggs Co., Ltd., Hamilton.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
Buck Bros., Millbury, Mass.
Stanley Rule & Level Co., New Britain, Conn.
National Machinery & Supply Co., Hamilton.

Checking Floor Hinges
Chicago Spring Butt Co., Chicago, Ill.
Toronto Lock Mfg. Co., Toronto.

Chemical Closets
Wakyte Mfg. Co., Winnipeg, Man.

Chemical Specialties
Vol-Peek Mfg. Co., Montreal.

Chucks, Tap
Wells Bros. of Canada, Galt.

Churns, Hand and Power
Beatty Bros., Ltd., Fergus.
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Dowswell, Lees Co., Hamilton.
Faultless Caster Co., Evansville, Ind.
Landers, Frary & Clark, New Britain, Conn
Merchants Hardware Specialties, Ltd., Calgary, Alta.
Reliable Churn Co., Toronto, Can.
Walter Woods & Co., Hamilton.

Clocks
Western Clock Co., La Salle, Ill.

Clothes Racks
Walter Woods & Co., Hamilton.

Clamps
Can. Foundries & Forgings, Ltd., Brockville, Ont

Clippers
American Shearer Mfg. Co., Nashan, N.H.
Chicago Flexible Shaft Co., Chicago, Ill.

Closet Seats
Can. Foundries & Forgings, Ltd., Brockville, Ont

Clothes Dryers
Dowswell, Lees Co., Ltd., Hamilton, Can.

C
Canadian Woodenware Co., St. Thomas, Ont.

Coffee Percolators and Urns
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Landers, Frary & Clark, New Britain, Conn.

Corrugated Fasteners
J. E. Beauchamp, Montreal.
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

Collar Pads
American Pad & Textile Co., Chatham.

Cotton Gloves
American Pad & Textile Co., Chatham.

Coal Chutes
Toronto Lock Mfg. Co., Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Coal Hods
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

Cobblers' Sets
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Cookers, Steam
Louis McLain Co., Ltd., Winnipeg, Man.

Cookers, Fireless
Royal Fireless Cooker Co., Ottawa, Ont.

Concrete, Reinforcing Steel
Baines & Peckover, Toronto.

Conductor Pipe, Hooks, etc.
Metallic Roofing Co., Toronto and Winnipeg.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Winnipeg Ceiling & Roofing Co., Winnipeg.
Wheeler & Bain, Toronto.
Empire Mfg. Co., London, Ont.

Coping Saws
Thos. Birkett & Son Co., Ltd., Ottawa.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Cordage
Brantford Cordage Co., Brantford, Ont.
Consumers Cordage Co., Montreal.
Plymouth Cordage Co., Toronto.

Cooking Ware
Corning Glass Works, Corning, N.Y.

Crowbars
B. J. Coghlin & Co., Montreal.

Cultivators
J. E. Gilson Mfg. Co., Port Washington, Ill.
C. S. Noreross & Sons, Bushnell, Ill.

Cutlery
Bridgeport Hdwe. Mfg. Co., Bridgeport, Conn.
Geo. Butler & Co., Ltd., Sheffield, Eng.
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
James Hutton & Co., Montreal.
Canadian Wm. A. Rogers, Ltd., Toronto.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
Lewis Bros. Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Wm. Rogers Mfg. Co., Niagara Falls, Ont.
J. Wiss & Sons.

Cutters
Butterfield & Co., Inc., Rock Island, Que.
Trimont Mfg. Co., Roxbury (Boston, Mass.).

Cuspidors
Thos. Davidson Mfg. Co., Ltd., Montreal.

Dairy Pails
Thos. Davidson Mfg. Co., Ltd., Montreal.

Dampers, Stove Pipe
Canada Foundries & Forgings, Brockville.

Dampers, Fire Place
Toronto Lock Mfg. Co., Toronto.

Desks, School
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Dies, Stocks, Etc.
Butterfield & Co., Rock Island, Que.
Canadian Fairbanks-Morse Co., Montreal.
Pratt & Whitney Co., Ltd., Dundas, Ont.
Wells Bros. Co. of Canada, Galt.

Dish Washers
Home Helps Sales Co., Montreal.

Display Racks and Stands
Cameron & Cameron, Toronto.
National Mfg. Co., Sterling, Ill.

Doors, Metal
Metallic Roofing Co., Toronto and Winnipeg.

Doors, Screen
Kasement Skrene Dore Co., Toronto.

Door Bolts
Canada Steel Goods Co., Hamilton, Can.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.
Toronto Lock Mfg. Co., Toronto.

Door Checks
Canadian Yale & Towne, St. Catharines.
G. W. Mallory Co., Blenheim, Ont.
Wm. Newman & Sons, Birmingham, Eng.
Toronto Lock Mfg. Co., Toronto.

Door Hangers
Canada Steel Goods Co., Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.
National Mfg. Co., Sterling, Ill.
Toronto Lock Mfg. Co., Toronto.

Door Springs
Jas. Cartland & Son, Ltd., Birmingham, Eng.
G. W. Mallory, Blenheim, Ont.
Wm. Newman & Sons, Birmingham, Eng.

Door Pulls
Stratford Brass Co., Ltd., Stratford, Ont.

Draining Tools
Canadian Shovel & Tool Co., Hamilton, Can.

Drills, Breast
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.

Drill Chucks
Goodell-Pratt Co., Greenfield, Mass.

Drills, Blacksmiths'
Canada Foundries & Forgings, Brockville.

Drills
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Butterfield & Co., Inc., Rock Island, Que.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.
Wilkinson & Kompass, Hamilton, Ont.

Dry Colors
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
Ottawa Paint Works, Ottawa.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.
Martin-Senour Co., Ltd., Montreal.
McArthur Irwin, Montreal.

Dusters
Channell Chemical Co., Toronto.

Dynamite
Du Pont American Industries, Wilmington, Del.

Dry Cells
Canada Dry Cells, Ltd., Winnipeg.
Canadian National Carbon Co., Toronto.
Canadian H. W. Johns-Manville Co., Toronto.
Canadian General Electric Co., Ltd., Toronto.
Dominion Battery Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Spielmann Agencies, Ltd., Montreal, Que.

Eavetrough
Metallic Roofing Co., Toronto and Winnipeg.
Pedlar People, Limited, Oshawa.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Toronto Lock Mfg. Co., Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Egg Beaters
Louis McLain Co., Ltd., Winnipeg, Man.
Collette Mfg. Co., Collingwood.

Egg Cases
Walter Woods & Co., Hamilton.

Ejectors and Syphons
Jas. Morrison Brass Mfg. Co., Toronto.

Elbows
Thos. Davidson Mfg. Co., Ltd., Montreal.
Pedlar People, Ltd., Oshawa, Ont.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Electric Bells
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Electric Fans
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.
A. C. Gilbert Co., New Haven, Conn.

Electric Fixtures
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.
Tallman Brass & Metal Co., Hamilton.

Electric Grates
Great West Electric Co., Ltd., Winnipeg, Man.
Toronto Lock Mfg. Co., Toronto.

Electric Plates
Louis McLain Co., Ltd., Winnipeg, Man.

Electric Specialties
Benjamin Electric Co., Toronto.
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
Dominion Battery Co., Ltd., Toronto, Ont.
Factory Products Co., Toronto.
A. C. Gilbert Co., New Haven, Conn.
Great West Electric Co., Ltd., Winnipeg, Man.
Interstate Electric Novelty Co., Toronto.
Landers, Frary & Clark, New Britain, Conn.
National Electric Heating Co., Toronto.
Northern Electric Co., Ltd., Montreal.
Spielmann Agencies, Ltd., Montreal, Que.

Electrical Toys
A. C. Gilbert Co., New Haven, Conn.

Electro-plating
Toronto Lock Mfg. Co., Toronto.

Enamels
Boston Varnish Co., Everett Station, Boston, Mass.

Enamelled Ware
McClary Mfg. Co., London, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
E. T. Wright Co., Hamilton, Can.

Engines
Cushman Motor Works, Ltd., Winnipeg, Man.

Emery Glass and Papers
John Oakey & Sons, London, Eng.

Eveners
Gregg Mfg. Co., Ltd., Winnipeg, Man.
D. Auckland & Son, Ltd., Winnipeg, Man.

Expansion Tanks
Pease Foundry Co., Ltd., Toronto.

Explosives
Du Pont Powder Co., Wilmington, Del.

Escutcheon Pins
Parmenter & Bulloch Co., Ltd., Gananoque, Ont.

Extinguishers, Fire
Booth-Coulter Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal.

Fanlight Openers
Jas. Cartland & Son, Ltd., Birmingham, Eng.

Fanning Mills
Cushman Motor Works, Ltd., Winnipeg, Man.

Fasteners, Storm, Sash and Screen
National Mfg. Co., Sterling, Ill.
Stratford Brass Co., Ltd., Stratford, Ont.
The Stanley Works, New Britain, Conn.

Farm Lighting Outfits
Canadian General Electric Co., Ltd., Toronto.
Northern Electric Co., Montreal.

Faucets, Petroleum
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Feed Boxes
Canada Foundries & Forgings, Brockville.
Toronto Lock Mfg. Co., Toronto.

Feed Cookers
Wheeler & Bain, Toronto.
James Bros. Co., Perth.

Fencing and Gates
Banwell-Hoxie Wire Fence Co., Hamilton.
McGregor-Banwell Fence Co., Ltd., Walkerville.
Standard Tube & Fence Co., Woodstock.
Steel Co. of Canada, Ltd., Hamilton.

Ferrules, Brass, Iron and Lead
Empire Mfg. Co., London, Ont.

Fibre Ware
E. B. Eddy Co., Hull, Que.

Files
E. C. Atkins Co., Hamilton, Can.
G. & H. Barnett Co., Philadelphia.
Can. B. K. Morton Co., Montreal, Toronto.
Delta File Works, Philadelphia.
Henry Disston & Sons, Ltd., Philadelphia, Pa.
Nicholson File Co., Port Hope, Ont.
Plewes, Ltd., Winnipeg.
Port Hope File Mfg. Co., Port Hope, Ont.
Simonds Canada Saw Co., Montreal.
Wilkinson & Kompass, Hamilton.

Fillers
Boston Varnish Co., Everett Station, Boston, Mass.

Fire Arms
Colts Patent Fire Arms Mfg. Co., Hartford, Conn.
Johnson Iver Arms & Cycle Works, Fitchburg, Mass.

Fire Door Fittings
Taylor-Forbes Co., Guelph, Ont.
Toronto Lock Mfg. Co., Toronto.

Fire Department Supplies
Booth-Coulter Co., Toronto.
Canadian Consolidated Rubber Co., Montreal.
Dunlop Tire & Rubber Co., Toronto, Can.
Gutta Percha & Rubber, Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
Northern Electric Co., Montreal.

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THE BUYERS' GUIDE

Furnaces
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Flashlights, Electric
Canadian General Electric Co., Ltd., Toronto
Canadian National Carbon Co., Toronto.
Canada Dry Cells, Ltd., Winnipeg.
Dominion Battery Co., Ltd., Toronto, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
Metal Specialties Mfg. Co., Chicago.
Northern Electric Co., Montreal.
Spielmann Agencies, Montreal.

Flatware
Canadian Wm. A. Rogers, Toronto.
Oneida Community, Ltd., Oneida, N.Y.

Food Choppers
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Merchants Hardware Specialties, Ltd., Calgary, Alta.

Force Cups
Canadian Consolidated Rubber Co., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Funnels
Thos. Davidson Mfg. Co., Ltd., Montreal.

Fixtures, Store
Milbradt Mfg. Co., St. Louis, Mo.

Furnaces
Canada Foundries & Forgings, Brockville.
Enterprise Mfg. Co., Sackville, N.B.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.
Hall Zeyd Foundry Co. Ltd., Hespeler, Ont.
Merchants Hardware Specialties, Ltd., Calgary, Alta.

Fruit Jars
Dominion Glass Co., Ltd., Montreal.
Walter Woods & Co., Hamilton.

Furniture Polish
Canada Paint Co., Montreal.
Sherwin-Williams Co., Montreal.
Channell Chemical Co., Toronto.

Fuse Wire
Canada Metal Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Floor Stands
Jenkins Bros., Ltd., Montreal.

Floor Checks, Single or Double
Chicago Spring Butt Co., Chicago, Ill.
Toronto Lock Mfg. Co., Toronto.

Flint Cloths
John Oakey & Sons, London, Eng.

Galvanized Steel Sheets
Dominion Sheet Metal Co., Ltd., Hamilton.
A. C. Leslie & Co, Montreal
Pedlar People Ltd., Oshawa, Ont.
Wheeler & Bain, Toronto
Winnipeg Ceiling & Roofing Co , Winnipeg.

Garden Cultivators and Weeders
J. E. Gilson Co., Port Washington, Wis.
C. S. Norcross & Sons, Bushnell, Ill.
Erie Iron Works, St. Thomas, Ont.
Eureka Planter Co., Woodstock.

Garage Hardware
Allith Mfg. Co., Hamilton, Can.
Canada Steel Goods Co., Hamilton, Can.
National Mfg. Co., Sterling, Ill.
Richards Wilcox Canadian Co., London, Ont.
The Stanley Works, New Britain, Conn.

Garbage Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.
L. Samuels, Toronto.
Soren Bros., Toronto.

Galvanized Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.

Galvanizing
Thos. Davidson Mfg. Co., Ltd., Montreal.
Toronto Lock Mfg. Co., Toronto.

Galvanized Iron Cornices
Metallic Roofing Co., Toronto and Winnipeg.
Pedlar People Ltd., Oshawa, Ont.

Galvanized Pipe
Canada Metal Co., Ltd., Toronto.

Generators
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Glass Jars
Dominion Glass Co., Ltd., Montreal.

Gas Water Heaters
Empire Mfg. Co., London and Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.

Gasoline
Imperial Oil Co., Toronto.
Prairie City Oil Co., Winnipeg.

Gauges
L. S. Starrett Co., Athol, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Wells Bros. Co. of Canada, Galt.
Canadian Fairbanks-Morse Co., Ltd., Montreal.

Glassware
Leeks & Potts, Hamilton, Ont.

Glass, Window, Plate, Ornamental
Leeks & Potts, Hamilton, Can.
Toronto Plate Glass Importing Co., Toronto.
G. F. Stephens Co., Winnipeg.

Glue, Sheet and Ground
Canada Glue Co., Brantford, Ont.
R. C. Jamieson & Co., Montreal.
A. Ramsay & Son Co., Montreal.

Glass Cutters
Goodell-Pratt Co., Greenfield, Mass.

Glass Benders
Toronto Plate Glass Importing Co., Toronto.

Glaziers' Diamonds
Cushman Motor Works, Ltd., Winnipeg, Man.
A. Ramsay, Son & Co., Montreal, Que.
Sharrett & Newth, London, Eng.
A. Shaw & Son, London, Eng.

Gloves
Hamilton-Carhartt Co., Toronto.

Granaries, Portable, Metallic
Pedlar People Ltd., Oshawa, Ont.
Metallic Roofing Co., Toronto and Winnipeg.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Greases
Prairie City Oil Co., Ltd., Winnipeg, Man.

Grinders, Hand and Power
American Grinder Mfg. Co., Milwaukee, Wis.
The Carborundum Co., Niagara Falls, N.Y.
Merchants Hardware Specialties, Ltd., Calgary, Alta.

Grindstones
The Carborundum Co., Niagara Falls, N.Y.
Cleveland Stone Co., Cleveland, Ohio.

Grindstone Fixtures
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Grinding Wheels
American Grinder Mfg. Co., Milwaukee, Wis.
The Carborundum Co., Niagara Falls, N.Y.

Guns
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.
Harrington & Richardson Arms Co., Worcester, Mass.
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.

Gunsights
Marble Arms & Mfg. Co., Gladstone, Mich.

Hack Saws
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.
National Machinery & Supply Co., Hamilton.
Victor Saw Works, Ltd., Hamilton, Ont.

Hack Saw Blades
Diamond Saw & Stamping Wks., Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Henry Disston & Sons, Ltd., Toronto.
Victor Saw Works, Ltd., Hamilton, Ont.

Hack Saw Frames
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Briurt Hdwe. Mfg. Corp., Bridgeport, Conn.
Henry Disston & Sons, Ltd., Toronto.
Goodell-Pratt Co., Greenfield, Mass.
National Machinery & Supply Co., Hamilton.
L. S. Starrett Co., Athol, Mass.

Hack Saw Machines
Diamond Saw & Stamping Wks., Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Victor Saw Works, Hamilton.

Halters
G. L. Griffith Son, Stratford, Ont.
Johnson Halter Co., Sarnia, Ont.
R. R. Kinread, Winnipeg, Man.

Hammers
Canada Foundries & Forgings, Brockville.
Stanley Rule & Level Co., New Britain, Conn.

Hammocks
Galt Rope Co., Galt, Ont.

Hand Drills
Goodell-Pratt Co., Greenfield, Mass.

Handles
J. H. Steel Mfg. Co., St. Thomas, Ont.

Hand Pulls
North Bros. Mfg. Co., Philadelphia, Pa.

Hangers, Door
Allith Mfg. Co., Hamilton, Can.
Realty Bros., Ltd., Fergus.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton, Can.
Cushman Motor Work, Ltd., Winnipeg, Man.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
National Machinery & Supply Co., Hamilton.
National Mfg. Co., Sterling Ill.
F. E. Myers & Bro., Ashland, Ohio.
The Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Guelph, Ont.
Toronto Lock Mfg. Co., Toronto.

Hangers, Door and Track
Allith Mfg. Co., Hamilton, Can.
Realty Bros., Fergus, Ont.
Canada Steel Goods Co., Hamilton.
Cushman Motor Work, Ltd., Winnipeg, Man.
National Mfg. Co., Sterling Ill.

Hooks, Hat and Coat
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Hangers, Storm, Sash and Screen
National Mfg. Co., Sterling Ill.
The Stanley Works, New Britain, Conn.

Hand Taps
Wells Bros. Co. of Canada, Galt.

Handscrews
National Machinery & Supply Co., Hamilton.

Harness
Samuel Trees & Co., Toronto.

Hardware Specialties
Belleville Hardware Mfg. Co., Belleville, Ont.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Lyons & Marks, Toronto.
Louis McLain Co., Ltd., Winnipeg, Man.
Metal Specialties Mfg. Co., Chicago, Ill.
National Mfg. Co., Sterling Ill.
Stratford Brass Co., Ltd., Stratford, Ont.
Taylor-Forbes Co., Guelph, Ont.
Toronto Lock Mfg. Co., Toronto.

Hardware Fixtures
Duluth Show Case Co., Duluth, Minn.

Hardware Shelving
Duluth Show Case Co., Duluth, Minn.

Hardware Store Fittings
Stratford Brass Co., Ltd., Stratford, Ont.

Hatchets
Canada Foundries & Forgings, Ltd., Brockville, Ont.
Marble Arms & Mfg. Co., Gladstone, Mich.

Hasps
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton.
National Mfg. Co., Sterling Ill.

Headlights, Auto
Canadian Lamp & Stamping Co., Ford, Ont.

Heaters
Beauchamp, J. E., Montreal.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.

Hinges, Strap and Tee
Canada Steel Goods Co., Hamilton, Can.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
National Mfg. Co., Sterling, Ill.

Hinges, Adjustable Ball
Toronto Lock Mfg. Co., Toronto.

Hockey Sticks
J. H. Still Mfg. Co., St. Thomas.
St. Mary's Wood Specialty Co., St. Mary's, Ont.

Hoes
Ward & Payne, Sheffield, Eng.

Hoists
Manitoba Bridge & Iron Works, Ltd., Winnipeg.

Hones
American Hone Co., Winnipeg, Man.

Horse Singers
Collins Mfg. Co., Toronto.

Hones, Razor
The Carborundum Co., Niagara Falls, N.Y.

Horse Covers, Rubber
Canadian Consolidated Rubber Co., Montreal.

Horse Nails
C. Kloepper, Limited, Toronto, Ont.

Horse Shoes
D. Ackland & Son, Winnipeg.
C. Kloepper, Lumited, Toronto, Ont.
Steel Co. of Canada, Ltd., Hamilton.
Wilkinson & Kompass, Hamilton.

Hose, Fittings and Supplies
Canadian Consolidated Rubber Co., Montreal.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Empire Mfg. Co., London, Ont.
Lewis Bros., Ltd., Montreal.
Jas. Morrison Brass Mfg. Co., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Hollow Ware
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Ice Scrapers
James Bros. Co., Perth, Ont.

Ice Cream Freezers
Wm. Crane & Sons Co., Ltd., Newmarket, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.

Implement Repairs
D. Ackland & Son, Ltd., Winnipeg.

Incubators
Collins Mfg. Co., Toronto.
Cushman Motor Works, Ltd., Winnipeg, Man.

Indicators, Speed
H. Disston & Son, Ltd., Toronto.
L. S. Starrett Co., Athol, Mass.

Injectors, Automatic
Jas. Morrison Brass Mfg. Co., Toronto.

Instruments of Precision
L. S. Starrett Co., Athol, Mass.

Iron Enamels
Boston Varnish Co., Everett Station, Boston, Mass.

Iron Boards
J. E. Beauchamp & Co., Montreal.

Iron, Corrugated
Baines & Peckover, Toronto.
Canada Metal Co., Toronto.
Metallic Roofing Co., Toronto and Winnipeg.

Iron Handles
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Iron and Steel Bars
Baines & Peckover, Toronto.
Thos. Birkett & Son Co., Ltd., Ottawa.
Can. Rolling Mills Co., Ltd., Montreal, Que.
Caverhill, Learmont & Co., Montreal.
Dominion Iron & Steel Co., Sydney, N.S.
A. C. Leslie & Co., Ltd., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
Lewis Bros., Ltd., Montreal.
London Rolling Mills, London, Ont.
Manitoba Bridge & Iron Works, Winnipeg, Man.
Nova Scotia Steel Co., New Glasgow, N.S.
Toronto Lock Mfg. Co., Toronto.

Iron and Steel, Structural
Baines & Peckover, Toronto.

Irons
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Irons, Gas and Gasoline
Merchants Hardware Specialties, Ltd., Calgary, Alta.
National Stamping & Electric Works, Chicago.
Royal Iron Mfg. Co., Big Prairie, Ohio.

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Jack Planes
National Machinery & Supply Co., Hamilton.

Jack Screws
Canada Foundries & Forgings, Brockville, Ont.

Japans
Boston Varnish Co., Everett Station, Boston, Mass.

Kettles
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Keyhole Saws
Bridgeport Hardware Co., Bridgeport, Conn.

Kitchen Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.

Kitchen Ware, Transparent
Corning Glass Works, Corning, N.Y.

Knife Sharpeners
J. E. Beauchamp & Co., Montreal.

Knives, Pocket and Table
Geo. Butler & Co., Ltd., Sheffield, Eng.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
James Hutton & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Merchants Hardware Specialties, Ltd., Calgary, Alta.

Knives, Sportsmen's
Marble Arms & Mfg. Co., Gladstone, Mich.

Knives, Putty
Bridgeport Hardware Co., Bridgeport, Conn.

Ladders, Step, Extention, Store, etc.
Beatty Bros., Ltd., Fergus, Ont.
John Calander Mfg. Co., St. Paul, Minn.
Milbradt Mfg. Co., St. Louis, Mo.
Evan L. Reed Mfg. Co., Sterling, Ill.

Lath, Metallic
Baines & Peckover, Toronto.
Metallic Roofing Co., Toronto and Winnipeg.

Lamps, Nitrogen and Tungsten
Basters Jackson Co., Toronto.
The Canadian Laco-Philips Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Thurston & Taylor, Toronto.

Lamp Black
L. Martin Co., New York, N.Y.
A. Ramsay & Son Co., Montreal.
Wilkes-Martin-Wilckes Co., New York.

Lamp Chimneys
Walter Woods & Co., Hamilton.

Lamp Coloring and Frosting
Great West Electric Co., Ltd., Winnipeg, Man.
Spielmann Agencies, Ltd., Montreal.

Lamps, Bicycle and Automhobile
Dominion Battery Co., Ltd., Toronto, Ont.

Lamps, Lanterns, Electric, Hand
Canadian General Electric Co., Toronto.
Canadian National Carbon Co., Toronto.
Dominion Battery Co., Toronto.
Interstate Electric Novelty Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Spielmann Agencies, Montreal.

Lamps, Tungsten
Canadian Laco-Philips Co., Toronto.
Canadian Tungsten Lamp Co., Hamilton, Ont.

Lamps, Nitrogen
Canadian Laco-Philips Co., Toronto.
Canadian Tungsten Lamp Co., Ltd., Hamilton, Toronto, Montreal, Winnipeg.

Lamps and Lanterns, Gasoline and Kerosene
National Stamping & Electric Works, Chicago, Ill.
Powerlight Co., Winnipeg, Man.

Lanterns, Oil
Thos. Davidson Mfg. Co., Montreal.
Ontario Lantern & Lamp Co., Hamilton, Ont.
Schultz Mfg. Co., Hamilton, Can.
E. T. Wright Co., Hamilton, Ont.

Latches
Can. Foundries & Forgings, Ltd., Brockville, Ont.
National Mfg. Co., Sterling, Ill.

Laundry Tubs, Iron, Plate, Cement
Empire Mfg. Co., London, Ont.

Lawn Swings
J. E. Beauchamp & Co., Montreal.

Lawn Mowers
Canada Foundries & Forgings, Ltd., Brockville.
Clipper Lawn Mower Co., Dixon, Ill.
Milbradt Mfg. Co., Sterling, Ill.
Taylor-Forbes Co., Guelph, Ont.
S. P. Townsend & Co., Orange, N.J.

Lead, Black
John Oakey & Sons, London, Eng.

Leather Belting and Soles
Beardmore & Co., Toronto.

Lead, Sheets and Pipe
Canada Metal Co., Toronto.
Empire Mfg. Co., London, Ont.
Hoyt Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

Lead Traps and Bends
Canada Metal Co., Toronto.
Empire Mfg. Co., London and Toronto.
Hoyt Metal Co., Toronto.

Lace Leather
Wm. Taylor, Parry Sound, Ont.

Lead Washers
Canada Metal Co., Ltd., Toronto.

Lens
McKee Glass Co., Buffalo, N.Y.
Stopglare Co., Hamilton, Can.

Levels
H. Disston & Sons, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

Level Glasses
Stanley Rule & Level Co., New Britain, Conn.

Lines, Wire, Clothes
Walter Woods & Co., Hamilton.
Western Wire & Nail Co., London.

Linoleum Finishes
Boston Varnish Co., Everett Station, Boston, Mass.

Linseed Oil
Brandram-Henderson, Montreal.
Dominion Linseed Oil Co., Baden and Toronto
R. C. Jamieson & Co., Ltd., Montreal.
Prairie City Oil Co., Winnipeg, Man.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Ltd., Montreal.

Lumber Tools
Canadian Warren Axe & Tool Co., St. Catharines, Ont.
Thos. Pink & Co., Pembroke, Ont.

Mantles, Gas
Hamilton Gas Mantle Co., Hamilton, Can.

Marine Brass Work
Empire Mfg. Co., London, Ont.

Matches
E. B. Eddy Co., Hull, Que.

Mauls
Can. Foundries & Forgings, Ltd., Brockville, Ont

Meat Choppers
Landers, Frary & Clark, New Britain, Conn

Metal Boxes and Drawers
Cameron & Campbell, Toronto.

Metals, Expanded
Baines & Peckover, Toronto, Ont.

Metals, Expanded, Ingot, Sheet, Tubes, etc.
Atlas Metals & Alloys Co., Montreal.
Baines & Peckover, Toronto.
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
Tallman Brass & Metal Co., Hamilton, Can.
A. C. Leslie & Co., Montreal.
Empire Mfg. Co., London, Ont.

Metallic, Ceilings, Walls, Roofing, Skylights

Siding, Cornices, Ventilators, Valley Windows, Doors, etc.
Metallic Roofing Co., Toronto.
Pedlar People, Oshawa, Ont.
Winnipeg Ceiling & Roofing Co., Winnipeg

Menders, Utensils
Collette Mfg. Co., Collingwood.
H. Nagle Co., Montreal.

Meters
Canadian General Electric Co., Toronto.

Menders, Graniteware, Pot and Pan
Vol-Peck Mfg. Co., Montreal.

Micrometers
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.
Canadian Fairbanks-Morse Co., Ltd., Montreal

Milling Cutters
Pratt & Whitney Co., Ltd., Dundas.

Milk Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.

Mirrors
Leeks & Potts, Ltd., Hamilton, Ont.
Toronto Plate Glass Importing Co., Toronto.

Mitre Boxes
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn

Mitre Box Saws
H. Disston & Sons, Ltd., Toronto.

Molasses Gates
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Mops
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Motor Trucks
Ford Motor Co., Ford Ont.

Motors
Canadian General Electric Co., Ltd., Toronto.

Motor Cycles
Iver Johnson's Arms & Cycle Works, Fitchburg Mass.

Motor Generators
Canadian General Electric Co., Ltd., Toronto
Great West Electric Co., Ltd., Winnipeg, Man
Northern Electric Co., Montreal.

Nails, Wire
Canadian Tube & Iron Co., Ltd., Montreal.
Cavehill, Learmont & Co., Montreal.
Colonial Wire Mfg. Co., Ltd., Montreal.
H. S. Howland, Sons & Co., Toronto.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Lewis Bros., Ltd., Montreal.
Steel Co. of Canada, Ltd., Hamilton, Ont.
Parmenter & Bulloch, Gananoque, Ont.
Western Wire & Nail Co., London.

Nail Pullers
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn

Nails, Horse Shoe
Steel Co. of Canada, Ltd., Hamilton, Ont.

Neckyokes
Gregg Mfg. Co., Ltd., Winnipeg, Man.

Oil Cans
Cannon Oiler Co., Keithsburg, Ill.

Oil Cake and Meal
Dominion Linseed Oil Co., Toronto.

Oil, Coal
Imperial Oil Co., Toronto.

Oils, Cylinder
Prairie City Oil Co., Winnipeg, Man.

Oil Hole Covers
Canadian Winkley Co., Windsor.

Oil, Motor, Road, Harness, Neatsfoot, Separator and gas Engine
Prairie City Oil Co., Ltd., Winnipeg, Man.

Oil Stoves
Thos. Davidson Mfg. Co., Ltd., Montreal.

Oil Tanks and Pumps
S. F. Bowser & Co., Inc., Toronto, Can.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Oilers
Cannon Oiler Co., Keithsburg, Ill.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Orange Derinders
J. E. Beauchamp & Co., Montreal.

Ornamental Tile Roofings
Metallic Roofing Co., Toronto and Winnipeg.

Ornaments, Pressed Zinc
Metallic Roofing Co., Toronto and Winnipeg.

Ornamental Fence
Banwell Hoxie Wire Fence Co., Ltd., Hamilton.
McGregor, Banwell Fence Co., Ltd., Walkerville.

Ornamental Gates
McGregor, Banwell Fence Co., Ltd., Walkerville.

Packings
Consumers Cordage Co., Montreal.
Jenkins Bros., Ltd., Montreal.
Scythes, Ltd., Toronto.

Paint, Ready Mixed, Barn, Roof, Flat Wall, Concrete, Floor, Cement, Aluminum, Marine
Brandram-Henderson, Ltd., Montreal.
Canada Paint Co., Montreal.
R. C. Jamieson & Co., Montreal.
Imperial Varnish & Color Co., Toronto.
Lowe Bros, Ltd., Toronto.
Martin-Senour Co., Montreal.
McArthur-Irwin, Ltd.
The Ottawa Paint Works, Ottawa.
A. Ramsay & Son Co., Montreal.
Sanderson, Pearcy Co., Ltd., Toronto.
Standard Paint & Varnish Co., Ltd., Windsor, Ont.
Sherwin-Williams Co., Montreal.
G. F. Stephens Co., Winnipeg.
Benjamin Moore & Co., Toronto.

Paint Brushes
Boeckh Bros., Toronto.
Meakins & Sons, Hamilton.
T. S. Simms & Co., St. John, N.B.

Paint and Varnish Remover
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Martin-Senour Co., Ltd. Montreal.
Sherwin-Williams Co., Montreal.
A. Ramsay & Son Co., Montreal.

Paper Balers
Climax Baler Co., Hamilton.
Spielmann Agencies, Montreal.

Parcel Carriers
Gipe-Hazard Store Service Co., Montreal.

Paris Green
Canada Paint Co., Montreal.
McArthur Irwin, Montreal.
Sherwin-Williams Co., Montreal.

Paper Bags
Walter Woods & Co., Hamilton.

Paper, Wrapping
Walter Woods & Co., Hamilton.

Packing Rubber
Canadian Consolidated Rubber Co., Montreal.
Dunlop Tire & Rubber Co., Toronto.
Gutta Percha & Rubber Co., Ltd., Toronto.

Pads
D. Ackland & Sons, Winnipeg.

Pads for Horses
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto.

Pails
Thos. Davidson Mfg. Co., Ltd., Montreal.
Soren Bros., Toronto.

Pails, Wooden
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Perforated Sheet Metals
B. Greening Wire Co., Ltd., Hamilton.

Percolators, Coffee
Canadian General Eletric Co., Toronto.
Great West Electric Co., Ltd. Winnipeg, Man.
Landers, Frary & Clark, New Britain, Conn.
Northern Electric Co., Ltd., Montreal.

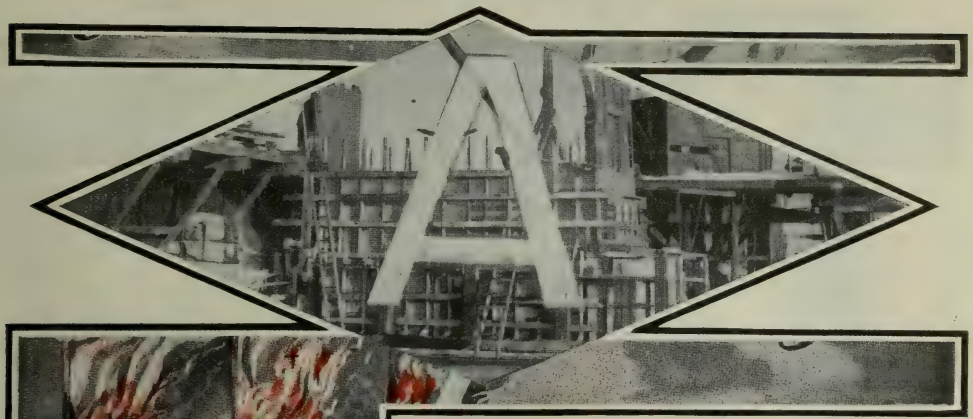
Pick Handles
J. H. Still Mfg. Co., St. Thomas, Ont.

Pickling Machines
Cushman Motor Works, Ltd., Winnipeg, Man.

Pistols
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.

Phospher Tin and Copper
Canada Metal Co., Ltd., Toronto.

Phonographs
Canadian Phonograph & Sapphire Disc Co., Winnipeg, Man.
Dominion Sewing Machine-Phonograph Co., Winnipeg



DIAMOND A BRAND
A
ASHDOWN'S GUARANTEE

Out of the Fire

Plans have already been completed for the replacing of our Saskatoon warehouse, which was completely destroyed by fire on March 10th. We intend to turn this evil circumstance to good account and to equip ourselves to serve our Saskatchewan customers better than ever.

A New Warehouse
twice the size of the old one

will be erected without delay. It will be of mill construction and protected against fire by a modern sprinkler system. When completed we will be in a position to give the best service in the Province.

In the meantime temporary premises have been acquired, and we have now a reasonably well-assorted stock of hardware in Saskatoon. Any shortages will be promptly filled by our Winnipeg house.

THE
J. H. Ashdown Hardware Co., Limited
SASKATOON
Winnipeg Calgary

NEW SAFETY STOVE PIPE

The lock that holds

No. 1—Costs same as ordinary pipe.
No. 2—Made in 6 and 7-inch sizes.
No. 3—Made of 29 gauge iron.
No. 4—Telescope pipe does away with half lengths.
No. 5—No wiring needed. Can't be pulled apart.
No. 6—Pipe is nested, saving freight rates and storage room in store.
No. 7—Eliminates all danger of pipe falling down; easy to put up; absolutely leak-proof; cannot come apart; locks automatically; good appearance.
No. 8—New patent lock effects saving on each pipe, making a saving of one length in every 12 of ordinary pipe.
No. 9—Can be used any place where ordinary pipe is used, or can be used along with ordinary pipe.
No. 10—Patented in Canada and the United States, and "Made in Canada" by Fairgreave & Son, Toronto.

When you sell the new Safety Stove Pipe, same price as ordinary pipe, you are assured of repeat business because your customer receives the latest in stove pipe construction, the pipe with which no trouble will be experienced in joining the pipes or in keeping them in place after they are put up. The automatic lock on each joint is so easily operated that even a child can put the pipe together. The screw joint which connects and holds the pipe together makes a strong, solid connection which eliminates all danger of the pipe falling down, and which also eliminates necessity of using stove pipe wire, ceiling hooks and the consequent loss of time and annoyance which accompany the erection of pipes that need supports of various kinds.

Retailers, clerks and customers save time where this line is handled, and above all, the customer receives a product which satisfies him and agreeably surprises him to such an extent that he will pass the "tip" about the new stove pipe on to his neighbor. Write for prices.

PATENAUDE & BERINI

Timmins, Ontario

Manufactured by Fairgreave & Sons, Toronto, Ontario

If interested, tear out this page and keep with letters to be answered.

BE PREPARED

TO SUPPLY YOUR CUSTOMERS' DEMANDS

For High Grade Bar Iron

Embargoes, freight congestion, war supplies and scarcity of raw materials are making it increasingly difficult to get goods through to our customers.
Wise dealers are ordering early and ordering larger quantities of

London Bar Iron

Experience has taught us how to produce qualities that will stand the test of the blacksmith's forge and

Will Satisfy Your Customers

Every detail in manufacturing is carefully supervised and the greatest care is exercised in the choice of materials for we take pride in producing a high grade article.

All wholesale dealers carry LONDON BAR IRON.

Manufactured in Canada by

London Rolling Mills Co., Ltd.

LONDON, CANADA

Sales Agents—Manitoba: Bissett & Webb, Ltd., Winnipeg.
British Columbia: McPherson & Teetzell, Vancouver.

SHARRATT & NEWTH'S

GLAZIERS' DIAMONDS are unequaled for cutting and wearing qualities.

To be obtained from Dealers in Glass, Hardware and Painters' Supplies

Agents: **A. RAMSAY & SON COMPANY, Montreal**

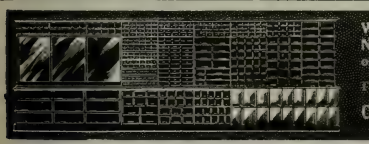
Glaziers' Diamonds

Our CELEBRATED HOLLOW CABLE CLOTHES LINE WIRE

Smoothest and most pliable made.

Wire Nails, Coiled Spring, Barb and Plain Fence Wire, Oiled and Annealed Wire Staples, Fence Hooks, etc.

THE WESTERN WIRE & NAIL CO., Limited, LONDON, ONT



Wall Cases, Shelving, Display Counters, Nail Bin Counters, Screw Cases—all kinds of Store Fittings.

The quality of our goods is top notch. Prices right.

CAMERON & CAMPBELL. Sole Manufacturers

Toronto, Canada

"Write for HARDWARE and METAL Electro Booklet"

"Delta" Files

—we'll help you sell them

TRADE MARK

DELTA

If the "Delta" Dealer never said a word about these good files but just kept handing them across his counter day by day he would gradually build up an enviable reputation for the quality of files he sells. But we believe in hurrying up that good reputation by telling our agents' customers facts about "Delta"—facts which interest file users and induce them to buy "Delta."

If you want to take on the "Delta" File Agency in your district we will help you make it the most profitable line in your stock. We'll help you interest all the big users of files and show you how to close them up.

This is a genuine plan we want you to try, so write and get full particulars.

DELTA FILE WORKS

PHILADELPHIA, PA.

CANADIAN AGENTS:

H. S. Howland, Sons & Co., Toronto; Starke, Seybold, Montreal; Wm. Stairs, Son & Morrow, Halifax; Merrick-Anderson Co., Winnipeg.

ALL LEADING JOBBERS.

If interested, tear out this page and keep with letters to be answered.

MANUFACTURERS SUPPLIES

Firms advertising in this department are particularly interested in supplying requirements of manufacturers, and solicit their inquiries.

Acme Waste Mfg. Co.

LIMITED

Cotton and Wool Waste Manufacturers

482 Wellington Street West, Toronto, Ont.
5 Queen Street, Montreal, Que.

Western Representatives:

P. A. C. McINTYRE & CO.
206 Scott Block, Winnipeg, Man.

Write to any one of these places when in need of waste.

C. KLOEPFER, LIMITED

Edward Halloran, Manager

44-50 Wellington Street East, TORONTO
And at Guelph

IRON and STEEL
HEAVY HARDWARE
AUTOMOBILE ACCESSORIES

ACME
PATENTED

This is the trade mark to look for in buying your Box Strapping, Corrugated Fasteners, Steel Mats, Running Board Mats, Clasp, Box Corners, Bed Fasteners

Acme Steel Goods Co. of Canada, Ltd.
MONTREAL

British Columbia, R. G. Bedlington & Co., Vancouver; Alberta and Saskatchewan, Frederic Sara & Co., Calgary; Manitoba, J. D. Macbeth, Winnipeg; Western Ontario, W. J. Grant, Toronto; Toronto City, Lynch & Manley, Toronto; Eastern Ontario, L. E. Adams, Toronto; Montreal City, J. M. Paquin, Montreal; Quebec City, Landry & Simard, Quebec; New Brunswick, St. John Sales Co., St. John; P. E. Island, Jas. D. Offer, Charlottetown; Newfoundland, Walter Clouston, St. John's.

Cleveland Grindstones

IT'S IN THE GRIT

GENUINE BEREA STONE from our famous quarries at Berea, Ohio, in Cuyahoga County has been the WORLD'S STANDARD for more than 65 years. You can get this quality only through us. Have your jobber order "Clevelands" for you to-day.

CLEVELAND TRADE MARK GRINDSTONES

Write for folder, "Selection and Care of a Grindstone."

THE CLEVELAND STONE COMPANY
1836 Euclid Ave., 8th Floor, CLEVELAND, O.
BISSETT & WEBB, LTD., Winnipeg.
Western Distributors.

WILKINSON & KOMPASS

TORONTO HAMILTON WINNIPEG

IRON AND STEEL
HEAVY HARDWARE
MILL SUPPLIES
AUTOMOBILE ACCESSORIES
WE SHIP PROMPTLY

LACE LEATHER

in

Sides, Backs and Cut;
Raw-Hide and Tanned

W. TAYLOR
TANNER
PARRY SOUND, ONT.

If interested, tear out this page and keep with letters to be answered.

Look for the full name

Russell Jennings

stamped on the round of our

Auger Bits

The original double twist auger bit, patented by Mr. Russell Jennings in 1855

Russell Jennings Mfg. Co.
CHESTER, CONN., U.S.A.

ELEY BROTHERS, LTD.

specialize in the manufacture of the following articles at the lowest prices:

SHAVING STICK CASES

OVAL AND ROUND TOPS
for Powder Tins, Cruets, Dredgers, etc.

METAL BOXES
for Dentifrice, Soap Tablets, etc.

FERRULES
for Walking Sticks, Whips, Bamboo Fittings, etc.

PENCIL FITTINGS
in any of the following metals: Brass, Copper, or White-metal (nickel or silver plated), Aluminium and Jewellers' Metal (Tombac.)

Eley Bros., Ltd. (Dept. 21) **Edmonton, London, N.**

JOSEPH RODGERS & SONS
SHEFFIELD, ENG. LIMITED

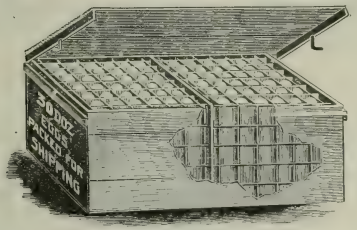
Avoid imitations of our
CUTLERY
By seeing that th exact mark is on each blade

REGISTERED TRADE MARK
GRANTED 1682.

SOLE AGENTS FOR CANADA

James Hutton & Company
MONTREAL

THE MILLER BROS. CO., LIMITED



Manufacturers of
White pulp egg case fillers and ext a flats in standard and extra large sizes for 12 and 30 dozen egg crates.
20-38 DOWD STREET, MONTREAL, CANADA

GLUE
IN PACKAGES

Put up in the way that best appeals to the people – that's **"Brantford" GLUE**

It's an all 'round glue and makes good profits for dealers.
In ¼, ½ and 1 lb. packages at your jobbers.

CANADA GLUE CO., Limited, Brantford, Ont.

Standard Tube & Fence Co.
LIMITED

Manufacturers of

Woven Wire Fencing for Farm and Ornamental purposes, Farm and Ornamental Gates, Steel Tube Fence Posts, and a full line of fencing materials,

also

Butted and Welded, sizes ⅜" to 2", 14 to 20 gauge.

WOODSTOCK ONTARIO

BOLTS

We have a large stock of high grade Carriage and Machine Bolts and Coach Screws and Rivets, Nuts and Washers. All orders filled and shipped promptly

London Bolt & Hinge Works
London Canada

Have this double check on all sales

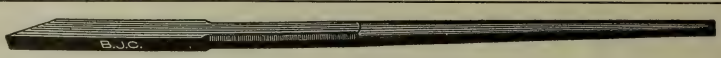
For the protection of your customers as well as for yourself there is nothing to equal a Cash Carrier. The system not only obviates running, but gives to salesmen more time for the selling of goods, and insures a double check against error from the fact that there are two persons in every transaction, each checking the other.

We have issued a four-page leaflet that tells crisply a good many facts about it. Will you write for one to-day?

GIPE-HAZARD STORE SERVICE CO., LTD.,
113 Sumach St., Toronto, Can.

If interested, tear out this page and keep with letters to be answered.

CROWBARS



No. 102-A—CHISEL POINT

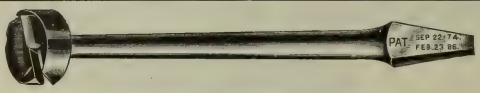
We offer you bars made of High Carbon Steel at the same price as you are buying the Mild Steel Bar elsewhere. Send us a trial order.

B. J. COGHLIN CO., LIMITED, Office and Factory: Ontario St. East, MONTREAL

TARRED FELT

SPECIFY DOMINION BRAND

J. H. McCOMB, LIMITED Manufacturers of all kinds of Building Paper, Pitch and Coal Tar **MONTREAL**



THE PROGRESSIVE MANUFACTURING CO.
Torrington, Conn., U.S.A.

FORSTNER BITS

bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTER. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability. Made for Brace—made for machine. Packed singly; packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Only through your jobber to-day.

COLONIAL WIRE MFG. CO., LIMITED

WORKS: LACHINE CANAL, MONTREAL

MANUFACTURERS OF

SMOOTH STEEL WIRES—Bright, annealed, oiled and annealed.

Tinned Mattress Wire, Broom Wire, Fine Wires—Plain and Galvanized

FENCE STAPLES—WIRE NAILS—WOOD SCREWS

PUMP RODS—Plain and Galvanized.

SELLING AGENTS:

CANADIAN TUBE & IRON CO., Limited, MONTREAL

The Peterboro Lock Mfg. Company, Limited

Peterboro, Canada

Established 1885

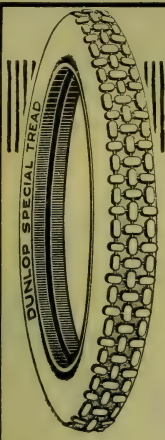
MANUFACTURERS OF

BUILDERS' HARDWARE

Ship Hardware, Saddlery Hardware, Padlocks, Door Checks, Brass and Iron Castings, Stampings and other Hardware Specialties.

Advertising makes for a better product—

Not only does advertising create a good impression regarding the product advertised but it **makes for a better product.** There are added responsibility and written-printed claims to substantiate.



DUNLOP TIRES

SEAL OF QUALITY

AUTOMOBILE

Are You Seriously in the Tire-Selling Business?

Every tire dealer in every part of Canada will find food for thought in our next sentence:—

"No other rubber company in Canada can compare with Dunlop in length of auto tire manufacture or experience in co-operating with the dealer for successful tire-selling."

Our auto tire business alone to-day is greater than our total business in all lines two years ago. That surely indicates two things:—

That we have obtained a good measure of the new business, and **retained a goodly measure of the old.**

We need not point out to you that the automobile is now a mammoth industry; but it is important that you realize that the first automobile tires ever made in Canada were made by us. The auto tire to-day, with all its perfection, is the enlargement or outcome of our original patented bicycle tire.

Because we were successfully manufacturing bicycle tires and other rubber products when the automobile first came, we feel we have been in closer touch with every angle of the industry than any other tire-maker. All the more reason, we should think, why every dealer should know all about the Dunlop Line and the Dunlop Plans. Our men are competent to talk to you about tire-selling, and they'll be perfectly frank with you, too.

DUNLOP TIRE & RUBBER GOODS CO., LIMITED

HEAD OFFICE AND FACTORIES: TORONTO

Branches: Victoria, Vancouver, Edmonton, Calgary, Saskatoon, Regina, Winnipeg, London, Hamilton, Toronto, Ottawa, Montreal, St. John, Halifax

Makers of High-Grade Tires for Automobiles, Motor Trucks, Bicycles, Motorcycles and Carriages; and High-grade Rubber Belting, Packing, Fire Hose and General Hose, Dredge Sleeves, Military Equipment, Mats, Tiling, Heels and Soles, Cements, Horse Shoe Pads and General Rubber Specialties.

If interested, tear out this page and keep with letters to be answered.

THE SPHINX MFG. CO.

Birmingham, England

Canadian Representative

W. T. EVANS

1684 St. Urbain St.

Montreal

De big old Sphinx, him made ob solid rock, so solid dat him nebber crumble up Sah!
But no more strong dan de little Sphinx Plug own make Steatite rock Sah!.

ANNOUNCING THE

H & R Self-Loading (Automatic) Pistol

Caliber .32 (7.65 M/M)

A hammerless pistol of the automatic type combining the desirable features of the various pistols now on the market and offering in the highest degree simplicity of construction, strength and reliability of mechanism, light weight and compactness.

A special circular describing this pistol, also a catalog of our complete line, will be mailed to any address on request.

LEADING HARDWARE AND SPORTING GOODS JOBBERS CAN SUPPLY.

HARRINGTON & RICHARDSON ARMS COMPANY

715 PARK AVENUE, WORCESTER, MASS., U.S.A.

If interested, tear out this page and keep with letters to be answered.

MICHELIN

No. 3

Michelin Tires Wear Longer Because They Contain More Rubber and Fabric

The durability of a tire depends primarily on two things: 1st, the **quality** of the rubber and fabric it contains, and, 2nd, the **quantity.**

Michelin's world-wide reputation for making only the best, and Michelin's unique experience as the world's oldest automobile tire maker are sufficient guarantees that only the best quality rubber and fabric are used in Michelin Tires.

As for the **quantity** of rubber and fabric, you can prove for yourself that Michelins contain more of these mileage-giving materials by weighing Michelin Tires in comparison with other makes.

You will find that Michelins weigh from 12 to 15 per cent. more than the average.

In 34 x 4 size, for example, nine popular non-skids weigh as follows:

Michelin	**26 lbs.**
Second Tire	**25 lbs.**
Third Tire	**22¼ lbs.**
Fourth Tire	**22 lbs.**
Fifth Tire	**21½ lbs.**
Sixth Tire	**21½ lbs.**
Seventh Tire	**21 lbs.**
Eighth Tire	**20 lbs.**
Ninth Tire	**18½ lbs.**

As is well known, the extra weight of Michelin Tires is not due to adulterants or useless wire in the beads. It is due to extra mileage-giving rubber and fabric.

If you want to sell a high quality and well-advertised tire that will give satisfaction to your customers, join the ranks of Michelin Dealers.

WRITE TO-DAY!

Michelin Tire Company
OF CANADA, LIMITED
782 St. Catherine Street, West,
MONTREAL, CANADA

Michelin Tires Weigh 12 to 15% More—

Why You Should Be A Michelin Dealer

Automobile Jacks and Pumps

Badger Jack

Now is the time to equip your Car with a reliable Jack and Pump. Every Motorist knows the necessity of these important Accessories as part of his emergency equipment for town driving or touring.

Insist that your Dealer supply you with a BADGER JACK or MAYO TIRE PUMP. Guaranteed to give perfect satisfaction.

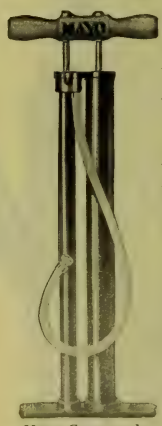
Badger Jr. Jack

"BADGER" JACK No. 5

is designed for heavy trucks. Drop forged pawls with steel reversing parts. The bearings are heavy, leverage great, makes lifting easy even when trucks are loaded to capacity. These Jacks are tested for strength and absolutely guaranteed.

"BADGER" JACK No. 3

is the most powerful and reliable one ton Jack made. No better workmanship or material can be put into such a handy and useful article. No complicated or loose fitting parts to get out of order. Short stroke makes lifting easy and rapid. Pawls automatically lock.



Mayo Compound

"Mayo" Auto Tire Pumps

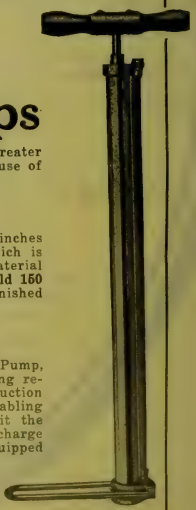
We recommend this line of PUMPS to Motorists because they offer a greater degree of efficiency at a minimum cost. The saving of manual labor in the use of "MAYO" PUMPS will surprise you.

"MAYO" COMPOUND TIRE PUMPS

A well made, handsomely finished 2-cylinder Pump, ⅞ inch barrel, 16 3/16 inches long; 1½ inch barrel, 17 inches long, made from 20 gauge steel tubing which is threaded into the base with a long thread. Washers are all of high grade material and oil treated. Special nonresisting, leak-proof leather check valve will hold 150 pounds air pressure. Rubber tubing 20" long three ply cloth inserted. Pump finished in black enamel. Weight 3½ lbs.

"E-Z QUICK" TIRE PUMPS

—the name tells the whole story. EASY because it is a small diameter Pump, therefore the piston area is reduced resulting in very much less effort being required to pump a high air pressure, and pump quickly. Very simple in construction and light in weight. Length over all 25½ inches. It has a 22-inch barrel, enabling the operator to take a long full stroke. Each full stroke carries with it the complete capacity of the barrel which has been supplied with a maximum charge of air. Rubber tubing is three ply cloth inserted, 22 inches long, and equipped with a perfect threaded connection for standard tire valves.



"E-Z-Quick"

Write our House nearest you for literature.

Northern Electric Company

LIMITED

MONTREAL	TORONTO	REGINA
HALIFAX	LONDON	CALGARY
OTTAWA	WINNIPEG	VANCOUVER

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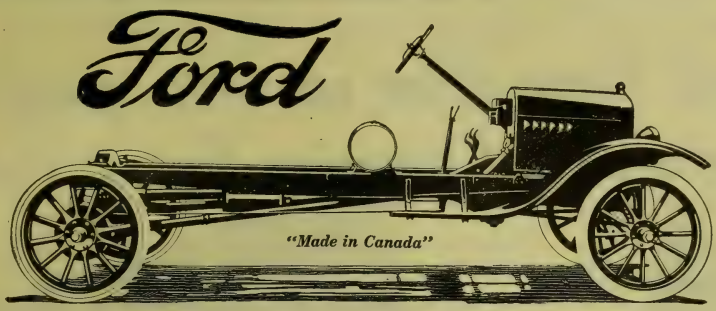


Deliveries by Ford One-Ton Truck

THE commercial car is looked upon today as a necessity by progressive business firms who have hauling and delivering problems to consider.

Wholesale or retail merchants who must deliver quantities of merchandise have found the horse-drawn delivery to be too slow, expensive, and entirely inadequate.

The Ford truck, with a single driver, will do more work and cover more ground than two teams and two drivers, for it travels in half the time. This truck will reduce your hauling costs. It eliminates one driver's salary and the care which horses always require. It will make your delivery service more efficient. It will widen your area of distribution. It will be constantly ready for work—day or night. It will show a profit on your investment.

There has been a popular demand for a Ford truck as is shown by the many uses, for commercial purposes, to which our standard chassis has been put. Now, after most careful designing and exacting tests, we are able to offer the Ford One-Ton truck to meet this demand.

The Ford truck is supplied as a chassis only. This permits the purchaser to mount any one of the many body styles specially designed for the Ford truck, and already on the market, and he can select it to meet the individual needs of his business.

Price $750 f.o.b. Ford, Ont.

See any Ford Dealer in Canada, or write for a catalog

Ford Motor Company of Canada, Limited
Ford, Ontario

Three of the many body styles that may be mounted on the Ford truck chassis

If interested, tear out this page and keep with letters to be answered.

Ford Cars offer an ever growing market for Champion Spark Plugs

CHAMPION "X"
for Ford Cars.
Price 75c.

The following is quoted from the instruction book in each Ford car: *"There is nothing to be gained by experimenting with different makes of plugs. The make of plugs with which Ford engines are equipped when they leave the factory are best adapted to the requirements of our motor."*

It is estimated that there are in use in Canada approximately 70,000 Ford cars.

This means a possibilty of 300,000 Spark Plug replacements every year in Fords alone, to say nothing of the replacements in Overlands, Maxwells, Studebakers and other cars that are factory equipped with Champions.

Of the 205,000 motor registrations in 1917, the great majority were equipped with

Champion

Dependable Spark Plugs

Champions offer to auto supply dealers greater sales possibilities than any other accessory.

Champions are being backed up with such a comprehensive campaign of advertising that they are more than half sold when the user reaches your store.

Champions are guaranteed to give "Absolute Satisfaction to the user or free repair or replacement will be made."

Champions are the spark plugs for you to push, not only because they are easiest to sell but because they offer an excellent margin of profit and bring customers to your store who are possible buyers of other goods you sell.

Order now from your jobber a supply of Champion "X" plugs for Fords and an assortment of the complete line of Champion plugs—you will then get the full benefit of Champion advertising.

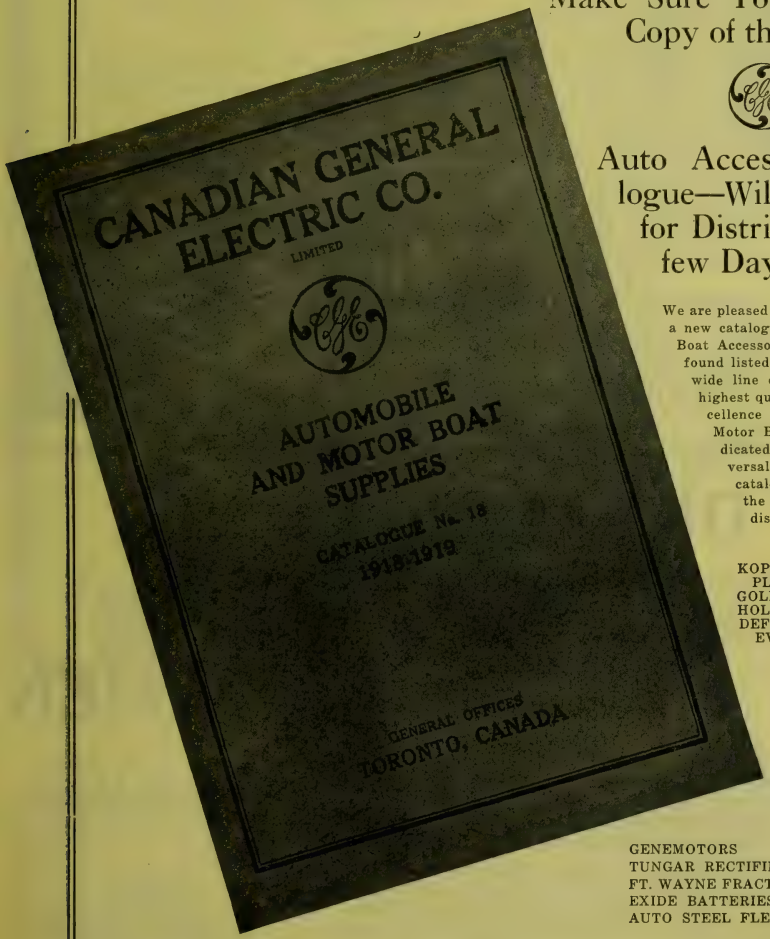
Champion Spark Plug Co. of Canada, Limited

WINDSOR, ONTARIO

If interested, tear out this page and keep with letters to be answered.

IS YOUR NAME ON OUR MAILING LIST ?

Make Sure You Receive Copy of the New



Auto Accessory Catalogue—Will be Ready for Distribution in a few Days.

We are pleased to present to the trade a new catalogue of Auto and Motor Boat Accessories, in which will be found listed and illustrated a very wide line of these goods of the highest quality. The general excellence of C.G.E. Auto and Motor Boat Accessories is indicated by the following universally known items in this catalogue for which we are the exclusive Canadian distributing agents:

KOPPER KING SPARK PLUGS
GOLIATH SPARK PLUGS
HOLOPHANE LENSES
DEFENDER LOCKS
EVERGOOD BUMPERS
GENEMOTORS
TUNGAR RECTIFIERS
FT. WAYNE FRACTIONAL H.P. MOTORS
EXIDE BATTERIES
AUTO STEEL FLEX

Our extensive business has been built up on the generally high quality of the goods offered to the Trade, and we invite you to avail yourself of the exceptional advantage of prompt and complete shipments from our widely distributed warehouse stocks of Auto and Motor Boat Accessories.

CANADIAN GENERAL ELECTRIC CO.

LIMITED

Offices: Toronto, Montreal, Halifax, Sydney, Ottawa, Cobalt, South Porcupine, London, Winnipeg, Calgary, Edmonton, Nelson, and Vancouver.

If interested, tear out this page and keep with letters to be answered.

No. 246

Why Don't You Increase Your Battery Business?

There's a ready sale for these two styles.

Number 146 North Star Multiple (6 volts), is the ideal battery for Ford Car Service. Can be stored on either side of the gasoline tank, underneath the front seat.

Number 246 North Star Multiple (6 volts), is especially designed to fit the battery box on farm Engines and Tractors.

The batteries are ready for immediate use, and all that is necessary is to connect wires to whatever devices they are intended to operate.

No loose connections,—less liable to short-circuit,—maximum life.

Also made in several other sizes to give various voltages and capacities.

Everybody can be suited. Your jobber will supply you quickly.

The Western Battery for the Western Need

Canada Dry Cells, Limited Winnipeg

No. 146

DEALERS GARAGEMEN REPAIRMEN

BAILEY BALL THRUST BEARINGS

will replace to the 1000th part of an inch, Thrust Washers (2528-9) at gear side of the differential. They have 18 Micro-Chrome Balls, and will not wear thin like the old-style washers. They create no friction, hence no wear, keep the gears in perfect mesh and make them run quietly.

B.B.T.'s are easier to sell than washers, because the mere explanation of the outstanding features of this bearing quickly convinces the car owner. No car owner wants washers after seeing a B.B.T. National advertising is creating splendid profits for dealers everywhere.

Share in this demand—be ready to fill it.
We guarantee them to you and the car owner.

GREAT WEST ELECTRIC CO.
LIMITED
WINNIPEG
Distributors for Laco Tungsten and Nitrogen Lamps

Vulcanizers?—Yes—

one of the leading accessories

You should offer your trade a complete line—the original and proven line.

Over a million motorists are using Adamson Vulcanizers with complete satisfaction. What's a better guarantee of reliability?

Adamson Vulcanizers are an exclusive line—no others like them. Moderate in price—simple in operation—convenient and dependable—they insure perfect repairs.

Why not sell the Adamson Line?—*"The Line of Least Resistance."*

Write your jobber for attractive dealers' discount.

Model "W"	$ 3.50
" "T"	2.50
" "M"	1.75
" "E"	1.50
" "S"	15.00

ADAMSON

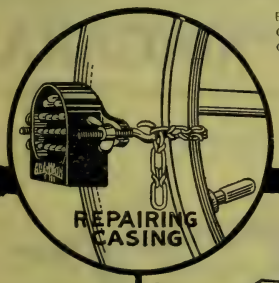
MODEL "E" 5 MINUTE Vulcanizer

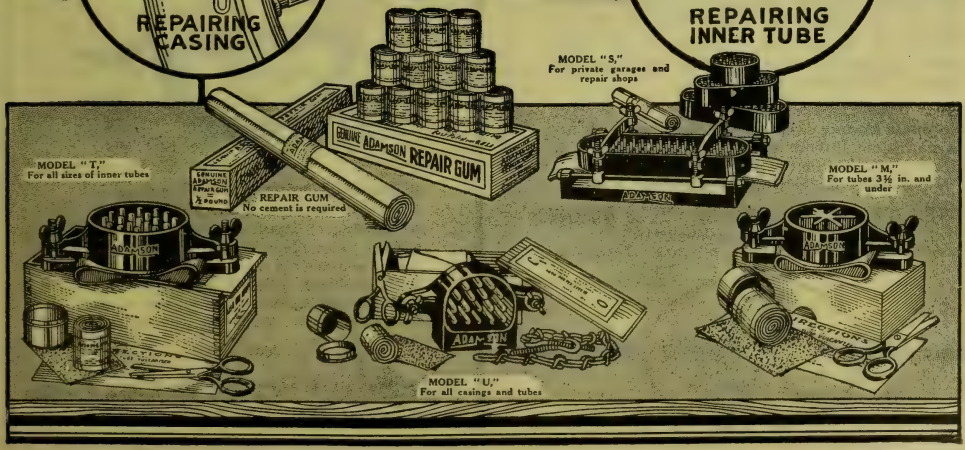
A light and handy outfit for the quick repair of tube punctures.

Model "E," mailing weight 1 lb., $1.50. Extra box of 12 patches 25c.

Repair Kit Rolls, each 25c, per doz.	$2.00
One-fourth Pound Rolls, each	.50
One-half Pound Rolls, each	1.00

ADAMSON MFG. CO.
HAMILTON, CAN.





IVER JOHNSON

Safety Automatic **REVOLVER**

The Easiest Selling Revolver in the World

Forty-seven years ago the man who wanted a small firearm went to a hardware store and asked the clerk "to show him some revolvers."

The clerk explained at length the merits of each. Perhaps the customer did or did not buy an Iver Johnson. If he did, he secured a revolver that was well made of honest materials.

How buying habits have changed since Grant was in the White House!

To-day thousands think "Hammer the Hammer" when they think revolvers. Others think the name Iver Johnson. Others think of just SAFETY. Taking the public into our confidence has made the *safest* revolver in the world the *easiest selling* revolver in the world

Iver Johnson Revolvers shoot *hard* but sell *easily* - - remember that!

War-time conditions keep the sale of Iver Johnson's going over the top. If you have not a complete line of Iver Johnson Revolvers in Regular, "Perfect" Rubber or "Western" Walnut grip order from your jobber to-day.

IVER JOHNSON'S ARMS AND CYCLE WORKS

330 River Street, Fitchburg, Mass.

New York, 99 Chambers St. San Francisco, 717 Market St.

The L. Martin Co. *Headquarters for*

GERMANTOWN LAMPBLACKS

IN

ENGLAND and AMERICA

Originators of Eagle, Old Standard, Globe and Pyramid Germantown Brands.

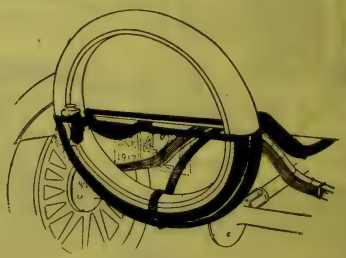
Suppliers of Bulk Blacks to the highest class Grinding Trade.

THE L. MARTIN CO.

Montreal, Toronto
Philadelphia New York
Winnipeg
London, Eng.

The "NIAGARA"

Rear Tire Carrier for FORD Cars



Quickly Attached, without drilling any holes.
Three Arm Support ensures rigidity.
No Chafing of Tires in Pressed Steel Basket.
Carries Demountable rim or plain tire.
Lock Furnished for safety.
Brilliant Finish in Baked Black Enamel.
Ample Clearance over the roughest roads.
Price $6.00. Write for particulars.

MANUFACTURED BY

Kinzinger Bruce & Co., Ltd.

Niagara Falls Canada

If interested, tear out this page and keep with letters to be answered.

HYSLOP AUTO-BIKE

A Popular Unconventional Model

To-day the bicycle is the most-talked-of thing in locomotive circles. The wave of bicycling enthusiasm that has been sweeping over the country is now carrying everything before it.

Thousands of people are waking up to the fact that the most **beneficial,** the most **convenient,** the most **economical,** the most **pleasurable** means of reaching any place quickly and safely is by using the bicycle.

The **BICYCLE WEEK** which is being inaugurated to-day (May 4th - 11th) will be international in character, and the publicity derived therefrom will doubtless result in winning tens of thousands of enthusiastic cyclists to the "two-wheeled" friend of man.

The wide-awake dealer will be alive to the opportunity now presented, and will make due preparation to supply the big demand for wheels.

The **HYSLOP BICYCLE** needs no introduction; it is one of the pioneers in Canada. For the past 29 years it has catered to the needs of all classes, and to-day the name of **HYSLOP** on a bicycle is a guarantee of **dependability.**

Seven different models equipped with the most modern improvements await your selection. Get into the habit of talking **"HYSLOP"** to your customers. The name sells the machine.

The hardware dealer will find our bicycle a splendid medium for increasing his business, and incidentally his profits.

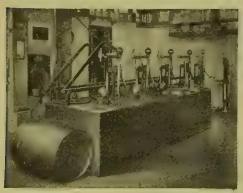
HYSLOP BROTHERS LIMITED

Shuter and Victoria Streets - Toronto, Ontario

If interested, tear out this page and keep with letters to be answered.

Study the Pictures

Loss—Danger—Inconvenience
Without the BOWSER.



Profit—Safety—Convenience
With the BOWSER.

No question about which is preferable

The two illustrations above are from actual photographs and vividly picture the advantages of a Bowser equipped oil room.

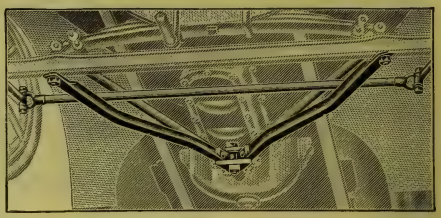
You can install this modern equipment and handle your paint oils with profit—safety—and convenience, and know that in the Bowser you get the best that money, expert workmanship and the experience of 32 years can produce.

Interesting literature will be sent on request. No obligation.

S. F. BOWSER & CO.
Incorporated
TORONTO, ONT.

Sales Offices In All Centres — Representatives Everywhere

BOWSER ESTABLISHED 1885
Paint Oil Storage Systems



Big Opportunity To Sell To Owners of Small Cars

SUB-RADIUS ROD.—A boon to small car owners. Prevents rods from breaking or bending and eliminates chance of accidents. Stops vibration. Simple, dependable, durable.

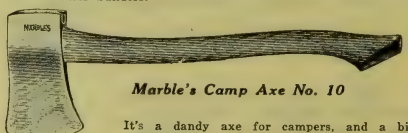
Rear Axle Truss.—Prevents rear axle housing from sagging or being thrown out of line. No extra fittings, no holes to drill, all ready to easily adjust.

These accessories are money makers. Write direct or see your jobber.

LINE & KIMBALL CO.
Manufacturers of Auto Accessories
Moose Jaw **Saskatchewan**

SURE SALES GETTERS

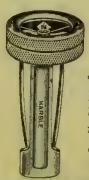
TRADE MARBLE'S MARK specialties are unusually popular among sportsmen and fishermen because of their quality and practicability. Stock them—display them—advertise them—they are real business builders.



Marble's Camp Axe No. 10

It's a dandy axe for campers, and a big seller. Light in weight—durable in quality—a typical Marble product. Blade, 3¾ x 5¼ in. Weight, 28 oz. Handle, 16 or 20 in. List price, $1.75; Sheath, 50c extra.

Marble's Hand Compass and Waterproof Matchbox



Two Marble specialties that are campers, fishermen, soldiers and sailors.

The compass ataches to coat or shirt—is absolutely reliable and can't be lost. List prices, $1 to $1.50.

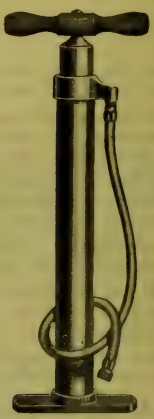
The matchbox holds a big supply of matches and is guaranteed waterproof. List price, 50c.

Trade supplied by jobbers. Right discount to dealers. Send for complete catalog.

Marble Arms & Mfg. Co.
5350 Delta Ave., *Gladstone, Mich.*

Tallman Double Action Pump

Easy on Your Back



Saves Your Tires

Tallman Brass & Metal Co.
HAMILTON, ONT.

If interested, tear out this page and keep with letters to be answered.

"We Make and Temper Our Own Steel"

SIMONDS

"The Saw Makers."

Steel used in Simonds Crescent Ground Cross-Cut Saws is made from a special quality of steel manufactured in our crucible steel mill and tempered by our own secret process. This steel gives the teeth a toughness and hardness which enables them to hold their sharp, keen cutting edge under long and severe usage. Write for Booklet.

SIMONDS CANADA SAW COMPANY, LIMITED,
St. Remi St. and Acorn Ave.,
MONTREAL, Que.
VANCOUVER, B.C. ST. JOHN, N.B.
S-1

The best way to build a big business is to sell goods that satisfy.

Simonds Crescent Ground Cross-Cut Saws

will build and keep your business big. Stock the Simonds Line.

Simonds Canada Saw Co.
Limited

MADE IN CANADA

BUFFALO OILS

These are a few of our most staple lines, so well and favorably known throughout Western Canada, and are sold only through reliable merchants.

HARNESS OIL
NEATSFOOT OIL

Special Cylinder Oil (for steam engines).
A Gas Engine Oil (for gasoline engines).
Tractorlene Oil (for oil burning engines).
Ideal Thresher's Machines Oil (for general use).
Automobile Oil and Transmission Greases.

PRAIRIE CITY OIL COMPANY, LIMITED, WINNIPEG

Agencies WANTED FOR ENGLAND

THE BRITISH ISLES OR THE WHOLE OF EUROPE

Manufacturers and Exporters desirous of selling goods in England, etc., please send catalogues and suggestions.

We sell goods on commission.

CRAVENS' PATENT LIMITED
CORPORATION STREET, MANCHESTER
ENGLAND

BIG

RESULTS
from small investments. Read Hardware & Metal's Want Ad. Page.

If interested, tear out this page and keep with letters to be answered.

TRADE MARKS

Any trade-mark shown on this page, when stamped on an article of hardware, is the manufacturer's personal "O.K.," guaranteeing the quality of the product.

BADGES

Drop a card for prices and particulars.

HAMILTON STAMP & STENCIL WORKS, LTD.
HAMILTON, ONT.

BLUE LABEL LAMPS

ALWAYS SATISFY
Made by
The Canadian Tungsten Lamp Co., Limited
Hamilton, Canada

FOOD CHOPPERS

Knives and plates made from wrought Swedish steel of finest quality. These choppers may be had tinned all over or enamelled white inside and japanned red outside. Stock carried.

F. W. LAMPLOUGH & CO.
Unity Bldg., Montreal

The PARMENTER BULLOCH CO., Ltd
GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

TRADE SAWYER MARK Registered
STITCHED CANVAS BELTS
"THE QUALITY BELT"
PLEWES LIMITED, Distributors, WINNIPEG

BEAR BRAND LAMP BLACKS

A Germantown of quality that gets big business
WILCKES, MARTIN, WILCKES CO.
135 WILLIAM ST. NEW YORK

CANADIAN CANOES

All Wood and Canvas Covered
Catalogue "H" on request
THE CANADIAN CANOE COMPANY LIMITED
216 RINK STREET PETERBOROUGH ONT.

"Climax" Paper Balers

Turn Waste Paper Into Money
FREE—10 DAYS' TRIAL.
12 sizes.
Made of Steel.
Reduces your fire risk.
Salesmen and Dealers Wanted.
CLIMAX BALER CO.
HAMILTON, ONT.

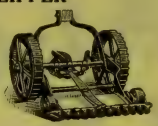
BATH ROOM FITTINGS

K NIAGARA
KINZINGER, BRUCE & CO., LIMITED
NIAGARA FALLS, CANADA
WHAT WE MAKE WE GUARANTEE

AUTO ACCESSORIES

THE CLIPPER

There are three things that destroy your lawn: Dandelions, Buck Plantain and Crab Grass. In one season the Clipper will drive them **all out.** All dealers should investigate selling possibilities. Drop us a line and we will send circular and prices.



CLIPPER LAWN MOWER CO. Dixon, Ill.

STERLING
Hack Saw Blades and Machines
Manufactured by
Diamond Saw & Stamping Works
BUFFALO, N.Y.

NORCROSS
Garden Cultivator-hoes
"Used the World Over"
Send for Catalog
C.S. Norcross & Sons, Bushnell, Ill.

Strong, Easy-Running Trucks

Made in all styles and sizes. Stocked for quick deliveries. Rubber tired if ordered. Made to order. Also hand trucks. Repairs supplied.

John Watson Mfg Co. Ltd.
Winnipeg

Make Your Own Paper Money

Paper you are burning or throwing away is worth money when baled. Left laying around, it is a nuisance and a danger. It can be turned into dollars with a

Prescott PAPER Baler

Strongest, simplest, most efficient and easiest to operate — Full particulars from
SPIELMANN AGENCIES RGD
65 St. Alexander St., Montreal
WRITE TO-DAY

PATENTS

PATENT YOUR IDEAS

Get list wanted by manufacturers and our "Reference Guide for Inventors." Send sketch for free report as to patentability. Patents secured or our fees returned.

Harold C. Shipman & Co., Patent Attys.
Central Chambers, Ottawa, Canada

ALLEN FLUX

Non Acid Soldering Flux

Send for our Circulars — they may solve that "hardest" problem.

L. B. Allen Co. Inc.
4525 North Lincoln St., Chicago, Ill.

Getting Results

A large firm in a Western Canada city recently advertised in Hardware and Metal Want Ad. Page for a man to fill a responsible position—result 21 replies. This indicates that the want ad. page is followed closely. The man YOU want to reach is reading this page.

WHEN WRITING TO ADVERTISERS KINDLY MENTION THIS PAPER

Wanted

SITUATIONS VACANT

WANTED BY WINNIPEG GLASS JOBBER—Man to learn the business with object of going on the road. Apply with full particulars as to former experience, if any, and what military classification. Apply Box 405, Hardware and Metal.

WANTED—TRAVELLER FOR TORONTO AND surrounding district to sell automatic screw machine products. Must have had experience. Apply with full particulars to Box 445, Hardware and Metal.

SITUATIONS WANTED

MARRIED MAN, AGE 32, WITH TWELVE years' hardware experience, desires position as manager or partner in a live business. Good references. Box 778, Hardware and Metal.

SUCCESSFUL SALESMAN, MARRIED MAN, 27 years old, catering to hardware trade east of Toronto to the Sydney's, desires connection with reliable concern. Have A1 connection and thorough knowledge of modern salesmanship. William Baldwin, 752 St. Valier St., Montreal, Que.

TRAVELLING SALESMAN, OVER TWENTY-five years on the road, with best connections in Quebec Province, wants side line, light samples. Write confidentially. T.R.T., 13½ Plateau St., Montreal.

COMMISSION SALES AGENT CALLING ON Montreal hardware trade, departmental stores, manufacturers, etc., can handle another good line for Montreal and some outside points. Address Box 900, Hardware and Metal, Montreal.

FOR SALE

AT $4.50 A DOZEN TO REDUCE OUR SURplus stock, a quantity of seven-inch galvanized stove pipe elbows, 3-piece, Wright pattern. W. H. Turnbull & Sons, Brantford.

CORNICE BRAKE NO. 7, BROWN & BOGGS, 8 ft. brake in good order, price, $60. Twelve dozen 5-in. galvanized smoke pipe elbows, $1.50 per dozen. Twelve dozen 6-in. angle smoke pipe elbows, $1.50 per dozen. 500 pounds 2-in. corrugated hinged conductor hooks, five cents per pound. Box 448, Hardware and Metal.

HARDWARE STOCK AND BUSINESS FOR sale in live town of 800. First-class farmers' trade. Hydro just coming in. Apply Box 360, Hardware and Metal.

FOR SALE—BUILDING AND HARDWARE stock in good live Saskatchewan village. Stock on hand about $6,000. Living rooms above. Good opportunity and terms for right man. Box 726, Hardware and Metal.

HARDWARE BUSINESS FOR SALE. STOCK about $25,000; right on the main street; buildings 25 x 120, two-story; owner retiring. Apply P.O. Box 275, Sudbury, Ont.

FOR SALE—HARDWARE BUSINESS IN TOronto, good stand and business. Stock and fixtures between four and five thousand dollars. New spring goods all in, stock can be reduced. Fine opening for plumber. Box 780, Hardware and Metal.

NUMBER 128 HECLA FURNACE, USED short time. Good as new. No. case. $75. D. G. Reid, Bothwell, Ont.

This page is the logical place for anyone in the Canadian hardware trade to place his "condensed" advertisements if he wants anything that can be supplied by any other Canadian hardwareman.

Do you want a clerk or store manager?

Do you want a position as clerk or travelling salesman?

Do you want a traveller?

Do you want to sell or exchange your business?

Do you want to buy a hardware business?

Do you want to buy or sell any store equipment?

If so, sit down now, and draft an advertisement for Hardware and Metal's "Wanted" page, setting forth just what you want, and stating your needs or qualifications.

Such an advertisement will automatically seek out for you, the only people you want to reach—those who are actively engaged in selling hardware, in Canada.

The cost?

Trifling! Two cents per word for first insertion and one cent per word for each subsequent insertion of the same advertisement. Each figure is counted as a word, and a charge of 5 cents extra per insertion is made when Box Number is required. In this way the advertiser's name is kept confidential.

Copy for Condensed Advertisements should reach the Toronto office of Hardware and Metal not later than Thursday morning to catch the current week's issue. In order to save unnecessary correspondence and bookkeeping, please remit with copy, preferably by money order.

MISCELLANEOUS

WAREHOUSE AND FACTORY **HEATING** systems. Taylor-Forbes Company, Ltd. Supplied by the trade throughout Canada (tf)

ADDING TYPEWRITER WRITE, ADD OR subtract in one operation. Elliott Fisher, Limited, Room 314 Stair Building, Toronto.

DOUBLE YOUR FLOOR SPACE—BY INstalling an Otis-Fensom hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only $70. Write for catalogue "B," Otis-Fensom Elevator Co., Toronto.

GOOD STENOGRAPHERS ARE WHAT EVERY employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

FIFTY DOLLARS TIED UP IN OLD FIXtures that you are no longer using would make a lot of money for you if invested in stock and turned over three or four times a year. Get your money out, by selling the fixtures to one of Hardware and Metal's readers who may be looking for exactly what you have to offer.

THE SUREST WAY FOR THE MANUFACturers' agent to connect with good live firms, is to tell the manufacturers who read Hardware and Metal, all about his ability to sell their goods. Try an advertisement on the Condensed Ad. Page of Hardware and Metal, under this heading.

Your Ad In This Paper

will get the attention of the busy men. They find here what they want, and they use it as a catalogue when they are in need. Will they see your ad?

NOTICE

TENDERS will be received by the undersigned for the hereinafter mentioned property, up till 12 o'clock noon, May the 10th, 1918.

Parcel No. One.—The hardware business formerly carried on by Wm. F. Mickus, Esq., insolvent, at Preston, Ontario. The stock is well assorted and the location is central.

Parcel No. Two.—The land and premises situate on the south side of King Street between Wellington and Argyle Streets, having a frontage on King Street of forty feet and a depth of one hundred and sixty-five feet, being the premises known as the Mickus Hardware Store. The store is of brick veneer, is central and an ideal business location.

The highest nor any tender not necessarily accepted.

Terms.—For the stock in trade, cash. For the real estate, terms to be agreed upon.

H. C. EDGAR, Esq.,
Assignee of the Wm. F. Mickus Estate.
Preston, Ont.

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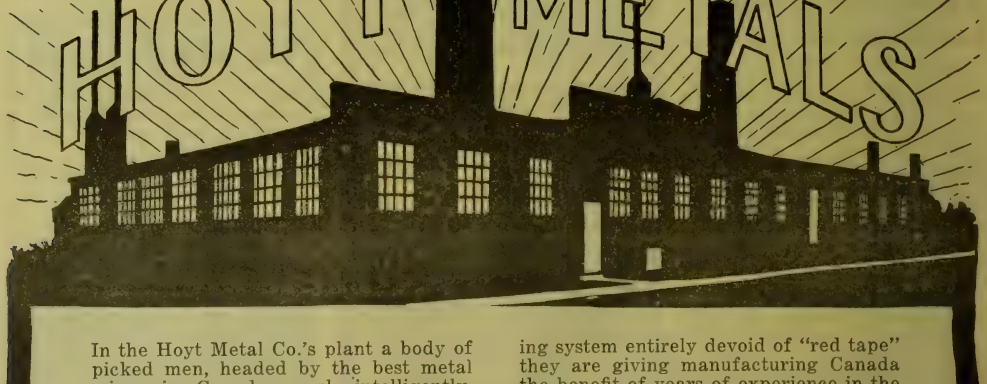

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The Garden Hose That Doesn't Kink

A MOULDED, CORRUGATED HOSE OF EXTRAORDINARY STRENGTH, MADE IN LENGTHS OF ABOUT 500 FEET.

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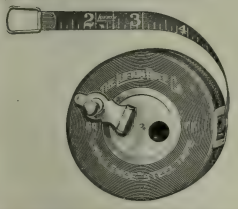

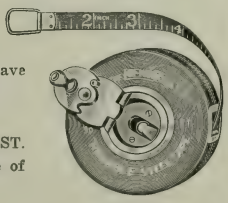

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Talk Number One Hundred and Thirty-Three

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HAMILTON, CANADA

Let us Put Your Name on Our Mailing List—Now

Monthly Stock List

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Iron
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Order Your Boiler Tubes Now

IRON AND MILD STEEL— ROUND, SQUARE, FLAT AND TWISTED

The
Manitoba Steel & Iron Co.,
Limited
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HARDWARE AND METAL

Vol. XXX
No. 19

PUBLISHED EVERY SATURDAY SINCE 1888

THE MACLEAN PUBLISHING COMPANY, LIMITED

PUBLICATION OFFICE: TORONTO, CANADA

May 11
1918

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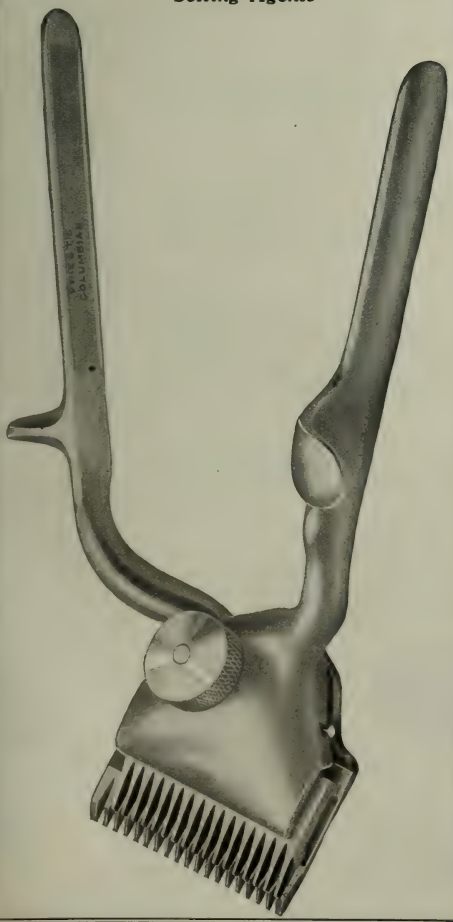

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Highest Grade Materials—Expert Workmen—Quality absolutely guaranteed.

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Padlocks

Door Closers

Night Latches

Builders' Hardware

The Yale line is an easy selling line. The prestige and high quality of Yale Products make them a reputation-builder and profit-creator for the dealer who stocks them.

The name "Yale" helps make the sale.

Canadian Yale & Towne, Limited, St. Catharines, Ont.

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UNIVERSAL
BREAD MAKER

Saves Wheat

It makes better bread than the baker at less cost. Whole wheat, rye and graham bread may be made with the same ease as white bread.

Show women the savings accomplished by using the UNIVERSAL Bread Maker and you will sell a device that will stay sold, sell more and **MAKE MONEY FOR YOU.**

Write for special window trim and sales helps

Landers, Frary & Clark
NEW BRITAIN, CONN.

Canadian Representatives:
A. MACFARLANE & CO., Montreal.

Four Sizes:

$2.00
TO
$3.50

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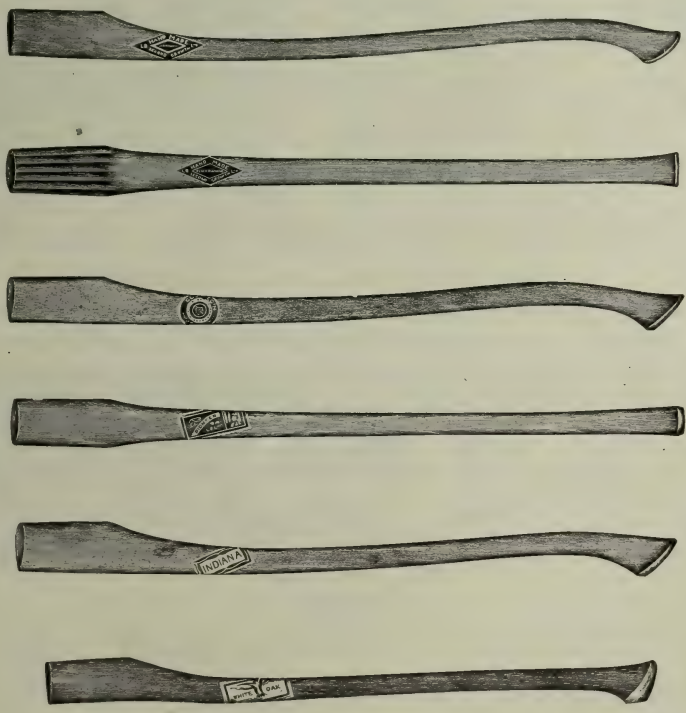
This line will not be called for in a large way for several months. But it is a wise merchant who buys his supplies when he gets the opportunity. We are now accepting orders for fall shipment. We carry all grades and all popular shapes.



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LEWIS BROS., LIMITED, MONTREAL

EVERYTHING IN HARDWARE
RAILWAY CONTRACTORS' and PLUMBERS' SUPPLIES
SPORTING GOODS, CUTLERY, PREPARED ROOFING, PAINTS and GLASS

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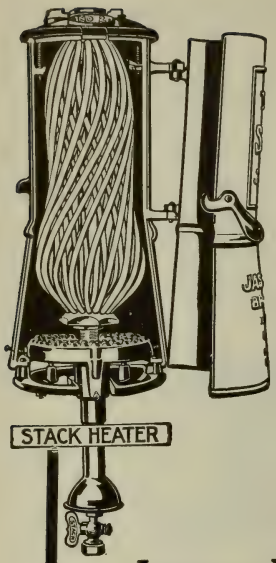

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KEYSTONE quality is worth more when resistance to rust is the influencing factor. Increased service is assured from Keystone Copper Steel Sheet and Tin Mill Products.

The copper-steel alloy was awarded the Grand Prize (highest award) at San Francisco Exposition for general excellence and greatest merit.

B. & S. H. THOMPSON & COMPANY, LIMITED

MONTREAL TORONTO NEW GLASGOW, N.S.

Sales Agents for Eastern Canada:

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National No. 805 Sliding and Swinging Garage Door Set

Just a Push—and the Doors are Open

This is an exceptionally easy working Garage Door Set —a push and the doors are open; a pull and they are closed. There is absolutely no binding or friction.

When closed, doors fit snugly, swinging into the jamb against stops. Doors are perfectly weather-tight and as they open inwards snow and ice cannot interfere with opening and closing.

When open, doors fold and slide against wall, occupying a minimum of space in the garage. One door is so hung as to open independently, giving free access to garage at all times.

Set No. 805 includes No. 29 Latch, 1 Swivel Hanger, 6-foot Braced Rail, 4½ pair 4x4 Jap. No. 505 T.P. Butts, 1 No. 820 Chain Bolt, 1 No. 830 Foot Bolt, 1 No. 5 Pull, 1 4½ inch No. 30 Safety Hasp, all necessary bolts and screws.

NATIONAL MANUFACTURING COMPANY

STERLING, ILLINOIS

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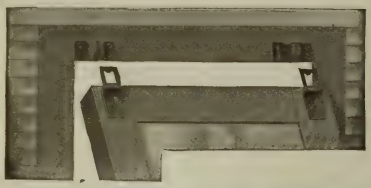
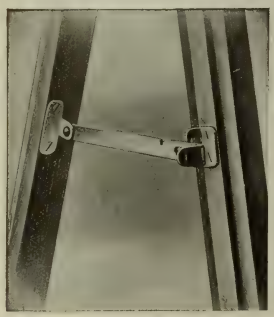


No. 1717. Applied to window, holds the sash secure and prevents rattling.

Every Home A Prospect

No other way of hanging screen or storm sash can compare with the Peerless method which permits hanging the sash easily and quickly from the inside of the building.

Every home owner you show and explain its special features to is a possible customer.



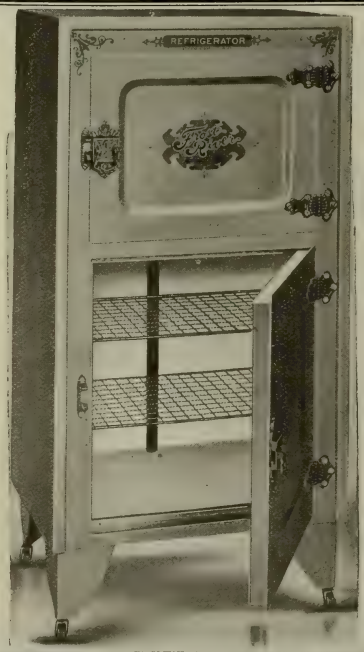
No. 1719. Applied to window, holds sash open, and when closed is self-locking.

For Peerless Window Hangers and Fasteners

They are easy to put up—no trouble to operate and generally satisfactory and economical. Made of wrought steel, japanned or galvanized, to prevent rust, and packed with screws.

Canada Steel Goods Co., Ltd.

HAMILTON, CANADA



Davidson's Well Known FROST RIVER

Refrigerator shown herewith

Made entirely of Sheet Steel Galvanized

The exterior is Japanned French Grey, beautifully finished with neatly decorated panels and corner scrolls.

The Food Chamber is coated with white enamel, thoroughly hardened and baked on in an oven of high temperature.

All inside parts are removable for cleaning purposes.

The drip pipe for the waste water has been carried outside the body, and does not run through the Food Chamber—as usual in other refrigerators.

Made in three sizes, the largest with double doors.

NOW is the time to get your Orders in for these goods and ensure prompt shipment.

The Thos. Davidson Mfg. Co.

LIMITED

Toronto **Montreal** **Winnipeg**

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Select Starrett Hack Saws by the Chart

Starrett Hack Saw Chart

MATERIAL TO BE CUT	NO. OF BLADE FOR HAND FRAME		NO OF BLADE FOR POWER MACHINE			
	All Hard	Flexible or Soft Back	Light Machine	Medium Machine	Heavy Machine	Extra Heavy Machine
Light Angles, Light Channels, Light Tee Iron, Light Ornamental	102	252	115	262		
Heavy Angles, Heavy Channels, Heavy Tee Iron	103, 112	250	115-B	255		
Light Structural	112-B			255	264	256
Heavy Structural	112-B			255-B	264-B	256-B
Iron Pipe, Conduit Pipe, Brass Pipe	102	252	115	262	259	
Solid Stock, Cold Rolled, Machine Steel	103-B, 112-B	250, 250-B	114	255-, 255-C		-B
Tool Steel, Cast Iron	103, 112		114	255	254	
Brass	103, 112		115	262		
Sheet Metal Less than 18 gage	253	258				
Sheet Metal Over 18 gage	102	252				

Numbers above are those given in the catalog and on the boxes co

THE L. S. STARRETT CO., ATHOL, MA

THE WORLD'S GREATEST TOOL AND HACK SAW MAK

Send for one—free

Ask the Starrett chart—*It knows*

YOU can rely on the chart to tell just the blade that will cut quickest and last longest on any job.

Send for chart MA

The L. S. Starrett Company

The World's Greatest Toolmakers
Manufacturers of Hack Saws Unexcelled

Athol, Mass.

NEW YORK LONDON CHICAGO

42-779

"THE RIGHT IS MORE PRECIOUS THAN PEACE"

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"YANKEE" TOOLS

PUSH DRILL No. 44

Saves Time at Every Turn

Here you have a rapid fire drill, with adjustable tension for hard or soft woods and the 8 different size Drill Points furnished with it.

A turn of the cap does the trick that saves time, labor and Drill Points. This drill is about as valuable to the average mechanic as any "Yankee" Tool we make. Built for hard service.

Your Jobber Can Supply

NORTH BROS. MFG. CO.
PHILADELPHIA, PA.

When in need of

Wrapping Paper
Twines & Cordage

Brooms Brushes Baskets

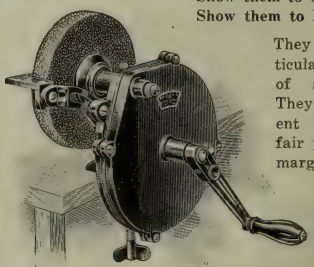
Grocers' Sundries

Walter Woods & Co.
Hamilton and Winnipeg

Now is the time for Canadian dealers to display in windows and stores

"AMERICAN SELF-OILING GRINDERS"

Show them to MACHINISTS
Show them to CARPENTERS
Show them to GARAGE MEN
Show them to FARMERS



They will appeal particularly to the needs of above classes. They come in different sizes — sell at fair prices—at good margin of profit.

Sold and catalogued by Leading Jobbers.

Manufactured by

American Grinder Mfg. Co. - Milwaukee, Wis.

Western Agents:—Merchants Hardware Specialties Co., Calgary, Alta. Eastern Agents:—John H. Graham Co., 113 Chambers St., New York City. Winnipeg and Manitoba Agent:—D. Philip, 138 Portage Ave., East Winnipeg, Man.

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USED THE WORLD OVER

SATISFACTION

Atlas Babbitts

MADE IN CANADA

AMACOL TENAXAS TIN-TOUGHENED MASCOT ATLAS W. E. W. BABBITT

In recommending this line of babbitts to your customers

A WORLD-WIDE REPUTATION FOR UNIFORMITY AND RELIABILITY STANDS BEHIND YOU

PRESSURE AND SPEED DEFIED
Large Stocks

THEY MAKE GOOD EVERYWHERE
Prompt Shipment

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Office: 49 Common Street, Montreal Works: Riverside Street, Montreal

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PANAMA PACIFIC INTERNATIONAL EXPOSITION SAN FRANCISCO 1915

MEDAL OF HONOR

DEPARTMENT OF MANUFACTURES AND VARIED INDUSTRIES

CHIEF

TRIMO TOOLS

Nut with Nut Guards

BE sure to ask for the Trimo Wrenches, both Pipe and Monkey. They are equipped with Nut Guards that prevent the accidental turning of the adjusting nut in close quarters, and with Steel Frames in the principal size that will not break.

SEND FOR CATALOG NO. 55.

TRIMONT MFG. CO.

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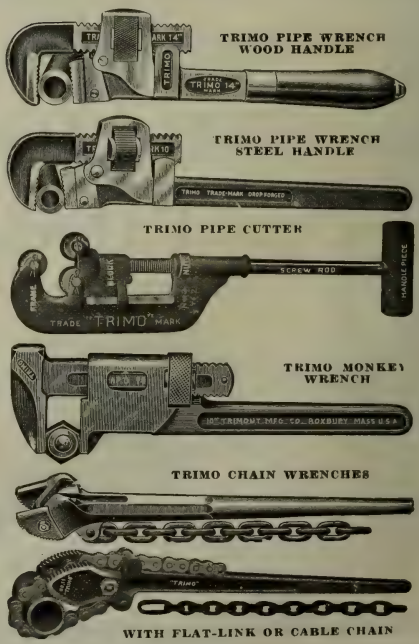
U.S.A.



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Why You Should Be A Michelin Dealer

No. 4

You Can Show Your Customers Why Michelin Tires Wear Longer

It is easy enough to **claim** that a tire will give extra mileage, but the Michelin Universal possesses a unique advantage in that you can actually point to certain features of its construction, which, even to the novice, must prove its extra durability.

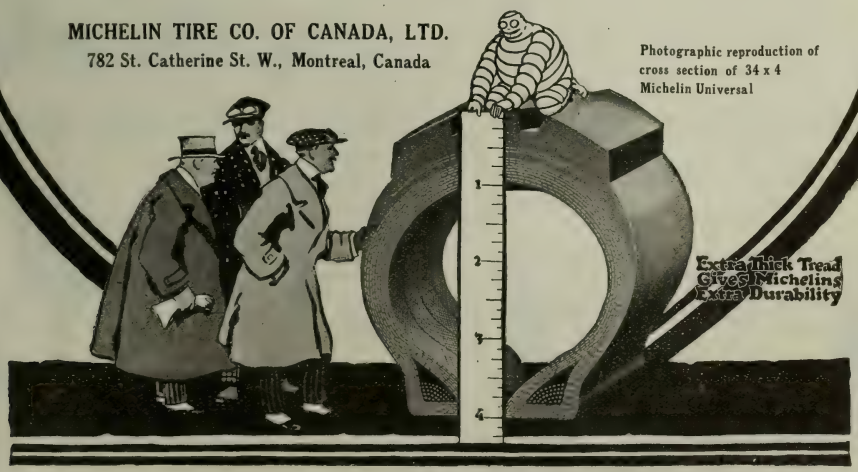
You need not stop at explaining Michelin's unequalled experience as the world's oldest tire maker, but you can go on to show your customers that Michelin Tires contain more rubber and fabric as is proved by their extra weight and by the extra thickness of their cross sections.

Michelin Dealers are provided with actual cross sections of the tire to show its remarkable tread-thickness. The 34 x 4 section, for instance, contains rubber and fabric practically a whole inch thick.

When a motorist buys a Michelin he does not wonder what he is getting. He *knows*. For the Michelin dealer can show him conclusively why Michelins are better.

WRITE TODAY FOR MICHELIN'S DEALER PROPOSITION

MICHELIN TIRE CO. OF CANADA, LTD.
782 St. Catherine St. W., Montreal, Canada



Photographic reproduction of cross section of 34 x 4 Michelin Universal

MICHELIN

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The "Feel" of a Good File

Did you ever watch a really capable mechanic test a file? He has a way of passing a sensitive thumb over its teeth. Instinctively, unfailingly, he thereby determines whether it is fit for use.

This man always chooses *"Famous Five."* He never buys blindly. He can *"feel"* that a *"Famous Five"* is right. He can feel its sharp, keen-cutting teeth, arranged in rows of perfect uniformity. There is no doubt in his mind. He buys *"Famous Five."* He makes sure of satisfaction.

To get this trade and satisfy him specify *"Famous Five"* Files when ordering from your jobbers.

STONEWARE

Crocks, Churns, Meat Tubs, etc. The ideal container for Eggs, Butter, Pickled Meats and all foodstuffs. Most sanitary, can be kept clean and sweet.

Prices. Packing extra.

Tall crocks, ½ to 6 gallons, per gallon	16c
10 to 12 gallons, per gallon	18c
15 to 20 gallons, per gallon	21c
25 to 30 gallons, per gallon	24c
Low crocks, ½ to 2 gallons, per gallon	15c
Churns and covers, 3 to 6 gallons, per gallon (Dashers extra)	21c
French pots	16c
Milk pans	15c
Jugs	26c
Water kegs, 4-gallon, each	$2.75
" " 5-gallon, each (Faucets included)	3.00
Combinettes covered and handles, per dozen.	6.50

Our stock is large and we can ship promptly.

Ontario Crockery Co.

LONDON, ONT.

GOOD PUMPS
WITH
GOOD PROFITS

We are looking for the pump dealer who knows that selling good pumps pays in good-will.

McDougall Pumps are well made, properly fitted, good through and through "Aremacdee"

Every pump sold stays sold and stays in good order.

Metal Hand or Motor Pumps — for Force or Lift use — every size, style, kind, in our big catalogue.

Write

The R. McDougall Company
Limited
GALT, CANADA

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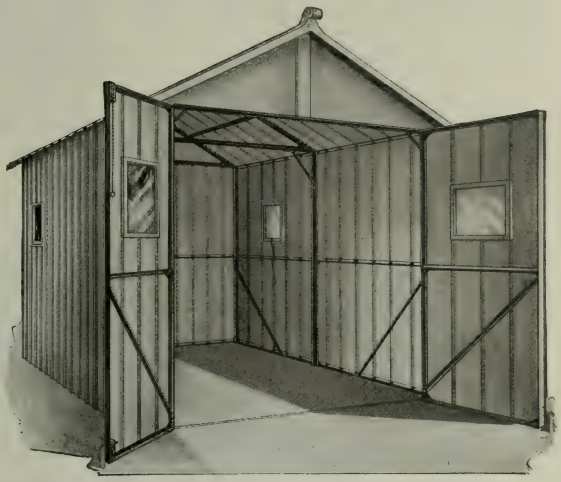
Are You Selling Private Garages?

We can help you develop this profitable line. We have a range of

SEVEN DIFFERENT STYLES

—a kind and a price to suit every purchaser.

The cut illustrates our "Empire" all-steel sectional type, — the other six are shown in folders we will gladly send you, together with trade price list. Write us today.



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TORONTO Manufacturers WINNIPEG

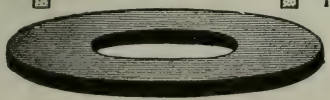
Wrought and Steel Plate

WASHERS

OF ALL DESCRIPTIONS

ROUND AND SQUARE

PLAIN OR GALVANIZED



Annealed Rivet Burrs; Felloe Plates; Sheared and Punched Plates; Malleable Washers and Cast Iron Washers.

PROMPT SHIPMENTS

We Guarantee Quality and Service.

Wrought Washer Mfg. Co.

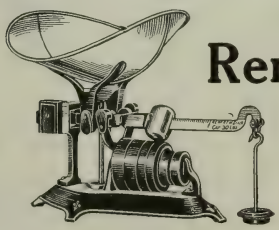
MILWAUKEE, WIS.

Kills The Losses

Why should housewives take all the risk in regard to honest mistakes in weighing? It certainly is easy to convince her she shouldn't, and that a Renfrew scale will save not only risk but many actual losses. That builds up sales for you.

An ordinary, doubtful scale would only add useless disputes. The Renfrew is accurate for every weight from ½ oz. to 30 lbs., and its owner can prove her weights every time by means of the Government Inspector's Certificate which goes with every Renfrew.

The Renfrew is made in black finish, or in all-nickel finish suitable for candy stores or homes desiring something a little bit better. Write for literature and attractive selling proposition.



The Renfrew Household Scale

Guaranteed to weigh accurately Capacity: ½ oz. to 30 lbs.

The Renfrew Machinery Co., Limited

Head Office and Works, Renfrew, Ont.

Eastern Branch: Sussex, N.B.

Western Representatives: P. A. C. McIntyre & Co., 206 Scott Block, Winnipeg, Man.; Crandall Co., Ltd., Vancouver, B.C.

Our Other Lines: "Renfrew" Cream Separators; 2,000-lb. Farmers' Truck Scale, Tractors, Wood-Saws, Grain Grinders, etc.

If interested, tear out this page and keep with letters to be answered.

TOOL SET

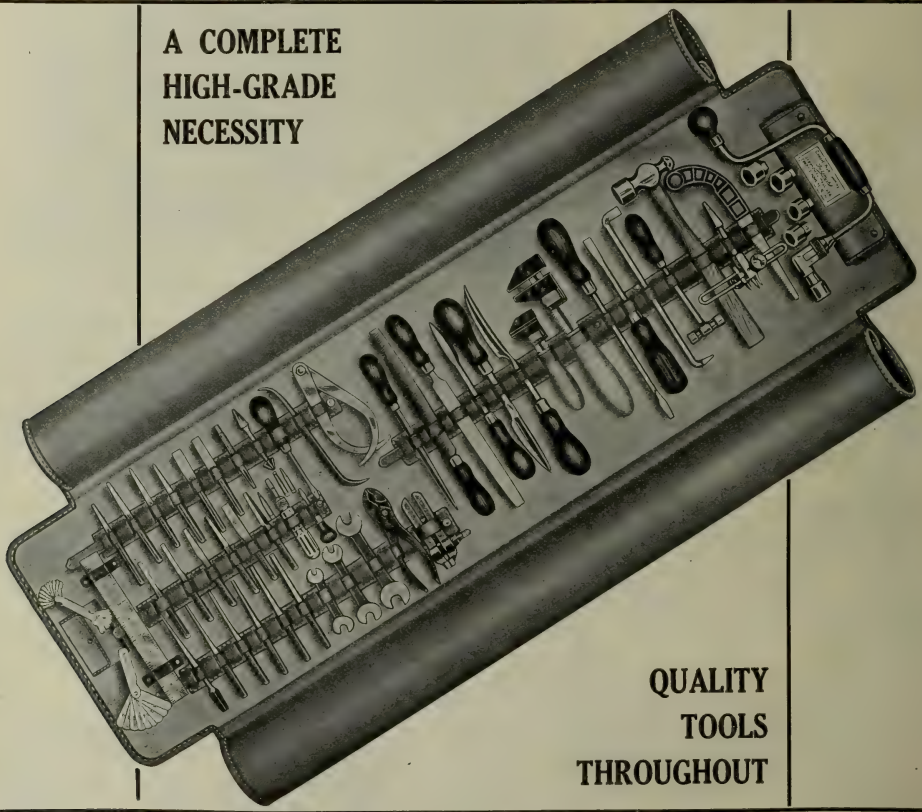
No. 699

ONE OF THE

GOODELL-PRATT

1500 GOOD TOOLS

A COMPLETE
HIGH-GRADE
NECESSITY



QUALITY
TOOLS
THROUGHOUT

WRITE FOR TOOL BOOK No. 13

Makers of Mr. Punch

Goodell-Pratt Company

Toolsmiths

Makers of Mr. Punch

GREENFIELD MASS., U.S.A.

If interested, tear out this page and keep with letters to be answered.

SHALER

5 Minute Vulcanizer

Mends Tubes in 5 Minutes

Complete (With 12 Patch-E-Heat Units) $2.00 in Canada

The Vulcanizer, 6 Patch and Heat Units of round shape for punctures and 6 of oblong shape for long cuts and tears are included in the outfit. Each unit is complete—ready to use. No gasoline, acid, cement or flame required.

The Patch and Heat unit is placed over the puncture—the vulcanizer clamped in position and a match applied. *In 5 minutes* you have a perfect, lasting, "feather-edge" repair.

The SHALER 5-Minute Vulcanizer sells itself. You only need to place the display case on your counter or in your window.

The 12 Patch and Heat Units that go with the outfit are soon used up—and the motorist comes back to you for more.

This repeat business pays you a good profit and brings motorists to your place regularly—who will also buy other goods!

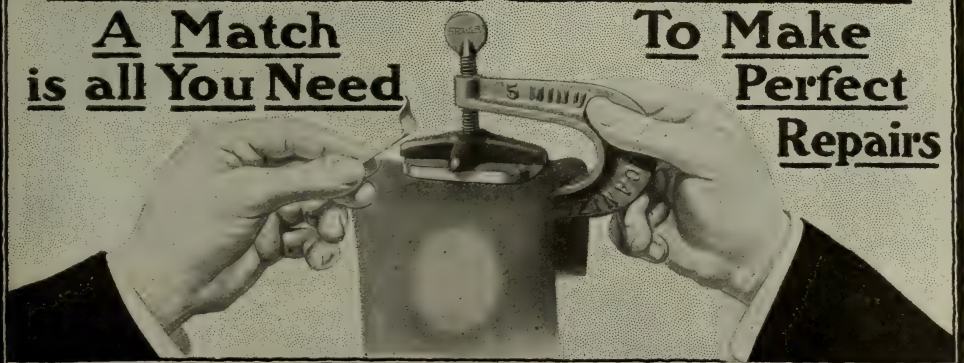
Place Your Order With Your Jobber NOW!

Don't delay! The enormous demand for SHALER 5-Minute Vulcanizers has exceeded our factory capacity to make deliveries. We are building a large 3-story addition to our plant—but to make sure of prompt shipments—place your order with your jobber now—specifying date of shipment desired.

Catalog describing the complete line of SHALER Vulcanizers for Motorists and Tire Repair Shops—Sent FREE on request.

C. A. Shaler Company, 1504 Fourth St., Waupun, Wis., U.S.A.

A Match is all You Need To Make Perfect Repairs



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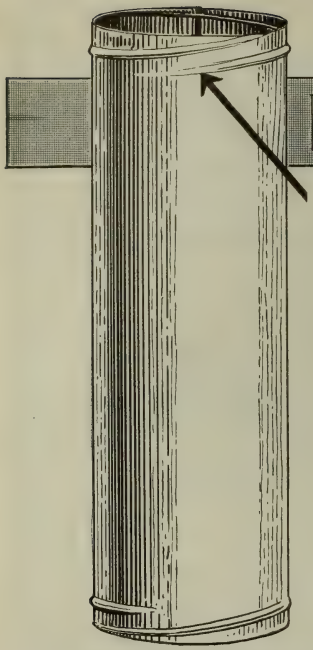


NEW SAFETY STOVE PIPE

The lock that holds

Did you read about the "New Safety Stove Pipe" in the full-page ad on page 88 of last week's issue of Hardware and Metal? Ten outstanding features were enumerated in connection with the new pipe. Ten features that will interest merchant, clerk and customer alike. If you read the ad you must have been impressed by the many decidedly new features in the stove pipe. If you did not read it, turn to your last week's issue—you can't afford to miss it. In the "New Safety Stove Pipe" you get the latest in stove pipe construction—at a cost no greater than on ordinary pipe.

Made of 29-gauge iron — no stove pipe wire needed — all danger of falling pipes eliminated—pipe is nested—patent lock saves one length in every twelve.

PATENAUDE & BERINI
Timmins, Ontario
Manufactured by Fairgreave & Sons, Toronto, Ontario

Sell Handles that are Most in Demand

STILL'S

There are more of STILL'S HANDLES sold in Canada than any other make. What's the logical conclusion of this fact?—*they are the best.*

There's a Still Handle to meet every need: Axe, Pick, Sledge and Hammer Handles; Cant Hook and Peavie Handles.

There's nothing like selling the best of everything. Good profits in our handles, too.

J. H. Still Mfg. Company
ST. THOMAS -:- ONTARIO

METALS · CHEMICALS · GLASS
B&SH Established 1790

We can quote favorably and make Immediate Shipment

BLUE VITRIOL

B.&S.H.THOMPSON
& COMPANY LIMITED
MONTREAL

Branches: TORONTO WINNIPEG NEW GLASGOW, N.S.
Canadian Sales Agents: United States Steel Products Company
Exporters for American Sheet & Tin Plate Company

If interested, tear out this page and keep with letters to be answered.

RELIABLE
TRADE MARK
Canadian Products

RELIABLE CANADIAN PRODUCTS TRADE MARK

If Your Dry Cell Sales Can Stand An Increase—Write Me

W. M. Turnley, Manager
The Dominion Battery Company, Limited

THE most important part of my work is not selling RELIABLE Dry Cells to you but selling them for you. I help you to build a bigger, more profitable and permanent dry cell business.

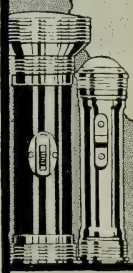
If you want to know how—and as a progressive dealer you certainly do want to know—just write me.

RELIABLE Dry Cells make steady customers. There's more service crammed into RELIABLE Dry Cells than the customers expect to get. They satisfy. So when your customer wants a new dry cell he asks for RELIABLE.

You cut down losses and build up profits when you sell RELIABLE Dry Cells. Power doesn't leak out—cells won't go dead on your shelves.

Our selling policy eliminates undesirable competition. You buy RELIABLE Dry Cells from your jobber. They're never sold by mail order houses or from the factory.

Write us for trade discounts.



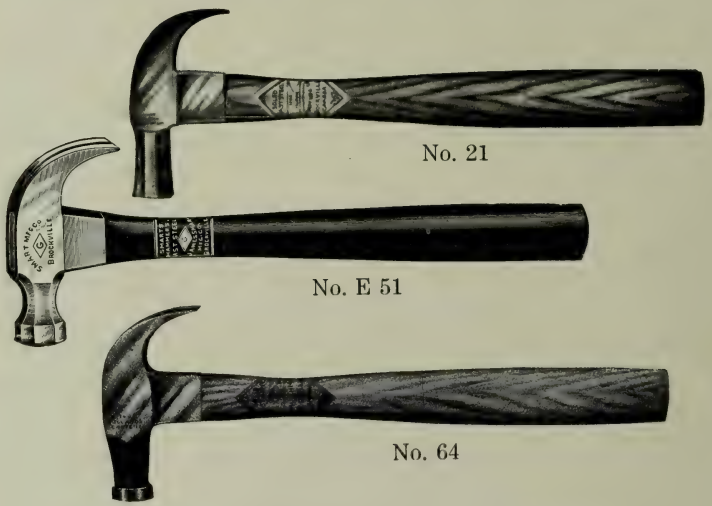
THE DOMINION BATTERY COMPANY
Limited
736 Dundas Street East **Toronto**

"Lwely and Lasting"

CANADA
FOUNDRIES & FORGINGS
LIMITED

ORIGINAL PRODUCERS AND DISTRIBUTORS

SMART'S TOOLS



No. 21

No. E 51

No. 64

CARPENTERS' NAIL HAMMERS

We show only three styles, but we make a very complete line that will enable you to satisfy all demands.

The HEADS are all carefully forged, hardened and tempered, being made of special steel.

The HANDLES are of selected second growth hickory.

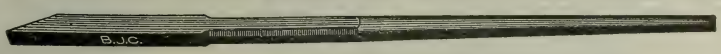
We also manufacture HAMMERS for Machinists, Bricklayers, Farriers, Blacksmiths, Boat Builders and Engineers.

PRODUCED AT

JAS. SMART PLANT

BROCKVILLE, ONT. WINNIPEG, MAN.

CROWBARS



No. 102-A—CHISEL POINT

We offer you bars made of High Carbon Steel at the same price as you are buying the Mild Steel Bar elsewhere. Send us a trial order.

B. J. COGHLIN CO., LIMITED, Office and Factory: Ontario St. East, MONTREAL

TARRED FELT SPECIFY DOMINION BRAND

J. H. McCOMB, LIMITED Manufacturers of all kinds of Building Paper, Pitch and Coal Tar **MONTREAL**

THE PROGRESSIVE MANUFACTURING CO.
Torrington, Conn., U.S.A.

FORSTNER BITS

bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTER. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability. Made for Brace—made for machine. Packed singly; packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Only through your jobber to-day.

COLONIAL WIRE MFG. CO., LIMITED

WORKS: LACHINE CANAL, MONTREAL

MANUFACTURERS OF

SMOOTH STEEL WIRES—Bright, annealed, oiled and annealed.

Tinned Mattress Wire, Broom Wire, Fine Wires—Plain and Galvanized

FENCE STAPLES—WIRE NAILS—WOOD SCREWS

PUMP RODS—Plain and Galvanized.

SELLING AGENTS:

CANADIAN TUBE & IRON CO., Limited, MONTREAL

The Peterboro Lock Mfg. Company, Limited

Peterboro, Canada

Established 1885

MANUFACTURERS OF

BUILDERS' HARDWARE

Ship Hardware, Saddlery Hardware, Padlocks, Door Checks, Brass and Iron Castings, Stampings and other Hardware Specialties.

Mention This Paper When Writing Advertisers

If interested, tear out this page and keep with letters to be answered.

PRODUCTIVE
STORE INTERIORS

As a **sales producing factor** it is the most important means of drawing trade to your store and of showing your good merchandise in a persuasive manner. There is no better way to make people know what you have in stock—to make people realize that you have such exceptionally good merchandise—and lots of it at moderate prices.

Why neglect this one big factor in your success as a merchant? "Duluth" Sectional Hardware Store Fixtures

have an irresistible persuasive power to attract, to convince and to compel an immediate desire to purchase. "Duluth" fixtures are **productive.**

Write for our handsome catalog No. 10C.

DULUTH SHOW CASE COMPANY
DULUTH, MINNESOTA, U.S.A.

The Royal Self-Heating Iron
Will Make You Money

BECAUSE

—it does an average ironing for less than two cents.
—it has a valve that regulates the heat instantly.
—it is the right weight—right size—right shape.
—it is highly polished and nickel plated throughout.
—it has an always cool wood handle—protected by a heat-proof shield and asbestos insulated lid.
—it can be used any time—at any place. No hose or cord to dangle in the way.
—it is used and praised by over 850,000 housewives.

Write us now for details also name and address of nearest Canadian Distributor.

Royal Iron Manufacturing Co.
556 Wayne Street **Big Prairie, Ohio**

HARD USAGE
emphasizes the superiority of

P⨯H
TRADE MARK

Quality Files

They are rugged tools made to stand up under the exacting demands of modern industry.

Fine materials and fine workmanship go into their manufacture.

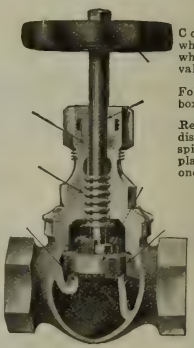
On the basis of actual performance they are "The Standard of File Efficiency."

Port Hope File Mfg. Co., Ltd.
Port Hope, Ont.
"Ask Your Jobber"

Palmetto Twist Packing.

At least four threads of spindle engaged with bonnet at all times.

Raised round seat. No sediment can lodge on it or injure disc.



Corrugated iron wheel. Arrow cast on wheel shows direction valve opens.

Follower in stuffing box.

Renewable Bakelite disc slips over end of spindle. Can be replaced in less than one minute.

Guides cast on body hold disc centrally over seat.

Globe or Angle

Screwed or Flanged

Fairbanks Renewable Disc Valves Heavily Built of Best Materials

The disc of a Fairbanks renewable disc valve may be renewed in less than a minute, using only a wrench and without taking the valve from the line.

THE CANADIAN FAIRBANKS-MORSE CO., LIMITED
"Canada's Departmental House for Mechanical Goods"
Offices and Warehouses in Canada's Principal Cities

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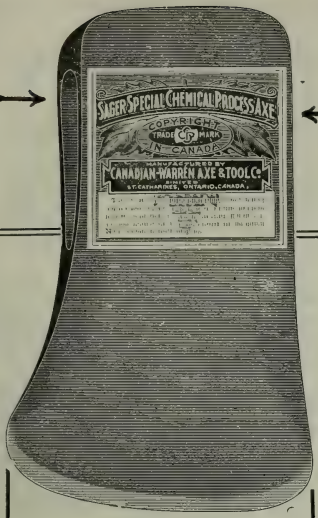


WHY NOT BE GUIDED BY THE JUDGMENT OF HUNDREDS OF WELL KNOWN LUMBERMEN, WHO ACKNOWLEDGE THE SUPERIORITY OF

"SAGER AXES"

AND

"SOO LINE" LOGGING TOOLS?

GET THE HABIT.

(AND THE PROFIT)

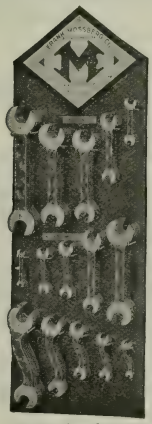
Canadian Warren Axe & Tool Co.
LIMITED
ST. CATHARINES, ONT.

Soo Line Logging Tools

MOSSBERG

ALL STEEL WRENCHES AND TOOLS

Mossberg Assortments of Popular Sellers



Display board, open end wrenches.

As a part of the progressive Mossberg policy of producing the leading standard repair tools, the most popular sellers in the line have been grouped and are offered on Display Boards and in Chests.

These silent salesmen are doing effective work for hundreds of dealers. They are offered free with a first order, and are an addition to any store. Why not let these efficient displays work for you?

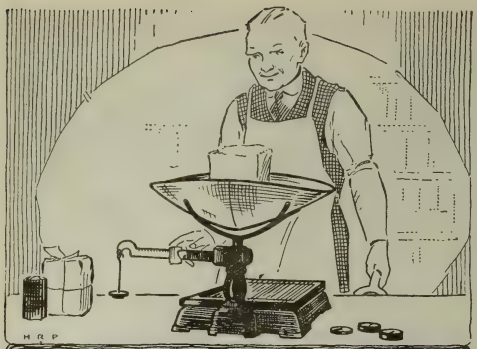
Dealers, write for catalog and prices on complete Mossberg line. We have an interesting co-operative proposition for you.

No. 300 Socket Wrench Chest. An excellent store fixture and business builder.

Our simple sales policy is to **deserve** your business.

Frank Mossberg Company
Wrenchsmiths
Attleboro, Mass.

If interested, tear out this page and keep with letters to be answered.



Fairbanks Scales

For over 85 years Fairbanks Scales have been the World's Standard for accurate weighing.

The Canadian Fairbanks-Morse Co., Limited

"Canada's Departmental House for Mechanical Goods"

Offices and Warehouses in Canada's Principal Cities.

"DOMINION"

COTTON AND WOOL WASTE
AND COTTON WIPERS
WASHED AND STERILIZED
A WASTE FOR EVERY USE

6 Grades White Cotton Wiping Waste
5 Grades Colored Cotton Wiping Waste
4 Grades Wool Packing Waste
3 Grades Cotton Wipers, Washed and Sterilized.

Samples with Prices on Request

Scythes & Company Limited

Montreal TORONTO Winnipeg

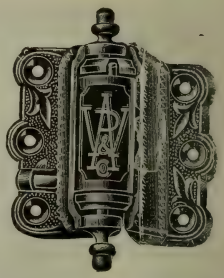
T-F Quality Spring Hinges

A Line that always makes good with the trade

Spring hinges will be in big demand as soon as the warm weather sets in. Now is the time to order from your jobber.

When you buy T-F Spring Hinges you are buying a line that will sell easily and give every satisfaction.

We take pride in producing a high quality article.



Taylor-Forbes Co., Limited, Guelph, Ontario

Consult Hardware and Metal Buyers' Guide

If what you want isn't advertised in this issue, consult our Buyers' Directory. If it isn't listed in our Directory, write us and we will give you the information.

If interested, tear out this page and keep with letters to be answered.

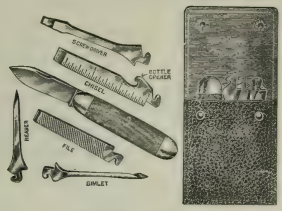
Can You Imagine a Man or Boy

Who Wouldn't Like to Own This Kit?

No matter what a man's occupation may be, he will find daily use for the "So Handy" Pocket Knife Tool Kit. Autoist, Sportsman, Hunter, Farmer, Boy Scout—these, especially, will find it a pleasing and practical pocket companion. Excellent, too, for use around the home.

Outfit comprises a splendid Jack Knife with cocoa handle and an exceptionally good blade, and the following tools which can be instantly attached to the knife handle: File, Chisel, Reamer, Screw Driver, Bottle Opener, Gimlet and Rule, all made of high grade steel, carefully hardened and oil tempered.

The So Handy Kit is made in five styles. Jobbers—get posted about this good specialty.



RETAIL PRICE $1.50.

THE BRIDGEPORT HARDWARE MFG. CO. BRIDGEPORT, CONN., U.S.A.

PRESCOTT W. ROBINSON, Canadian Representative, 414 Drummond Building, Montreal

E. Roy,
65½ St. Andre St., Montreal, Que.

C. C. Cartwright,
35 Water St., Winnipeg, Man.

4 Good Reasons ---READ 'EM!

Why you should sell Rolled Thread Bolts and Screws:

BETTER QUALITY—Rolled Thread Bolts can only be made from first quality Basic Open-Hearth Stock.

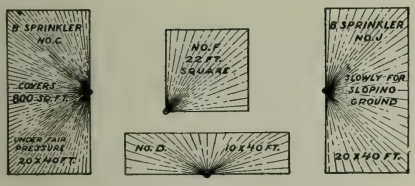
STRONGER—Actual tests show 13 per cent. greater strength than Cut Thread Bolts.

NO USELESS WEIGHT—Shanks are smaller than threads. No useless weight to pay freight on.

BIG FIRMS ADOPTING THEM—Some of the largest users on the continent will accept nothing else—and they always investigate before acting.

THE NORTHERN BOLT, SCREW AND WIRE COMPANY, LIMITED - OWEN SOUND, ONT.

SPRINKLERS



Order the style that best fits your lawn. Stock Style D, F & J.

B. Sprinklers are made in four styles so that different shaped lawns may be irrigated. They do not throw water on side to which hose is attached; therefore, may be picked up and moved without turning off the water.

The only Sprinkler that will irrigate the lawn right to the edge of the sidewalk without wetting the walk.

Thos. Birkett & Son Co.
LIMITED
OTTAWA, ONTARIO

STOVER HARDWARE

This popular hardware is salable during all seasons of the year. Many items are suitable for 10 to 25c counters. The quality is the best and will make your stock more attractive to the trade.

Send for our new catalog, P-17. Some of the articles it shows are:

Mop sticks	Stove Trimmings
Fireplace fixtures	Pulleys (all kinds)
Latches	Coat & Harness Hooks
Ice Picks & Shaves	Hinges
Chest Handles	Lamp Brackets
Saw Vises	Waffle Irons
Cast Hatchets	Door Pulls
Lemon Squeezers	Nut Crackers
House Numbers	

WE ALSO MAKE

Wind Mills, Feed Mills, Ensilage Cutters and Gasoline Engines.

STOVER MFG. & ENGINE CO.
Freeport, Ill.

Canadian Agents:
Duncan & Cadman, 618 McIntyre Block, Winnipeg.
G. L. Cohoon, 11 St. Sacrament St., Montreal.

Stover Mfg. & Engine Co., 709 East St., Freeport, Ill.:
Send us hardware catalogue No. P-17.
Name.....
Business.....
Address.....

If interested, tear out this page and keep with letters to be answered.

Becoming a Bigger Man

WHAT is the difference between some men you know and others known to you? Why are some men earning $3,000 a year and some $30,000? You can't put it down to heredity or better early opportunities, or even better education. What, then, is the explanation of the stagnation of some men and the elevation and progress of others?

We are reminded of a story. A railroad man, born in Canada, was revisiting his home town on the St. Lawrence River. He wandered up to a group of old-timers who sat in the sun basking in blissful idleness. "Charlie," said one of the old men, "they tell me you are getting $20,000 a year." "Something like that," said Charlie. "Well, all I've got to say, Charlie, is that you're not worth it."

A salary of $20,000 a year to these do-nothing men was incredible. Not one of the group had ever made as much as $2,000 a year, and each man in the company felt that he was a mighty good man.

Charlie had left the old home town when he was a lad. He had got into the mill of bigger things. He developed to be a good man, a better man, the best man for certain work. His specialized education, joined to his own energy and labor sent him up, up, up. To put it in another way: Charlie had always more to sell, and the world wanted his merchandise—brain, skill and ability. Having more to sell all the time, he got more pay all the time.

Charlie could have stayed in the old home town; could have stagnated like others; could have been content with common wages. In short, Charlie could have stayed with the common crowd at the foot of the ladder. But Charlie improved himself and pushed himself, and this type of man the Goddess of Fortune likes to take by the hand and lead onward and upward.

Almost any man can climb higher if he really wants to try. None but himself will hold him back. As a matter of fact, the world applauds and helps those who try to climb the ladder that reaches towards the stars.

The bank manager in an obscure branch in a village can get out of that bank surely and swiftly, if he makes it clear to his superiors that he is ready for larger service and a larger sphere. The humble retailer can burst the walls of his small store, just as Timothy Eaton did, if he gets the right idea and follows it. It is not a matter of brain or education so much as of purpose joined to energy and labor. The salesman or manager or bookkeeper or secretary can lift himself to a higher plane of service and rewards if he prepares himself diligently for larger work and pay. The small manufacturer, the company director, the broker—all can become enlarged in the nature of their enterprise and in the amount of their income,—by resolutely setting themselves about the task of growing to be bigger-minded men.

Specialized information is the great idea. This is what the world pays handsomely for. And to acquire specialized information is really a simple matter, calling for the purposeful and faithful use of time. This chiefly.

One does not have to stop his ordinary work, or go to a university, or to any school. One can acquire the specialized information in the margin of time which is his own—in the after-hours of business. Which means: If a man will read the right kind of books or publications, and make himself a serious student at home, in his hours—the evening hours or the early morning hours—he can climb to heights of position and pay that will dazzle the inert comrades of his youth or day's work.

IF business—BUSINESS—is your chosen field of work, we counsel you to read each week THE FINANCIAL POST. It will stimulate you mentally. It will challenge you to further studious effort. It will give you glimpses into the world of endeavor occupied by the captains of industry and finance. With the guidance of the POST, and with its wealth of specialized information, you, a purposeful man, aiming to go higher in life and pay, will find yourself becoming enlarged in knowledge and ambition, and will be acquiring the bases and facts of knowledge which become the rungs of the ladder you climb by.

It is the first step which costs. But this cost is trivial—a single dollar. We offer you the POST for four months for a dollar. Surely it is worth a dollar to discover how right we are in our argument. If you have the will to go higher in position and pay, sign the coupon below.

THE MACLEAN PUBLISHING COMPANY, LIMITED,
143-153 University Avenue, Toronto.

Send me / us THE FINANCIAL POST for four months for one dollar.

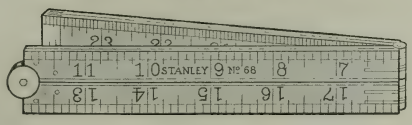
Money to be enclosed / remitted.

Signed .....

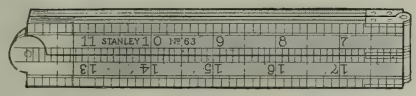
.....

H.&M.

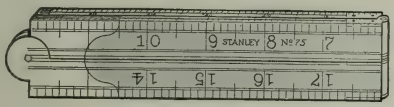
Stanley Tools



Round Joint



Square Joint



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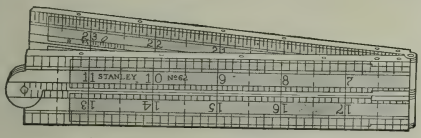

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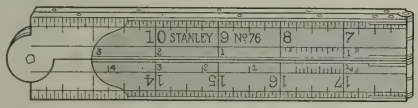

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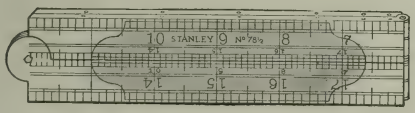

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The name "STANLEY" on a BOXWOOD RULE carries with it a guarantee of quality. This is assured by the materials used in the production of the goods, the advanced methods employed in their manufacture and the experience of a company which has been making Boxwood Rules for nearly sixty years.

The dealer who stocks STANLEY BOXWOOD RULES can depend on his customers being satisfied.

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NEW BRITAIN, CONN. U.S.A.

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One that is well made and will not give endless trouble.

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C.C.M. BICYCLES fill all these requirements, whether the nameplate is: MASSEY, CLEVELAND, RED BIRD, PERFECT, COLUMBIA, GENDRON or IVANHOE.

Write for particulars and Agency terms to

Canada Cycle & Motor Co.
Limited

Montreal Toronto WESTON Winnipeg Vancouver

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IT'S IN THE GRIT

80% of all edge farm tools used in America are sharpened by the manufacturer on "Cleveland Grindstones," the natural abrasive stone that best preserves the temper of the steel.

Profit by the maker's experience—give your trade an opportunity to keep their tools at their best with "Cleveland Grindstones"—the recognized standard.

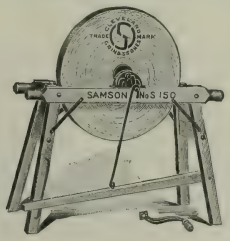
Catalog and prices on request.

Write for folder, "Selection and Care of a Grindstone."

The Cleveland Stone Co.

1836 Euclid Ave., 8th Floor CLEVELAND, O.

Bissett & Webb, Limited, Winnipeg, Man., Western Distributors.



If interested, tear out this page and keep with letters to be answered.

ARE YOU INTERESTED IN THIS?

It is estimated that thousands of Bicycles will be required during the next few weeks as a result of the whirlwind Bicycle campaign which closes to-day. The enthusiasm manifested during the big drive points to a wonderful year for the two-wheeled steed. Dealers everywhere report a marked increase in Bicycle 'prospects.'

People are thinking bicycles; talking bicycles; buying bicycles. Many bicycles will be bought in your locality. Some one will sell them. Will it be YOU?

A bicycle that looks well, wears well, and rides easily is the bicycle to make a customer your best advertisement.

To make Satisfaction Sure—Sell the HYSLOP.

HYSLOP BROTHERS, LIMITED

Shuter and Victoria Streets, - - Toronto, Ontario

FREE—A Counter Display that sells MENDETS

A PATENT PATCH

Ask your jobber for a "Mendets" Counter Display. Put it where your customers will be constantly reminded that they need "Mendets" to repair leaky graniteware, hot water bags, cooking utensils and rubber goods of all kinds.

Sales follow as a matter of course.

Ask your jobber to supply you with a Mendet Display Container. It attracts favorable attention and brings profitable sales.

Wholesale Hardware Merchants Who Sell MENDETS:—Whites, Ltd., Collingwood, Ont; Wood, Vallance, Ltd., Winnipeg, Man.; Wood, Vallance & Co., Hamilton, Ont.; Hobbs Hardware Co., Ltd., London, Ont.; D. H. Howden & Co., Ltd., London, Ont.; Thos. Birkett & Son Co., Ltd., Ottawa, Ont.; Miller-Morse Hardware Co., Winnipeg, Man.; Marshall Wells Alberta Co., Ltd., Edmonton, Alta.; Walter Woods & Co., Winnipeg, Man.; Rogers Hardware Co., Ltd., Charlottetown, P.E.I.; Thompson & Sutherland, Ltd., North Sydney, N.S.; Merrick, Anderson Co., Ltd., Winnipeg, Man.; A. M. Bell & Co., Halifax, N.S.; J. H. Ashdown Hardware Co., Ltd., Winnipeg, Man.; Bond Hardware Co., Guelph, Ont.; Emmerson & Fisher, Ltd., St. John, N.B.; R. Chestnut & Sons, Fredericton, NB.; L. H. Hebert & Co., Montreal, Quebec; Cowan Hardware Co., London, Ont.; The Hanbury Hardware Co., Brandon, Man.; McLennan, McFeely & Co., Ltd., Vancouver, B.C.; Martin, Finlayson & Mather, Ltd., Vancouver, B.C.; Crowell Bros., Halifax, N.S.; Caverhill, Learmont & Co., Montreal, Que.; Revillon Wholesale Ltd., Edmonton, Alta.; Wood, Vallance & Adams, Ltd., Calgary, Alta.; Louis McLain Co., Ltd., Winnipeg, Man.; Lewis Bros., Ltd., Montreal, Que.; Wood, Vallance & Leggat, Ltd., Vancouver, B.C.; Kennedy Hardware Co., Toronto; T. McAvity & Sons, Ltd., St. John, N.B.; H. S. Howland, Sons & Co., Toronto.

Collette Mfg. Company, Collingwood, Ont., Canada

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We manufacture all kinds of lumber tools. Light and Durable.

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Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

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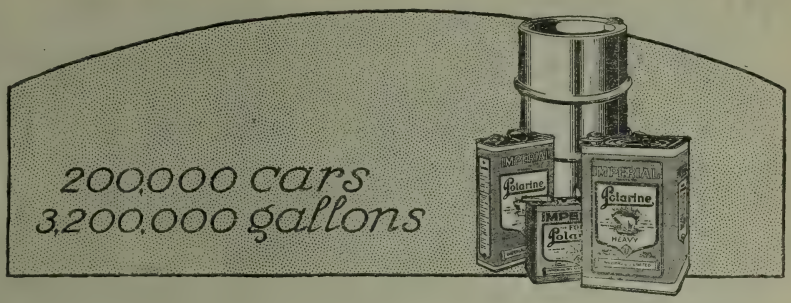
THE THOS. PINK COMPANY, LIMITED

Manufacturers of Lumber Tools

PEMBROKE - - ONTARIO



More Customers and Bigger Profits For You

How you can increase your number of customers by selling Polarine Oils

THE 200,000 automobiles in Canada this year will use more than 3,200,000 gallons of lubricating oil.

How much of this profitable business will be yours?

A portion of this big market is within your reach, and every new customer you secure for automobile oil is also a prospective customer for many other articles you sell in your regular hardware line.

The majority of these 200,000 automobile owners use Polarine Motor Oils. The best proof of their merits is in their increasing and widespread use. Several years' continuous advertising in newspapers throughout the Dominion and a large list of motor magazines and farm papers has created a constantly increasing demand for them.

Here then is your opportunity to make quick and generous profits in automobile oils as well as increasing your customers for your other hardware goods.

Polarine is made in two grades, Polarine and Polarine Heavy. There is also a Polarine Transmission Oil and a Polarine Transmission and Cup Grease. Polarine Motor Oils are sold in attractive lithographed sealed cans—half gallon, one gallon and four gallon sizes. Also sold in 12½ gallon steel kegs, barrels and half barrels.

Polarine Motor Oil means an efficient motor. An efficient motor means a satisfied customer.

A satisfied customer will come back for more oil as well as for other supplies.

We have a very attractive proposition to offer hardware dealers who will sell the Polarine line.

Send for our new Polarine booklet on Automobile Lubrication.

IMPERIAL OIL LIMITED

Manufacturers & Marketers of POLARINE MOTOR OILS & GREASES
Marketers of *Gargoyle Mobiloils* in Canada
BRANCHES IN ALL CITIES

Made in Canada

Made in Canada

Everything in Rubber

There is hardly a rubber need that the Dominion Rubber System cannot supply. *"Everything in rubber"* is a reality with us. Not only is our line complete, but values are the best within your reach.

Behind all is the Dominion Rubber System service. Branches in all the principal cities in Canada make it possible for you to secure deliveries on the shortest notice.

Put us to the test and judge for yourself how complete and satisfactory our service really is.

Canadian Consolidated Rubber Co. Limited

HEAD OFFICE - MONTREAL

Branches at Halifax, St. John, Quebec, Ottawa, Toronto, Hamilton, Kitchener, London, North Bay, Fort William, Winnipeg, Brandon, Regina, Saskatoon, Calgary, Lethbridge, Edmonton, Vancouver and Victoria.

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HARDWARE AND METAL

CANADA'S NATIONAL HARDWARE WEEKLY

Vol. XXX. TORONTO, MAY 11, 1918 No. 19

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Managers Canadian Branch
MONTREAL

An O-Cedar Window--Now is the Time for it!

THE O-Cedar newspaper advertising has started. It is the biggest and best O-Cedar Polish Campaign ever launched. It means a big and profitable "O-Cedar selling season" for the dealers who handle O-Cedar Products.

O-Cedar Polish and the O-Cedar Polish Mop have distinctive merits. By our advertising we make these qualities known—we influence housekeepers in favor of O-Cedar; we impress on them right at housecleaning time the importance of these, our products.

You can get a big percentage of the O-Cedar Sales, by letting your customers know you are an O-Cedar Dealer.

An attractive window display of O-Cedar Polish Mops and O-Cedar Polish will pay you big dividends. We have a number of beautiful window cut-outs and signs, that are of great assistance in dressing your windows.

Let us send you a set of O-Cedar Helps. Ask your jobber's salesman about the Special Assortments of O-Cedar Products.

CHANNELL CHEMICAL CO., LIMITED
369 SOROUREN AVE., TORONTO, ONT.

If interested, tear out this page and keep with letters to be answered.

Canada's National Hardware Weekly

HARDWARE AND METAL

Published Every Saturday Since 1888

Vol. 30 TORONTO, MAY 11, 1918 No. 19

Elimination of Travelers Broached

Matter Brought Up in Dominion Parliament by Member for Dufferin—Thinks Much Man-Power Could be Saved—Wholesale Hardwareman Thinks Good Opportunity for Effecting Economy Along These Lines

IN a recent discussion in the Dominion House the commercial travelers came under discussion as affording a source of manpower for the country. John Best of Dufferin, in the course of some remarks on the needs of the farm, declared that commercial travelers could all be called off. He asserted that the Government should consult with the wholesalers and have this carried out. He was of opinion that the labor situation was serious. Men were required for the trenches but it would be a bad thing if people should die of starvation later on because the farm had been neglected. According to Mr. Best the commercial traveler's services could well be disposed of.

HARDWARE AND METAL sought the opinion of several prominent hardwaremen on the subject. The inquiry divulged the fact that there has been considerable thought given to the whole question of traveling salesmen on the part of many business houses. Albert E. Gilverson, president of Rice Lewis & Son, entered into a frank discussion of the matter. He was of the opinion that considerable economy could be effected along the line of curtailing traveling salesmen. It would not be necessary to work a hardship on a worthy lot of men who had given many years of service to their concern. With their own concern they could utilize the services of every one of their traveling salesmen to better advantage by keeping them within the precincts of their own premises. He was of the opinion that they could give their customers better service if the services of these men could be utilized at headquarters. Such action would mean a radical change of business methods, and it would have to be carried out in a Dominion-wide manner. It would not do for one section of the community to eliminate their salesmen while the other section continued the practice. Here is the opinion as expressed by Mr. Gilverson:

"If you ask me for my opinion of the present sales methods, it has seemed to me that there is an economic waste in the present system. From this city of Toronto alone there goes out a small army of traveling men every Monday morning. They travel in groups and represent such houses as Howland's, Kennedy's and Rice Lewis, all of whom are selling hardware. Many of these men from different firms will touch the same towns, and make practically the same calls as the other hardware salesmen. This is true of the millinery trade, the grocery trade, in fact almost every branch of trade that you can name. It has always seemed to me that if a better and saner plan could be evolved whereby this waste could be eliminated it would enable the merchant to get his goods at a lower price and would mean a saving to the consumer and perhaps larger profits for the wholesaler. In other words, if some of this waste can be eliminated it would be to the benefit of both the buyer and seller.

Advantages of Present System

"There can be no question but that the present system has its advantages. Trade can be promoted in the introduction of new lines. There is the element of convenience to the retailer in that the selection of goods is made easy for him, all of which the retailer recognizes as distinct advantages and services. These are features of value of the traveling salesman that must be recognized. It is a system that has met the requirements of trade in normal times. With abnormal times such as we are living in it would seem that some change in the ssytem might be justified. It is a debatable question, however, and one that would require earnest consideration before it were changed.

"In the present system there is a real service given to the retail buyer, who is saved any trouble in the selection and ordering of goods. It is largely a tradition, however, and it would appear that education along the proper lines would soon acquaint the retailer with different methods of ordering his goods. At the present time some such action would seem to be justified. If it were to work a hardship on a worthy body of men who have given good service in the interests of their firms it would not in my opinion be advisable to institute such a change. But in the instance of our own firm there would be no hardship, for we could utilize the services of every one of our traveling salesmen to good advantage on work and business promotion if they were never allowed to go out on the road. We could serve our customers infinitely better if we were able at the present time to have the services of these men at our head place of business.

What it Would Mean to Retailer

"Withdrawal of the traveling salesmen would start retailers to the consideration of other methods of getting their goods ordered. It would also mean a revolution on the part of the wholesale house. It would undoubtedly mean the more frequent mailing of stock lists, catalogues would have to be supplied more generously, bulletins would be necessitated, and in this the trade newspaper would form one of the most important links in the chain of publicity that the wholesaler would require. At the present time it is hard to get the maximum value out of the traveling salesmen. There is much loss of time in traveling and in making trips home over the week-end.

"If such a measure were passed it would undoubtedly mean a chaotic state at first. It would require the exercise of no little ingenuity on the part of business houses to adapt themselves to the new order. Any such measure would have to be universal. It would not do for it to apply to Ontario and not to Quebec, or vice versa. Before any such measure could be adopted it would be very necessary to thoroughly canvas the situation and get the opinion of those interested before steps were taken. As it seems at present there would be good grounds for working into an economy along these lines."

Success in Selling Electrical Fixtures

Alfred Goyette, Montreal, Has Contrived Unique Method of Displaying These Lines —Can Switch Light Into Any of Fixtures Exhibited—Uses Space to Best Advantage—Believes in Catching Eye of Customer

INTERIOR OF STORE OF A. GOYETTE, MONTREAL.

No. 1.—Suspended plank frame to which electric fixtures are attached gives fine effect to interior appearance of store and this is inexpensive and easily arranged.

No. 2.—Location of compact glass rack. This gives convenient access to salesman who may be alone in store and makes for promptness. Holds 8,000 to 10,000 feet.

No. 3.—Cutlery case with attractive display placed where customer can readily see and receive advantage of suggestion.

No. 4.—Paint, varnish, and kalsomine brushes kept here out of dust in partitioned drawers. Conveniently placed for salesmen.

No. 5.—Silent salesman well-placed for display of tools. This attracts eye of carpenter and other mechanics.

MANY merchants could sell a nice lot of electrical fixtures if they gave some thought and arrangement to this most attractive line of goods. They fit in well with a hardware stock too, and the mechanical mind of the hardware salesman should be attracted more or less to a class of goods that is so attractive and interesting.

Alfred Goyette of 124 Mount Royal Avenue, Montreal, has adopted a unique idea for displaying his splendid stock of fixtures and a glance at the accompanying photograph will give a good idea of the attractive arrangement secured.

How Fixtures Are Displayed

It will be observed that the various styles of fixtures are fastened to a suspended piece of timber. This is a plank —dressed on both sides and edges. The same is painted with a coat of dead black paint which is a good color to use for the purpose. Its width is five inches and the thickness two. Suspended from the ceiling by specially made hooks—it is ready for the fixtures and holes are bored in the plank for these wherever desired.

Every twelve feet a drop switch is provided and the lights having been previously wired and connected to operate when the switch is used, a prospective customer may be shown any desired light, whether it be a single drop, a two-arm unit or a large cluster or chandelier. There is no confusion, no waiting, no fuss, and the arrangement so afforded is one of the best possible in interesting prospects and closing sales.

Prices are in plain figures and Mr. Goyette attributes many of his sales to the reasonable prices he has decided upon asking.

How Sales Are Stimulated

As was natural HARDWARE AND METAL asked how this department of the business had been running and if it was a paying proposition. "In this part of the city more electricity is being used all the time," said Mr. Goyette, and a good demand exists and is developing. We keep a good display, and use the

windows also for showing these goods. We get good results in this way and the idea of having the fixtures connected up inside the store is a good one. And in case our customers desire the selected fixtures installed, we can do this for them."

Neatness Evident Here

Although a big stock of various lines is carried which generally entails much muss in the average basement or storeroom, there was a decided absence of any disorder or carelessness whatever. The same neat appearance evident in the store as shown in the photograph herewith produced is characteristic of every corner.

In the basement it was particularly noted that the oil cans, measures, funnels and the drip arrangements for these were such as to prevent loss and an accumulation of dirt and consequent danger from fire. The measures and funnels are cleaned twice a year in a solution of water and caustic soda, which costs about 15c to buy and remove the gums and oil. All scrap paper is carefully baled in one of the heavy baling machines now procurable.

Sixty-five Barrels Whiting Sold

Such a common every-day commodity as whiting is not often given much consideration by the hardware merchant. However, it is a big seller here and Mr. Goyette stated he would probably sell about 65 barrels of it per season.

This whiting is put up by the clerks in spare hours in 5, 10, 15 and 25-pound bags which are the quantities most asked for by the trade. It is used for freshening walls and general purposes around basements and in stables and cellars. Considerable is sold to regular gilders' trade.

Increasing Store's Light

The writer was impressed with the good lighting of the store on the occasion of this visit and on asking how this was attained, Mr. Goyette said that the painting of the ceiling had accomplished this. By using white paint he believed his store was 50 per cent. lighter than before. There are many merchants who might follow this plan profitably in increasing their light and improving the appearance of the store interior as well. Plenty of light is a big factor.

Fine Glass Rack—Storage

The store has two sections each 25 feet wide by 60 feet long. On the side shown in the photograph reproduced herewith, and to the rear of the store, a large glass rack or case has been constructed. And yet this rack occupies a space only 8 feet by 9 feet, but will hold from 8,000 to 10,000 feet of glass. It is 54 inches deep and will hold in some sections two full cases of glass, the depth of 54 inches permitting a large quantity to be carried at the back. In order to prevent wear and that the glass may be readily removed from its sections, the floor part of each compartment is made of hard maple. There is practically no wear on this and it keeps smooth and permits easy removal of the glass.

In order that paint and varnish brushes may be kept in good condition storage beneath a 30-foot counter has been arranged and suitable bins with partitions provided have been built.

Suitable arrangements for the display of tools has been made near the store entrance where a silent salesman contains a good arrangement of planes, pliers and kindred lines.

Mr. Goyette has provided his displays to "catch the eye of the customer" and thereby make sales increase. The business all around has shown steady growth.

Good Profit in Staple Electrical Lines

Common Articles, Such as Sockets, Attachment Plugs, Fuse Plugs, Receptacles, Offer Inducement by Reason of Margin for Merchant—Irons and Toasters Also Carry Good Profit—Sale Can be Facilitated Through Displays

MANY hardwaremen have already found to their satisfaction that there is a good profit to be made in handling a line of staple electrical goods, such as sockets, attachment plugs, two-way plugs, fuse plugs, irons and toasters. These are lines which are commonly referred to among the electrical trade as the "bread and butter" stuff of the trade. Other hardwaremen may not have had occasion to go into the matter to see what prospect there is in handling these lines. For instance, attachment plugs can be bought at 12¼c each when bought in lots of one hundred, or at 14¾c when bought in lots of less than one hundred plugs. The list price at which these plugs sell to the retail trade is 25c each. When they are bought in the larger quantities it will be seen the profit is slightly over 100 per cent. Fuse plugs are another of the lines on which a profit of 100 per cent. can be made. In quantities of less than 50 fuse plugs can be bought by the retail merchant at $6 per 100. In quantities of 50 to 199 the price is $5.50 per 100 and in quantities of 200 to 1,000 fuse plugs the price is $5 per hundred. These plugs sell to the consumer at 10c each or three for 25c. If these plugs can be handled in quantities to get the 5c rate, it will be evident that a profit of 100 per cent. can be obtained on this line.

Sockets carry a profit ranging from 43 per cent. to 100 per cent. according to the way they have been purchased. The usual price at which the standard key sockets is sold is 50c. Now these sockets can be bought at prices ranging from 25c to 35c each, according to the number taken on the order. Less than fifty sockets cost 35c each to the retail man, from 50 to 249 cost 30c each, from 250 to 999 the cost is 26c each and for 1,000 and over the cost is 25c each.

Do Not Stock Beyond Needs

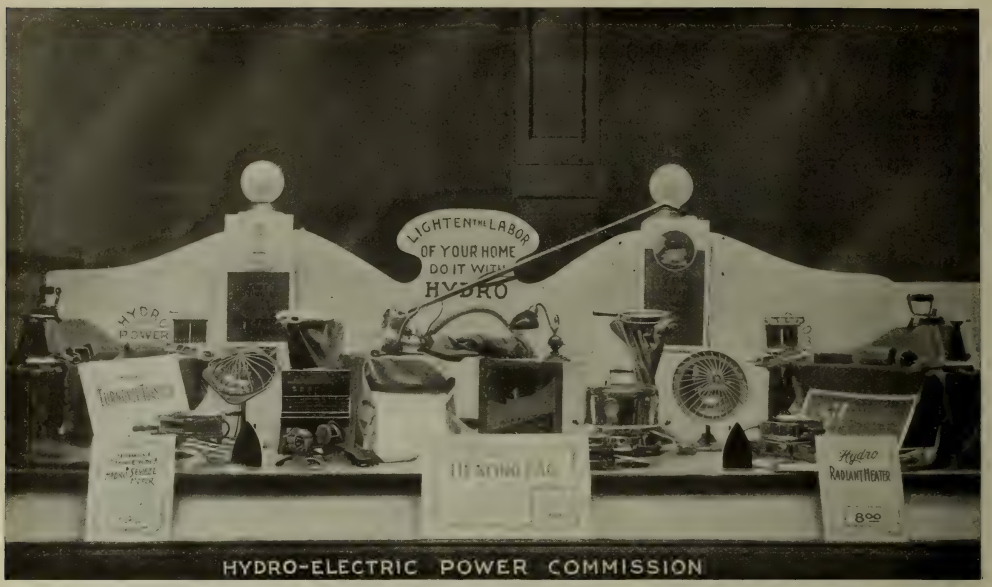
The above prices are not given with a view to inducing the hardware merchant to stock heavily in order to take advantage of the lower prices. It is good business to have money tied up in any particular line through stocking heavier than for normal requirements. They are given to show the advantage that can be secured if the lines can be turned over in fairly large quantities. And just here is a line of development that it would undoubtedly pay to give more attention to. It is not in the large items in which a big investment is often required that the most money is to be made. It is often in the smaller items where the biggest margin is to be secured. The best merchants are today finding out the lines in which there is the most profit and are confining their selling attention to them. For instance, one hardware firm finds there is a good profit to be secured in the sale of alarm clocks and he always makes a feature of these articles in his store display.

As indicated in the above lines of electrical goods it will be seen that it is possible to make a good profit and the initial investment need not necessarily be large. Another of the electrical lines which is gaining in popularity as a seller is the two-way plug. With these articles it is possible to attach a light and an iron or toaster cord to the one socket. In quantities of less than twenty the discount to the retail trade is 20 per cent., and in quantities of twenty and up the discount is 25 per cent. Just by way of illustration to indicate the advantage of buying in the various quantities the following prices on sockets will be found of interest:—

PRICES TO RETAIL TRADE ON SOCKETS

Quantities.	Key Sockets Per 100	Keyless Sockets Per 100	⅜ in. Key Socket Per 100	⅜ in. Keyless Per 100
1 to 49	$35.00	$34.50	$41.00	$40.50
50 to 249	30.00	29.50	36.00	35.50
250 to 999	26.00	25.50	32.00	31.50
1,000 and over	25.00	24.50	31.00	30.50

Above prices are net.



Fine Display of Electrical Goods of Hydro Electric System at Lindsay, Ont.

Profit on Irons and Toasters

Many hardwaremen already know the amount of profits to be secured in handling electric irons, toasters and heaters. They have sold many of them and know from first-hand experience. When the order amounts to $50 either on irons or toasters separately or on a combination purchase of the two articles the discount is 25 and 5 per cent. On purchases of $100 and up the discount is 25 and 10 per cent. Heaters carry a discount of 25 per cent. when ordered in quantities of 1 to 50 and 25 and 15 per cent. in quantities of 50 and over.

Bulbs is a line in which the margin is not quite as large as in some others. On bulbs of 15-watt, 25-watt and 40-watt the list price is 44c and on 60-watt, 60c each. In quantities of less than 100 the price to the retail trade is net. When standard package of 100 is ordered discount is 10 per cent. When order on lights amounts to $250 up to $500, the discount is 13 per cent.; on orders of $500 and over, 15 per cent.; on orders of $1,000 and over, 20 per cent.

Manufacturing Conditions All Right

The trouble connected with manufacturing light bulbs and other electrical lines experienced some months ago has now been overcome. Manufacturers have caught up on orders and raw materials have been obtainable in sufficient quantities to meet the needs of manufacturers. Manufacturing conditions are quite satisfactory on sockets, as well as on irons and toasters.

Advertising For Electrical Lines

There are various ways of advertising electrical lines in order to give them a good presentation before the public. One electrical man made a display in his windows of sockets and bulbs wherein it spelled the firm's name. This was in the days when there was no restriction on window lighting and electric signs for advertising purposes. It made a very attractive display and it helped sell the goods. Interior displays in silent salesmen are also a very effective way of selling toasters, irons, sockets, plugs and other lines. Advertising such a line as two-way plugs in the local paper will do much toward getting the people to anticipate their needs in this respect. Electric fixtures can be placed on display to very good advantage in the interior of the store and the current connected so that the light can be turned on various styles of fixtures.

Washing Machines Promising

The sale of electric washing machines is a promising trade if the merchant goes after the trade in an energetic manner. Of course, the best method of advertising is the actual demonstration of what the machine will do. This can be accomplished through placing a machine in the store window. Connect it up with the electric power and place some clothes therein for the machine to wash. It is only necessary to put one machine in stock as others can be sold from sample. The list price on one of the copper models is $120 and from this amount the dealer is allowed a discount of 20 per cent. It will be seen that the amount of profit on each individual sale is considerable.

It sometimes happens that the hardware merchant gets in a stock of two or three machines and leaves them in the rear of his store or in some other place where they are equally inconspicuous. He often wonders why his sale of this line is small. But he could hardly expect any other result because the machines never receive any attention so far as salesmanship is concerned. The machines are expected to sell themselves so far as any assistance from the merchant often goes. Such methods are indeed not good business methods and the hardwareman who may be following them would undoubtedly find that it would mean dollars in his cash till to make a window display or an interior display showing the actual working of the machine.

GOES TO THE NEW ERA SPRING CO.

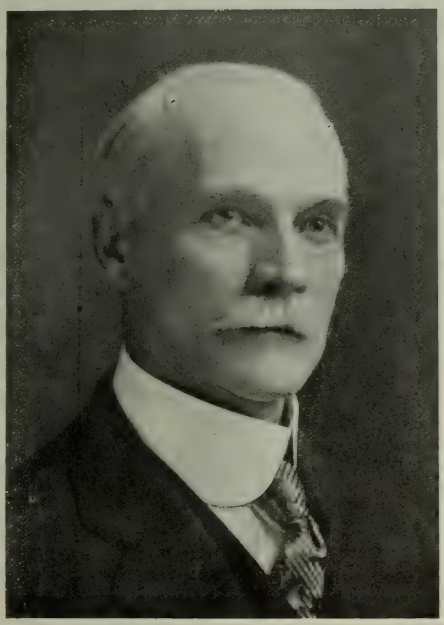
H. W. Badenhausen, who for the past year was general manager of the Warnola Manufacturing Co., in New York City until a fire completely destroyed them, has joined the New Era Spring & Specialty Co., Grand Rapids, Michigan, in a similar capacity and as treasurer of the company. Mr. Badenhausen was at one time Eastern representative for the New Era Company at New York.

Co-operation of Manufacturers Needed

President of Canadian Manufacturers' Association Asserts They Should Get Together to Reduce Overhead in Disposal of Goods and in Their Manufacture —Trade and Tariff Board Needed

"DISCUSSING trade conditions after the war, apart from their bearing on the matter of tariffs, is of little or no use. The two go together, and they cannot be separated. Trade cannot be developed apart from tariff regulations, and that might as well be faced at the very start."

That is the ground from which S. R. Parsons, President of the Canadian Manufacturers' Association, starts his reasoning when he discusses the big problem of Canada's trade, especially of the export sort, after the war. Mr. Parsons has the happy faculty of sticking to the point. He discussed the matter with a representative of HARDWARE AND METAL recently. No matter how far afield the talk ran, when it reverted to trade matters, Mr. Parsons would keep his Trade and Tariff point to the top like a sore thumb. Apparently he reckons that his Two T's make a good tandem, but are not worth spoiling pasture on if an attempt is made to keep them alone.



S. R. Parsons, Pres. Canadian Manufacturers' Association.

Reduce the Overhead

"If the Canadian manufacturers want to get in shape for the jolt that will come after the war, the time for that start to be made is right now. Don't let us make the fatal mistake of waiting until the acute situation is here. Although the war is our big problem at the present moment, the conditions following are so closely related to it that it's hard to separate them.

"The manufacturers of Canada," continued Mr. Parsons, "must realize that they will have to come together to reduce their overhead charges, not only in the ultimate disposal of the goods, but in the manufacture of them as well. We must come to the stage where we will to a large extent cease fighting each other, and turn that energy into fighting for trade. The best brains of the land should get together. I don't mean that we should of necessity go in and copy the German system because they were sinning against several very real economic laws in the pursuit of business. Sooner or later the inbation is bound to come out of such forced business, and then come depression and trouble."

HARDWARE AND METAL'S representative here referred to the organizations that were springing up in the Old Country to meet the efforts of Germany and Austria, the latter including the purchase of the Woolfe News Bureau by the Krupp interests. The Old Country expects competition from Japan and United States to be keen also.

"It is interesting to note what is being done in Britain," replied Mr. Parsons, "and to think that they are able, in spite of the tremendous war burdens, to plan for after-war trade, but conditions differ. Britain has five times our population, and her people are more centred in industrial pursuits than in this country. Then, too, it is much easier to control the transportation problem there.

Wants One Central Board

"We could make a very good start in Canada by having a Trade and Tariff Board. I would apply the dual name to the organization because we must realize in Canada that these two things travel together. Let's get that clear at the start. It's no use talking about trade unless we include the tariff side as well. We are living alongside a nation that, under its low tariff, has an average trade protection of 25 per cent. above ours. That is the actual condition we have to face. This Trade and Tariff Board need not be a large or cumbersome body. It should be part of the machinery of the Government, and from the Government we should receive a direct and straight lead. The board to which I refer would make a scientific study of the whole question from a national standpoint, and would include not only manufacturers of all kinds, but the agriculturists of the Dominion. I believe in giving every needed stimulus to farming, but I do not believe in doing it at the expense of other interests. A scientific study of the whole situation would lead to all having fair play.

Discouraging Trade

"But let's get back to the trade matter," continued Mr. Parsons, "and see how it can be discouraged as well as encouraged. Recently we were at Ottawa presenting the claims of the Canadian manufacturers and discussing a number of recent restrictions. The tractor situation took up our attention to a considerable degree. I can state the case of one Winnipeg man. He was prepared to start the manufacture of these machines in his city. There are 500 soldiers out of work in that city right now, and he figured that he would be able to provide employment for 200 of them. What happened? When the Government announced its policy of bringing in tractors free of duty without rebating the duty on the raw material brought into Canada for their manufacture here they simply quit. And I know of half a dozen other plants, most of them in Ontario, that are in the same position right now. What follows? Labor will not be employed, and when the munition plants are closed down the number of idle men will increase. When the jolt comes it will not be the men from the farms who will be walking the streets looking for work. They will still be enjoying an era of high prices for farm produce. To my mind it is not feasible to develop foreign trade in an atmosphere that discourages it at home."

About Standardization

Mr. Parsons is apparently convinced that, with other conditions being favorable, it is possible for Canadian manufacturers to work in groups to develop

(Continued on page 38)

Left Interior of Store of Dakin Bros., Digby, N.S., Showing Neat Arrangement of S[illegible].

Sets Personal Example in Using Paints

Dakin Bros., of Digby, N.S., Paint Own Store Before Urging Customers to Paint—Systematic Window Displays Increase Sales — A Paint Window Every Other Week for Eight Months—Big City Methods Succeed in Small Town.

"LOOK Out! This is Wet Paint!"

Such was the warning—verbal and printed—which greeted the HARDWARE AND METAL Editor as he entered the hardware store of Dakin Bros., Digby, N.S., one morning in March. And if any further evidence were needed of what was going on, it was supplied by the clean pungent smell of fresh paint, and the obviously bright appearance of the redecorated counters and shelving.

"This color combination is giving us 50 per cent. more light in the store," said Fritz Dakin, the proprietor. "Perhaps other subscribers to HARDWARE AND METAL will want to try the same colors—Crimson and Vienna Drab."

Mr. Dakin is a strong believer in practising what he preaches. He feels that he cannot conscientiously advise his customers to paint up their premises unless his own store property sets them a good example. So the redecoration of the store interior was really the first shot in Mr. Dakin's spring paint campaign.

"As soon as the weather is favorable," he explained, "we intend to repaint the store front and then put a big banner right across the front, bearing the legend "Clean Up and Paint Up."

"That banner goes up on our store front only every other year because we do not paint the store front oftener than every two years, and we feel that such a sign is out of place on a front that has not been painted.

"We have tried to get the Mayor and Town Council interested in the "Clean Up and Paint Up" idea to the extent of proclaiming the necessity of cleaning up the back yards. So far, however, we have failed to secure their co-operation, though we realize that it would be a big help to our campaign, because it would give a sort of official backing to our efforts.

"Paint is a big line with us," Mr. Dakin continued, "and this year we are pushing auto enamels and expect to do well with them, because there are 110 autos right in the town of Digby besides a large number in the surrounding country. The high prices of new cars and the limited number of them available for this year will give a big impetus to the sale of auto enamels.

"Lots of Ford owners who, under ordinary circumstances, would turn in their cars on more expensive ones, will this year be compelled to bring out the old 'flivver' and make it presentable for another season. When they find out that they can make a good job themselves, by applying auto enamels at a trifling cost, they are going to take advantage of this new line."

A great deal of Mr. Dakin's success in paint selling he attributes to his systematic window display campaign.

"For eight months in the year," said Mr. Dakin, "we put in a paint window every other week. We commence in April, and run these displays right through to the first of December. The manufacturers whose lines we carry give us strong co-operation, not only in window dressing material, but in store helps, newspaper and circular advertising, and in a number of other ways. For our own part, we have a lot of window stands which we have made up ourselves, and which we keep ready for instant use. Changing a window, therefore, is by no means a tedious and tiresome job with us.

"Our window displays are worked in conjunction with our newspaper advertising, and both are planned six months ahead. We always know in advance what lines

Right Interior of Store of Dakin Bros., Digby, N.S.

we are going to advertise, and what we are going to show in the window."

At this point HARDWARE AND METAL thought he would test Mr. Dakin's system of planning windows in advance—to see if it were merely a theoretical system or a genuine part of the everyday business.

"What are you going to display next week?" he asked.

"A maple sugar window," replied Mr. Dakin quickly, "with sap buckets, sap spouts, and the other requisites for sugaring off!"

So you see the system really works.

Paint is a big line at Dakin Bros., but it is not the only line by any means, and Fritz Dakin's energy and modern big city methods are shown in selling Christmas goods or slow selling left-overs just as much as in his paint campaigns.

Square in front of the door, facing every customer who entered, was a sign: "Make us an offer." Beneath it, a table was neatly arranged with a miscellaneous assortment of hardware articles. The HARDWARE AND METAL man was much interested in this, and said so.

Getting Rid of Left-Overs

Mr. Dakin explained: "That's our method of getting rid of left-overs. We tried a good many schemes for these slow sellers. First, it was Monday cash bargains, and we worked that scheme hard for three years, making special counter displays, and cutting prices to the bone on such lines as cereal cookers, scale beams and tire protection patches. Then we changed the day to Saturday. In three years I don't think we sold $25 worth of slow sellers by these methods."

"Last year we printed a small four-page booklet of slow sellers and made a special drive on them. They sold pretty well, and all we have left you will find on that table. We figure that there is enough sporting blood in most people to respond to such a challenge as "Make us an offer," and that is how it is working out. We put the regular retail price on each article, and also, in code, the lowest price we can accept. We find that most of the offers we are getting are well in advance of our minimum price."

"Do you conduct a cash or credit business?" asked HARDWARE AND METAL.

"Both," was the reply. "But the proportion of our cash and credit sales has been simply reversed, within the last few years. Formerly the credit sales were far greater than the cash sales, but the opposite is now the case. We attribute this showing to the fact that, for a couple of years past, we have been granting a cash discount of 5 per cent. on purchases over $1. It certainly pays, for it is cutting down our charge sales, and every retailer should aim at this result in these days of restricted credit terms on almost every class of goods we handle."

An Enthusiast on Advertising

Mr. Dakin is one of the best advertisers HARDWARE AND METAL has met in the retail trade. The readers of the Digby papers are not afflicted with refrigerator ads in December, or snow shovel announcements in April. They are treated to something new, in Dakin Bros.' advertisement every time the paper comes out.

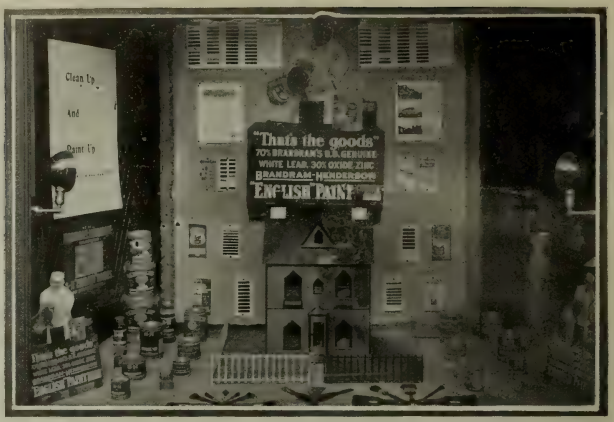
It has already been remarked that Dakin Bros.' newspaper advertising is planned six months in advance. Anybody can pick it out instantly, in the local paper, because there is the stock border, the peculiar "D" which is Dakin Bros.' trade mark, and the inevitable illustration which focuses the eyes on this space.

"HARDWARE AND METAL'S electro service has been very useful to us," said Mr. Dakin. "It is only a few days since we got in an additional twenty cuts. They are particularly useful at Christmas time, when we get out a special Christmas announcement, followed by a series of three Christmas advertisements, making specific suggestions for Christmas gifts. A special holly border design is used for this series."

Mr. Dakin has a scrap book in which he has kept all of his advertisements for the past ten or twelve years. It is most interesting to look through this book, and trace the evolution of his ideas on advertising.

He pointed to one with the heading: "Did the Mail Order House Ever Do This?" "I copied that ad. from HARDWARE AND METAL. I prefer not to mention competitors at all, in my advertisements, if for no other

A Hardwareman's Yacht, Owned by Fritz Dakin, Digby, U.S.



Practical Demonstration of Paint—Display by Dakin Bros., Digby, U.S. Part of France and House Left Unpainted.

reason than that they call the attention of the public to the fact that I have competitors."

A Scrap Book of Window Display

Another interesting scrap book is reserved for illustrations of window displays. They have been clipped from various trade papers, and among the early ones the HARDWARE AND METAL man recognized two mechanical windows, one showing a toboggan slide and the other a Dutch windmill and lighthouse which he had photographed in a Montreal hardware store twelve years ago.

"We have had a number of good mechanical windows," Mr. Dakin commented, "including Ferris wheels, revolving shelves, windmills, lighthouses and toboggan slides."

The cut accompanying this article illustrates some of Mr. Dakin's window dressing ideas. The background is removable, and Mr. Dakin has a large number of these panels fixed up for displays of various kinds. When not in use, they are stored in a dust-proof cabinet in the basement where they are free from any possible injury. These panels are for the most part made of wall board, painted to suit the class of display for which they are intended.

Notice the two reflector lamps, and their location at either side of the window. These have proven to perfectly illuminate every article in the window at a low consumption of current. Two alarm clocks are used in connection with the window lights—one to turn the lights on, and the other to turn them off.

Buy Small Quantities and Buy Them Often

A survey of Dakin Bros.' auto accessory department disclosed one of the cardinal principles of their business.

"With 110 motor cars in Digby alone," said Mr. Dakin, "we at first made the mistake of purchasing auto supplies in too large quantities, and in fact we had been making the same mistake in many lines. It is folly to believe that the merchant saves enough in reduced freight charges to make up for what he loses in carrying overly large stocks. Our delivery charges in 1916 when we bought in large quantities were 4.10 per cent. Last year, working under a policy of buying often and in small quantities we even reduced this to 3.199 per cent."

"This year our entire stock of inner tubes is not as heavy as our opening order was for one size alone. We carry a couple of tubes of each size, and, as St. John stocks are so handy to us, we find that we can keep our tubes well assorted without carrying a big stock such as we did at first."

In a town of 1,300 inhabitants where there are 110 motor cars, it is only natural that a live hardware store should carry auto accessories. Dakin Bros., however, have gone further than the average hardware store. They have a thoroughly modern storage battery service, including a charging outfit which also generates the power for lighting their store.

This department has been a big success, and has been kept very busy as a result of Mr. Dakin's aggressive advertising.

"We have a list of the auto owners in this part of the country, and we plan to send them about a dozen circulars in each of which we shall emphasize our battery charging Department. Formerly we only sent our four circulars in a season. We have been so well pleased with results from department. Formerly we only sent out four circulars in ing on putting in an outfit for oxy-acetylene welding."

This article does not begin to cover all the up-to-date ideas that were explained by Mr. Dakin in the course of HARDWARE AND METAL'S brief visit to his store. His simple, but extremely useful, system of accounting is worthy of a separate article in itself. However, enough has been said to show that big-city methods of merchandising can be adapted to the circumstances of a small town merchant, and can be made to pay.

CO-OPERATION OF MANUFACTURERS

(Continued from page 35)

foreign trade. "We want one strong committee to go into this work. A few live men around a table could do a lot to bring some real organization into existence. We want to avoid a multiplicity of committees and a cumbersome organization or an approach to the Irishman's horse that was all harness."

HARDWARE AND METAL here inquired if working in groups would involve standardization of farm implements or supplies, which might not be an agreeable proposition to the manufacturers.

"That's a big question," concluded Mr. Parsons, "and one in which there is room for a lot of discussion. I believe there are some shops which, from their location and equipment, can do certain work to much better advantage than others, and it would be well to make use of this fact. But I am in serious doubt as to the advisability of standardizing implements throughout. Don't you think it would lead to stagnation? The present system, defective as it is in some ways, but also capable of correction, is a constant stimulus to invention and improvement. Remove that and I am afraid we would soon drift into that poor state of letting well enough alone."

Mr. Parsons, in concluding, stated that he believed the first step in after-war trade would be the appointment of a Trade and Tariff Board, and he was certain this should be proceeded with at once.

Electric Development Growing Rapidly

Consensus of Canadian Press Opinion in Various Parts of Canada Shows a Feverish Interest in Question of Electric Light and Power—People Are Thinking in Terms of Electricity for Heating Purpose—Extensions Being Made Rapidly.

THAT there is more than a passing interest in electric development in various parts of Canada can be gleaned from a survey of the comments of the various newspapers from time to time. It is not a passive interest; it is a feverish interest. Failure of coal supply, the inconvenience and trouble connected with coal fires, the realization from utterances of leaders in electric development like Sir Adam Beck that heating of homes is now within reach—all these are factors that have turned the minds of the people to thinking in terms of electric light, heat and power. All of the following comments have been taken from newspapers of recent issue, and give a clear conception of the widespread interest that is manifest in the subject.

To Enlarge Quebec Plants

J. E. Aldred, president of the Shawinigan Water and Power Co., was in the city to-day, and had a consultation with Charles R. Hosmer, vice-president of the Laurentide Power Co. regarding installing extra apparatus at their plant at Grand Mere in order to provide additional power that is required for several industries that are locating on the St. Maurice River.

Mr. Aldred stated that there is a great movement from the United States in sight for the establishment, not only of those dependent upon the war, but permanent industries, where they know they can get such power as is required at a fixed and reasonable price."—Mail and Empire, Toronto.

Electric Energy For Smiths Falls

Within a fortnight or three weeks at the outside it is expected that Smiths Falls will be receiving electrical energy from the Rideau Power Company's plant at Merrickville. Men have been at work on the transmission line all winter and by the end of next week it is expected to have it all complete.—Rideau Record, Rideau.

Kingston Cuts Power Rates

The local Utilities Commission this afternoon adopted power rates of 2.5, 1.7, and .15 for power users, instead of the old rates of 3, 2 and 1 cents per K.W. hour, and expect an influx of big business to make up the deficiency in revenue.—Kingston dispatch to Mail and Empire, Toronto.

Rumors of Big Electric Project

There are great rumors in the air in town these days about an electric light and power proposition that will embrace Shelburne, Orangeville and other points. It isn't a water power idea, either, but a big producer gas project. The way rumor has it, it is a pretty good looking proposition, too. Put briefly, the idea of the company that is behind the deal would seem to be to secure the existing electric light plants in Orangeville, Shelburne, Grand Valley and possibly other places, build transmission lines between the different points, put in a big producer gas power plant at Orangeville, and transmit electricity for lighting and power. It would be a 24-hour, or night and day, service.—Shelburne Economist.

Pay When Power is Available

The secretary of the local hydro commission on Thursday last received from the Hydro-Electric Power Commission the communication for which the citizens have long been waiting—the one which revealed to them what they will have to pay for their lighting when hydro current is available.—Alliston Herald.

New Rate For Electricity

Addressing the Hydro-Electric Railway and Municipal Electric Association yesterday afternoon, Sir Adam Beck made the interesting announcement that in the near future a new rate would be given that would render it possible for the small householder to substitute electricity for gas.—Windsor Record.

Rate Cheaper Than Gas

"It is the purpose of the commission, after consultation with engineers and heads of municipal departments, to inaugurate a third rate for electric power for heating purposes in various municipalities. In the case of Toronto, you have a two-cent rate for a certain number of kilowatt hours, depending on the size of the house. You reduce that by half after a certain quantity. In the case of a small house, a consumer pays, say, 60 cents for thirty k.w. hours. Then the rate is one cent. But the third rate of half a cent will make it possible to heat your water much cheaper than gas at 60 cents a thousand cubic feet, not to speak of $1.20 per thousand."—Sir Adam Beck, reported in Toronto Telegram.

Electricity to Help Agriculture

The possibilities of electric power on the farm was the subject on which Engineer Purcell of the Hydro-Electric Commission spoke to an audience of interested listeners in the town hall on Thursday afternoon. "The electrical age," our present century has been styled, and after listening to Mr. Purcell one is convinced that the great agricultural industry of this country is in the years to come going to fully participate in the power advantages of the country. Power on the farm is no longer an experiment. It is a demonstrated utility, now being used in a number of instances giving both satisfaction and increased profits.—Grand Valley Star.

Power For Agincourt

Hydro-Electric officials notified the Scarboro' Township Council at its meeting yesterday that the Hydro would be turned on at Agincourt this month. The poles are nearly all planted, the wiring alone remaining to be done.—Globe, Toronto.

Rate Reduced For Heating

J. A. Ellis, chairman of the Ottawa Hydro-Electric Commission, stated today that as the result of last year's business the house lighting rates would be reduced probably about 6½ per cent. Mr. Ellis also stated that a new rate had been established which would mean that electric cooking would for the current consumed cost about half the present price of gas. He states that under the new rate electric heating would be equal to coal at $18 per ton, and for spring and fall use proper regulation would make it as cheap as coal.—London Free Press.

Electricity Popular in Regina

Since the introduction of cheap electricity for domestic consumption, the city reports a boom in the sale of electric ranges and water heaters. According to the officials cooking by electricity has come to stay in this city judging from the number of ranges which are now in use.—Regina Leader.

Ogdensburg Considering Contract

The water board is considering a proposition from the Ogdensburg Power & Light Company to enter into a 20-year agreement for the supply of Hydro-Electric power.—Recorder Times, Brockville.

Doubling Power Plant

The large addition to the power plant at Eugenia Falls is rapidly nearing completion and the building will be ready for the new dynamos within a few weeks. The addition is larger than the original building and is of very substantial construction and when completed and the new machinery installed the capacity of the plant will have at least doubled.—Kincardine Review.

Port Colborne May Adopt Hydro

It is probable that before many

months the people of Port Colborne will be called upon to vote on the proposition of becoming part of the Hydro-Electric system by buying out the present plant.—Port Colborne Citizen.

Ranges Popular in Orangeville

Since the coming of hydro a number of citizens have put in electric ranges and other electric appliances, thus reducing their consumption of fuel. Those who have experimented with electricity say they save money by its use. Hydro, which provides the "juice" at cost, makes it possible to use it in this way. —Orangeville Sun.

Power Project For Cobalt

Negotiations are under way with a view to going ahead once more with the power scheme at Hanging Falls in Gowganda. It is understood interests closely identified with the Reeves-Dobie have associated themselves with the enterprise.—Cobalt Nugget.

Power Going to Waste

When the Hon. Frank B. Carvell was in Montreal the other day, he said that enough water power was running to waste between Prescott and Montreal to turn every wheel in the city, and to heat practically every home. This is the view that is taken by most people: in fact it is probable that we have all looked forward to the time when all our heating as well as our motive power will be derived from electricity.—Montreal Herald.

Hydro Takes in Essex Company

The Hydro-Electric Power Commission of Ontario has welded another link in its chain, which now stretches from one end of the province to the other. Announcement was made by Sir Adam Beck yesterday that the Commission had concluded the purchase of the properties of the Essex County Light & Power Co. Until power can be made available the plant will be operated as in the past, by steam, a contract having been concluded with the Canadian Salt Company.—Globe, Toronto.

Havelock Wants Power

According to the estimated expenditures of the Hydro-Electric extensions in central Ontario $588,000 will be spent in new work. Part of this extension is supposed to be for a trunk line to Peterboro' from Healy Falls. If that is so, it is up to the town council to get busy again and put forward Havelock's claims for a supply of current for the village. Hastings and Norwood are reported to be in line for Hydro service and with a big pull together we should secure all the juice for power and light that we require.—Havelock Standard.

Moorefield and Drayton Get Light

After several months' building the line from Palmerston to Moorefield and Drayton, Hydro-Electric light was turned on last Friday evening, says the Drayton Advocate, and now the two places are flooded with light.—Mount Forest Confederate.

Electric Lines to Beeton

The Hydro-Electric construction gang finished the erection of poles to the substation in town on Monday, and moved to Bradford on Tuesday morning to begin operations on the Cookstown-Bradford branch of the line.—Beeton World.

One of Power House of Hydro-Electric System, Showing Type of Construction.

Norwood Anxious About Power

The estimates for Hydro-Electric extensions and improvements for the present year which were presented to the Legislature of Ontario last week contained an appropriation of $588,000 for the central Ontario division. This, it is presumed, includes a sum for construction of the power line from Healey Falls to Peterboro'. This being the case it would seem to be the opportune time for Norwood citizens to avail themselves of the opportunity of securing this public utility.—Norwood Register.

Power For Prince Edward

The announcement has been made that Prince Edward is to have a Hydro light and power line immediately. The Ontario Government have passed an order providing the necessary funds for the purpose and the Hydro Commission is authorized to proceed at once with construction.—Picton Gazette.

Extension of Port Arthur Lines

In the estimates of the Ontario Electric Commission for 1918, which total $9,000,000, appears the sum of $150,000 "for extensions to the Port Arthur system." Asked to-day for the significance of this appropriation, I. L. Matthews, chairman of the Port Arthur Utilities Commission, said he was entirely without official information, but gave it as his personal opinion that it was for preliminary work on the development of Nipigon.—Fort Francis Times.

To Ascertain New Brunswick's Potentialities

Great interest has been aroused by the announcement that the commission of conservation will make a survey of the water powers of New Brunswick during the coming summer. The province has several opportunities for the development of hydro-electric power on a large scale, and the increasing cost of coal makes their development imperative in the interests of the industrial life of the province.—Montreal Star.

Power at Alliston Soon

Hydro power is coming nearer to Alliston every day. Just now it is about three miles distant, the wires of the main transmission line having been strung as far as the Nottawasaga burg and on Monday the workmen on this portion of the construction moved into town and are now working out of here. The transmission and service lines in town are pretty well completed and are so far ahead that should the current be available any day now it could be transmitted through the town by means of the wires already strung and the old transmission plant. — Alliston Herald.

Uxbridge After Electric Power

Uxbridge is again talking Hydro-Electric in conjunction with Port Perry. The project is to tap the Wasdell system at Sunderland. Uxbridge should have been a partner in this venture five years ago, but turned it down for what was thought to be a cheaper proposition.—Beaverton Express.

New Plant at Stratford

There should not be any more trouble with power and lights in the city, as yesterday the power was transformed from the old to the new plant on York street and luckily there were no accidents. Power was shut off practically all day. Great praise is due the workers of the hydro system for the efficient way in which the change was made.—London Free Press.

BIG ORDER FOR CLEANING RODS

The Marble Arms & Manufacturing Company, of Gladstone, Mich., has received notice from the Government that a contract will be placed with them at an early date for fifty thousand cleaning rods for Government rifles, with the possibility of one hundred thousand more being required.

Manufactured Slate Shingles for Houses

Designed to Take the Place of Wooden Shingles for Better Class of Home—They Fill the Same Bill for Dwellings That Ready Roofing Does for Barns and Sheds —Profit to Dealer is Good—Trade Can be Developed

DEALERS in ready roofing perhaps have asked themselves the question whether or not the ready roofing is designed for use on dwellings. Manufacturers do not advocate the regular one, two or three-ply ready roofing for that purpose as a general thing. They prefer to let the ready roofing fill the needs for roofs on barns, sheds and similar classes of building. Their quest for suitable materials for the better class of dwelling has led to the development of the asphalt slate shingle. These shingles are made in three sizes, namely, the single shingle which is 12¾ inches by 8 inches, and the double shingle, which is 12¾ inches by 20 inches. Another shingle of narrower width is made in the double variety, size 10 inches by 20 inches. These shingles are usually laid four inches to the weather and in the double type require 180 of 20-inch shingles to cover 100 square feet. In single shingles the number required to cover 100 square feet is 424. These shingles are placed on the roof with nails and manufacturers assert that it requires 585 nails for nailing 100 square feet of the double shingle.

Cost of Slate Shingles

Dealers are naturally interested in the cost of any such commodities. Prices to dealer on single shingles in 12¾ inches by 8 inches in size range from $6 to $6.60 per square of 100 feet. Price on double shingles 12¾ inches by 20 inches is $7.20 per square, while cost of double shingle 10 by 20 inches is $6.15 per square. Manufacturers assert that the dealer can make $1 profit per square even when dealing with the contractor and when dealing with the consumer direct he is usually able to get $1.50 profit on a square of these shingles. The average house will take from 12 to 14 squares. It will be seen, therefore, that each sale that is made means considerable net profit.

Used on Better Class Building

These shingles are being used on the better class dwelling houses for instance that run in price from $10,000 to $12,000 in cost. They are being used on lower-priced dwellings of course, but the above figures are given as an indication of the type of dwelling that is being roofed with them in certain sections. These shingles have an asphalt felt base with a covering of finely crushed slate. They have the appearance of slate and come in the form of substantial looking slabs. In colors they are made in soft greens and red and are adapted to harmonize with any surroundings or architectural plan. One of the big advantages for this class of roofing is the practical indestructibility of the roof and the freedom from fire hazard. This is a time when thought should be taken of the morrow—a time when loss from fire should be reduced to the minimum. Statistics show that the loss by fire per capita in Canada is greater than in any other country, United States not excepted.

By reason of their indestructibility and elimination of fire hazard they are an economical roofing. Nothing is dear that gives good value for the money—no matter what the price may be. With a slate covering they make it impossible for sparks to obtain lodgment in a roof. It is a well known fact that most conflagrations spread from the roofs of buildings.

Every Builder a Prospect

When all the needs of the building trade in the shape of roofing is thus anticipated, namely, ready roofing for barns and sheds and shingles for the dwellings, the hardware dealer can be well supplied with lines that will enable him to get after the trade of his community in an energetic manner. His lines will be complete and his one big essential toward getting business is to get after it. "Hardwaremen are allowing much of this business to slip away from them because they are not going after it," said the manager of one of the Toronto wholesale firms. "Every building that is erected is a prospect for the hardwareman. The large firms have been making an energetic canvas for this business in many sections but the smaller dealer has been content to sit back and wait for the business to come to him. If the business is worth having it is worth going after. It is worth having as some of the larger concerns will testify in the amount they are selling."

Following Up Building Permits

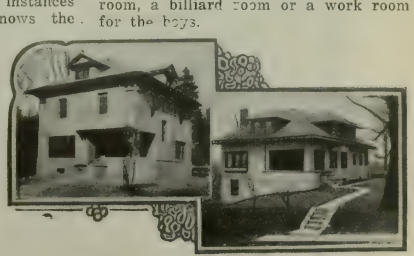
One of the best methods to keep in touch with prospects is to follow up the building permits and get in touch with the builders. In some of the smaller towns the record of permits issued is not usually published. But in these instances the hardwareman usually knows the builders and can keep in touch with prospective buyers by this means. Very often the hardwareman will be one of the first to be apprised of the fact that a building is contemplated. It often transpires that the prospective builder will make his first inquiries at his local hardware store in order to get a line on the cost of certain materials before he proceeds with engaging a builder. That is the time when some seed can be sown which may result in sales of roofing materials a little later.

Wallboard in Big Sale

There has been an extra good demand for wallboard during the present spring. Manufacturers have been busy and have orders for all they can fill in the immediate future. The reason for this is assigned to the fact that people are not going abroad to spend their vacation but will spend their vacation periods nearer home. They are building summer cottages on the inland lakes and this is causing a good demand for the materials. Furthermore, the manufacturers have been busy since the Halifax disaster in supplying rush orders to look after the temporary housing in the stricken city. In the early spring months manufacturers supplied large quantities for that purpose and as soon as that demand ceased the local demand started strong. A large use is being found for wallboard in camps, cottages and bungalows. In buildings of that description economy of construction is one of the big considerations. Ease of construction is also another consideration, the owner of the building often doing the work himself. One of the advantages in the wallboard lies in the elimination of the cost of papering.

A more extended use is being found for wallboard as an interior trimming for garages. Manufacturers claim for it that it is an insulation against both heat and cold, thereby making an interior warm in winter and cool in summer. Being slow burning it is not a dangerous material to have in a garage.

It very often happens that the attic of a home has been left unfinished and in consequence this space is not being utilized by the owner of the building. A suggestion in the form of an advertisement of some sort will very often start the householder thinking along this line and may be the means of unearthing a sale. By this method it can be pointed out that at small cost an old, dingy attic can be made into a sleeping room, a billiard room or a work room for the boys.



EDITORIAL COMMENT

"CLEAN Up and Paint Up" is a good slogan, but action is needed to get results. It is the duty of every hardware merchant to set the ball a-rolling in his community.

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DON'T speculate, except in War Bonds, is a good slogan just now. "Buy what you feel reasonably sure you can sell, and pay for when due" is good advice. Incidentally, see that your debtors also "Pay up" when accounts are due.

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COTTON has been bumping downward. At one time it reached 36c for spot, and now it is holding somewhat groggy around 26c per pound. Threat of the establishment of a 25c price took some of the proud primp out of the Old King.

* * *

SUPPLIES of anthracite coal from United States to points west of Winnipeg are to be cut off. The United States Fuel Administration asserts that conservation of coal in Canada must be practised to the utmost extent. Our Western mines will now have a free chance to capture the Western market.

* * *

NO SHIPMENTS of Banca tin have left Batavia for over two months. Henceforth the Dutch Government is to license shipment of tin from that source. Germany put the screws on Holland. Holland had to get even with somebody or something. It is not Dutch to "eat their heart alone."

* * *

A RECORD for shipbuilding was made in the Camden shipyards when the single screw collier Tuckahoe of 5,548 tons was launched 27 days after her keel was laid on the ways. In ten days from launching the constructing company promises to turn the new vessel over to the Government fully completed for service. An automobile a minute has been made possible by illustrious Henry. The ultimate goal for shipbuilding is a "ship every minute."

CANADA'S FUTURE IN EXPORTING

THAT Canada has a future as an exporting country cannot be doubted. One of the leading journals in the United States, the *Wall Street Journal,* in an editorial on May 6, expresses the following viewpoint in this connection:

"Whatever readjustments may follow in the years immediately after the war, Canada may be looked on as a distinct factor to be reckoned with in foreign trade, both inside and outside of the British Empire. It is not to be expected that the abrupt swinging round from an adverse or debit balance of $162,000,000 in 1914 to a credit balance of $624,000,000 in 1918 will give Canada's export trade a momentum of itself enabling her merchants and manufacturers to maintain an average excess of 40 per cent. of sales over imports.

"Exports to the United Kingdom rose from $215,000,000 for the year ended March 31, 1914, to $742,000,000 for the year 1917. For the year to March 31, 1918, these exports clip the $800,000,000 mark. Comparison of figures will show greater relative gains in percentages than perhaps in any other country.

"After every allowance has been made for war, for war prices and patriotic organization of industries, the bald fact remains that, with its small population and many handicaps to overcome, Canada in the past fiscal year fell only $21,000,000 short in dollar value of our own trade in 1914. Capacity to utilize every opportunity to the utmost has at least been shown and cannot be denied. This ability to make the most of the work of the day in foul weather as well as fair is a trade asset which may be stimulated by war, but cannot be stolen or impaired by peace. A people so enterprising and spirited may be relied on to do their utmost to hold the pace they set in securing a share of war trade. Will they do it?

"They will have a debt moderate and well within the financial grasp of any Canadian Parliament. They have shown the necessary will and capacity. They will have the wares to sell. A world half-starved and half in industrial paralysis will go to market for the food and raw material essential to life and recuperation. The things which Canada produces from land, water and forest are the necessaries which, at least in the first years in the after-period, will attract commerce, shipping and banking. He would be blind who could not read in the figures of trade a summary of Canada's position and opportunity in the era of commercial reconstruction which is to follow."

COMMERCIAL SALE OF STEEL BANNED

ONE of the radical changes in the iron and steel industry in the United States within recent days has been the regulation prohibiting steel supplies to non-essential industries. Some intimation of the way this will affect Canada could be gathered from the announcement made last week in these columns to the effect that heavy steel sheets were not to be sold to be held in warehouses in Canada.

There has been an embargo on the shipment of steel sheets of No. 10 gauge and heavier for several months past for all except Government work. Dealers perforce were required to bring these stocks forward under license. They had to be disposed of with the sanction of the Government.

The steel trade in the United States is adhering strictly to the new regulation. There is anticipation in certain trade quarters in the United States that the regulation is likely to last for only 60 days. Very much depends upon whether the requirements of the United States Government are satisfied at that time.

Although this will in all probability only be a temporary measure, still the effect will be to cause further delay in shipments of finished goods from that country into Canada. Indications seem to point to further restriction of supplies during 1918.

IN THE PIONEER STAGE

"PEOPLE are sorely tempted to think that pioneering in industry is a thing of the past. They are inclined to bemoan the fact that the romance and adventure, which seemed to be such an essential part of the early pioneering, have gone, never to return. However, they are coming to realize that, magnificent an epoch as the past material conquest has been, the country has entered upon a new conquest far greater than the first. The country is to be reconquered by the resources created by the new knowledge—the application of science to industry."

In these words Dr. Edward R. Weidlin, director of the Mellon Institute for Industrial Research at Pittsburgh, recently gave a glimpse into the "future that is to be." Already a beginning has been made along these lines in our own country. Some of our universities have placed their laboratories at the disposal of business men where they might take their problems and have them investigated.

We have just been nibbling at the edge of real scientific business development in the past. Science will undoubtedly come to the assistance of the retail merchant in the new days that are just ahead. It will help him solve some of the knotty problems that have caused many a good business ship to founder. Progress has been made, but much greater progress remains for the future.

Current Events in Photograph—No. 19

BEFORE THE FRONT LINE

This is a photo of an advanced British artillery observation post situated somewhere out in No Man's Land watching the effect of the fire of batteries miles in the rear. Here a man may surely look in the bright face of danger, and gaze in it alone. He and the birdmen are the eyes of the guns behind. If they fail in a measure at least the guns fail, and that means an added tragedy out there in front. Here you see the observation officer in his steel helmet watching through a new variety of periscope the effect of shell fire.

Discussion in Parliament re Cement Bag

Sir George Foster Made it Plain That Manufacturer Would be Allowed to Work Off All Existing Stocks of Bags—Said Idea Was to Get a Standard Weight For Cement Bag—Discussion in House

THE recent proposal by the Minister of Trade and Commerce to amend the Inspection and Sale Act by making the weight for a standard bag of cement 94 lbs. caused a lot of discussion. Sir George Foster stated there had been a widespread demand for the change from the present weight of 87½ pounds. The measure was introduced largely for the sake of having a recognized standard. As it stands at present there is no recognized standard weight, as custom was the only guide in establishing the weight at 87½ pounds, which was not a standard set by law. In view of the quantity of cement handled by hardware merchants, the discussion which took place on the matter is given in part:

On sections 360, 360A and 360B — Portland cement:—

Sir George Foster: We have had a good deal of correspondence with reference to these three questions in respect to Portland cement. Objections have been taken on several grounds and have been very carefully considered, and the opinions of experts, engineers and others, have been obtained by the department. As a result of all this, I purpose making certain amendments. Section 360 as it stands in the Bill reads:—

"Every bag of Portland cement sold or offered for sale in Canada shall contain ninety-four pounds net weight, and four such bags shall constitute a barrel."

I wish to substitute for that this section:—

"All Portland cement shall be sold by weight, and 94 pounds shall constitute a bag, and four such bags shall constitute a barrel."

That establishes that cement shall be sold by weight, and that the container shall contain 94 pounds. The bag, or something corresponding to the bag, is used as a container, and four of those bags constitute a barrel of 376 pounds. That this principle has, with few exceptions, been practically agreed to. These changes have been recommended by a committee of four of the Council of the Society of Civil Engineers—a cement manufacturer, a cement consumer and two engineers. As a result of their joint deliberations, I have the view of all the members of the committee, with the exception of one, and in accordance with that view, I have introduced this substitute clause. Objection is made that the present bag holds somewhere about 87½ pounds, and that if you now make a 94-pound standard weight, you cause a great deal of trouble and possibly a good deal of waste in connection with bags which are already ordered or which are on hand being used for putting up the cement at 87½ pounds to each bag. There is also a second objection, that other containers than bags are being used. Section 360A in the Bill reads:—

"Every bag in which Portland cement is filled and delivered shall be made of good strong fibrous material closely woven and in good repair when filled, and shall have plainly marked thereon the brand and name of the manufacturer and the net weight."

I think we can get over that difficulty, almost entirely, by substituting a section which I propose, as follows:—

"Every container in which Portland cement is offered for sale shall be made of suitable protective material, in good repair when filled, and shall have plainly marked thereon the brand and name of the manufacturer."

I understand that paper bags are being more and more used as a container for cement. It is also proposed that this Act shall not come into force until one year after it has received the signature of the Governor-General. That will be sufficient time to make any adjustments that are necessary in the way of bags. The present bag, which is running at 87½ pounds to the bag, is in most instances sufficiently large to hold 94 pounds. Only about 6 2-3 pounds would have to be added. That fact, coupled with the year's grace in the coming into operation of this legislation, will almost entirely avoid the waste of the bags.

Section 360B imposes a penalty. It is proposed to leave that penalty out for the present. Cement, I understand, is bagged by machinery, and it is very difficult, in bagging by machinery, to have the exact weight in each bag; there is sometimes more or sometimes less, so that what will be done by the Bill, if it passes as I propose, is to affirm the principle that cement shall be sold by weight; that the bag shall ultimately contain 94 pounds and that the barrel shall comprise four bags. This is in exact accordance with the conditions and the law in the United States. For a number of years the United States standard bag of cement has been 94 pounds, and the barrel four bags or 376 pounds. Taken altogether, that is about the best solution we can find for legislation with regard to cement. I, therefore, beg to move the amendments I have stated.

Mr. Morphy: My information is that the United States standard bag of cement holds 86½ pounds.

Sir George Foster: That statement, which was made to the department, was thoroughly investigated. I have the Act, and I have also the assurance, obtained by wire just the other day of the department at Washington, that that is the Act; that it is in force, and that there is no intention of putting it out of force.

Mr. Morphy: Is section 4 to be dropped from the Bill?

Sir George Foster: Yes.

Mr. Morphy: Then I understand it will be lawful for a man having eight or nine thousand sacks on hand to continue using them until they are worn out?

Sir George Foster: As long as they are usable.

Mr. Morphy: The question is one of sale by weight?

Sir George Foster: Yes. The manufacturer or dealer will find that, in a great many cases, he can easily get 94 pounds into the bag. If so, he comes up to the measure more quickly.

Mr. Thomas Foster: I wish to represent to the minister on behalf of a number of manufacturers that this legislation will mean a very heavy loss on account of thousands of sacks which they have on hand at present. The minister says that, by packing down the cement, you may possibly get 94 pounds into the bag.

I understand that it is not possible to get the quantity of the new standard in the sacks. The old standard was 86½, and the new standard is 94; you are changing from the less to the greater quantity. I do not know that there have been any strong representations, except perhaps from architects and builders, that the standard should be changed. Previously four sacks constituted a barrel but now you have to change the standard of your barrel to meet the difference in the sacks, and that will cause some difficulty until the machinery is set up to turn out the standard-sized barrels. This means considerable to the man manufacturing barrels and to the man manufacturing sacks. The large manufacturers in the West spoke to me about it, and I advised them to have a conference with the minister. Whether they have made representations to him I do not know, but they certainly appeared to have a grievance. It is immaterial to the architect or the builder whether the standard is 87 or 94 pounds, but it is of consequence to the producer who is turning out hundreds of thousands of barrels. We are not so very much concerned about the standard on the other side of the line, because the great majority of the cement we use is our own product, and we should therefore not be guided by the size of the standard sacks or barrels on the American side. I should like to know whether representations have been made to the Government as to the very great loss the manufacturers may sustain.

Sir George Foster: Perhaps my hon. friend did not catch exactly what I said. These representations were all made on the original clauses of the Bill, and the Bill then stood it might have been open to the objections my hon. friend has mentioned. But the Bill, after the amendments that I propose are made, meets every difficulty. They can go on using their 87½-pound sacks until their stock runs out. These sacks will wear out after a time, and then they can get the new 94-pound sacks. There is not the slightest tendency here to cause a loss either to the manufacturers or to the sellers on their present holding of sacks.

Mr. Morphy: The hon. minister has dropped the words "net weight."

Sir George Foster: The difficulty in putting in the net weight is that it is all done by mechanical packing, and it is impossible to have absolute uniformity in the weights. If you are packing the cement by hand in a bag and fill the bag to 94 pounds capacity, put the bag on a scale, and find that there is 94 pounds there, you can mark that weight on it, and you are sure of it. When cement is machine-bagged and bag after bag passes under the machine, sometimes a little less goes in and sometimes a little more; it is impossible to get a uniform weight. You might say: Go over every one of these bags, weigh each one, fill in the deficit of one, and take out the surplus of another so that each will contain 94 pounds, and then mark your net weight. That is mechanically and physically impossible; it cannot be done. But you have the name of the manufacturer on the bag, you have the standard of 94 pounds to a bag and, if it is not a 94-pound bag, you pay the fraction of the price, whatever it may be.

Mr. Morphy: The Minister will realize the position in which he is going to put the public. Cement is sold by the bag.

Sir George Foster: It is sold by the weight.

Mr. Morphy: A farmer comes in to get a bag of cement, and there are two kinds of bags. He does not know about the law making a bag of cement 94 pounds. Such a bag is sold at a certain price. A merchant, with a little quirk, or trick—and there are some of that kind—sells a bag of cement and the farmer thinks he is getting a 94-pound when he is only getting an 87½ pound bag. Is it not a fact that the weight has been stamped on cement bags in the United States at 87½ pounds, and have they not been found in this country? If that be so, where does the difficulty come in? If they have done it once, they can do it again. I think it greatly in the interest of the public that the weight should be put upon a bag of cement, the same as it is put upon a bag of flour. The sacks are stamped with the number of pounds they contain. It is quite true that it may put a little more work on the manufacturer, but supposing it does, the public are assured of proper weights. Will not the Minister look into this and ascertain if the weight is not stamped on the bags in the United States?

Sir George Foster: I do not think they are marked, but I am not certain about that. I will make enquiry, and let my hon. friend know before we pass the Bill.

Mr. Lemieux: Has the Minister consulted the manufacturers of cement on this question?

Sir George Foster: Yes.

Mr. Lemieux: Do they approve of this change?

Sir George Foster: Some of them do. The whole of the opposition offered by the manufacturers of cement has been based on the idea that they would be subjected to loss and particularly to loss in bags.

Mr. Morphy: I wish to bring to the attention of the Minister in a specific and undoubted way certain statements contained in a letter written to me by a gentleman who thoroughly understands the cement business. The first statement is as follows:—

"What is mystifying to those of us in the cement business is the underlying cause for what appears to us a perfectly foolish piece of legislation. Who stirred it up and what actuated it? Where was the demand that Sir George acceded to? It certainly did not come from the manufacturer. It surely could not have come from the consumer, because the 87½ lb. sack comes nearer filling in a rule of thumb way specifications for the use of cement than any other way could possibly do. Why is there to be a 94-lb. sack in Canada and a 87½-lb. sack all over the United States? Are contractors who take contracts here and in the United States to be faced with a different sack weight in making their mix?"

The writer speaks of the matter in other respects. He is a gentleman who is in the cement business in a large way, and his statements are very specific. I would like to ask the Minister where he gets his authority for the statement that the 87½-lb. sack is not the standardized sack in the United States, but that the 94-lb. sack is?

Sir George Foster: I got it from the circular of the Bureau of Standards, which, on inquiry,

was sent to me. I got it also in answer to a telegram sent to the Bureau of Standards, Department of Commerce, in Washington. The answer to that telegram was this:—

"Bureau of Standards, Department of Commerce, advise that the weight of bag and barrel of cement is indicated on page 10 of their circular No. 33, January 18th, 1917; re legal weights at present in United States."

With that was sent a copy of the Bureau of Standards and on page 10 there is the regulation No. 9:

"The cement shall be delivered in suitable bags, or barrels, with the brand and name of the manufacturer plainly marked thereon, unless shipped in bulk. A bag shall contain 94 pounds net. A barrel shall contain 376 pounds net."

There is no doubt at all that that is the legal standard in the United States, and has been for years.

Mr. Morphy: Will the Minister say that it is not the practice throughout the whole of the United States to use 87½ pounds bags?

Sir George Foster: I do not know how far that practice goes.

Mr. Morphy: I will tell the hon. Minister something more about the matter and have it put on Hansard for guidance.

Sir George Foster: If it is as stated by the hon. member it does not affect the principle of the standard being 94 pounds to the bag and 376 pounds to the barrel.

Mr. Morphy: The Minister will readily see the difficulty that will be created by a change in our law, if the cement manufacturers in the United States and in Canada are using an 87½ pound bag. As a matter of fact I understood the Minister to say that one reason for the introduction of the present Bill was to assimilate the standards?

Sir George Foster: Yes.

Mr. Morphy: But this legislation is going to change the practice apparently. If the Bill is merely for the purpose of fixing a standard which is not going to be used, I do not see very much necessity for such legislation. Now, to quote from another letter:—

"When you realize that the consumer has every mix regulated for a 87½ lb. sack and he tells a gang of Dagoes how many sacks to put in a mix, you can see what it will mean to allow for 6½ lb. extra in each sack, particularly if you remember that the 87½ lb. balances the cubic footage upon which all formulas are based better than any other weight, and again remember that the mixers of cement are frequently laborers who come from the United States and, for that matter, go from Canada to the United States, and are used to the 87½-lb. sack all over the continent."

Now, if that is so the Minister is hinging the merits of the Bill upon a practice that does not exist, and taking an academic standard from some Bureau of Standards in the United States which has not been followed by the practical workers in dealing with cement, so his justification for the Bill absolutely falls to the ground. I think, therefore, the Minister ought to consider the suggestion made here and hold the Bill until he finds a little further about the existing practice.

Sir George Foster: I will inquire what the practice is.

Mr. Casselman: Bags have been uniform before.

Sir George Foster: There is no standard with which to compare it.

Mr. Knox: Has the 87½ pound standard not been adopted because in mixing cement that is considered a cubic foot? I have always understood that quantity to be a cubic foot, and that is why it was put at 87½ pounds.

Sir George Foster: There must have been good reason why the Bureau of Standards, which is an institution in the United States which fixes all their standards of weights and measures, has adopted this standard. I do not know much about the mixing of cement, but I am informed that, in proportioning concrete, a bag of cement of 94 pounds net can, for all intents and purposes, be looked upon as a cubic foot. The usual mixture for concrete is one cubic foot of cement, two cubic feet of sand and four cubic feet of gravel.

Mr. Bureau: The Minister says: "For all intents and purposes," but my hon. friend (Mr. Knox) says that 87½ pounds is an actual cubic foot of cement.

Sir George Foster: But it is not.

Mr. Bureau: It is for all intents and purposes. It is not an actual cubic foot. It may answer the purpose of an actual cubic foot. My hon. friend (Mr. Knox) says that 87½ pounds is an actual cubic foot of cement. The Minister says that he wants to standardize this measurement. Who is going to be benefited by this legislation?

Mr. Cahil: The United States.

Mr. Bureau: I do not think it will benefit them all. What does the Customs Department do now? Supposing a bag of cement goes across the border, does the Customs Department charge for 87½ pounds or 94 pounds, to the bag, or is there any standard by the bag, or is the duty charged according to the actual weight?

Sir George Foster: The Customs Department, I suppose, imposes a tax upon the cement which is imported according to its weight.

Mr. Bureau: It will not make any difference whether our bag is 87½ or 94 pounds. If we are going to imitate the United States, we shall just continue a process that has been started. When our cement goes to the United States I suppose it is weighed. I understand from hon. members who have spoken to-night that $2,000,000 has been invested in bags that are marked "87½ pounds."

Sir George Foster: Not marked.

Mr. Bureau: That is the fate which I would like this Bill to have to-night. Let it explode and let us be done with it. If this Bill was to serve any purpose of the consumer, or even if it were to aid the manufacturer himself, we could feel that at least it was going to be of service to somebody. The Minister is asked: Why make the weight 94 pounds? He replies: To make a standard. Why not make the standard 87½ pounds?

Sir George Foster: There is some other business that we want to do to-night. I have listened carefully to everything that has been said and have made notes of the various suggestions. I still am of the opinion that we ought to have a standard weight; I think that would be in the interest of the consuming public. I do not see any force at all in the argument of my hon. friend from Three Rivers and St. Maurice (Mr. Bureau), whom I respect very highly, when he takes as his two premises that there would be a loss of $2,000,000 if this legislation went through, and, secondly, that there would be no gain to the consuming public, who have made no request for this legislation. Two premises like those do not heighten my respect for the conclusion he has drawn, because neither premise is correct. There will be no loss on the bags, and there has been a widespread demand for this change. The idea of having a standard for our products in this country is an absolutely sound one. That was the reason why this clause was inserted in the Bill. I now beg to move that the committee rise and report progress. I shall take into consideration the suggestions that have been made, and in a day or two shall come to the committee with my conclusions.

In the Good Old Springtime. Everybody Should Be At It Now.

Oil Products May Advance

Firm Situation Owing to Advance in Crude Oil of 25c Per Barrel—Gasoline Consumption Starting Heavy—Coal Oil and Lubricating Oils in Strong Market

THERE is a strong market for all petroleum products, including gasoline, coal oil and lubricating oils. The condition in this market has been occasioned through an advance in the crude oil of 25c per barrel which now makes the price of mid-continent oils $2.25. It was quite generally expected the advance in crude oil would amount to 50c per barrel but oil producers were evidently satisfied with an advance of 25c at the present time. "There is a heavy consumption of gasoline at the present time, with a shortage of crude oil for some sections," stated J. F. Shatford, manager eastern Ontario division of Imperial Oil, Limited, to a HARDWARE AND METAL representative. "We do not anticipate there will be any shortage of gasoline so far as our company is concerned during the coming summer. Transportation conditions have not been as good as could be desired, but we have anticipated the needs of the trade and have made provision therefor to the best of our ability. Crude oil in the Oklahoma field is selling at a premium of 50c to 60c per barrel over the quoted price of $2.25 per barrel, which gives some indication of the keenness with which oil men are bidding for the crude product. The situation is one of firmness for gasoline, lubricating oils and coal oil. As I see it at present the tendency in prices during the coming summer will be upward rather than downward. Coal oil has recently advanced in certain sections of the United States."

J. F. Shatford's first start in the oil business was at St. John, N.B. He entered the employ of the Standard Oil Company of New York in November, 1884, being then in his eighteenth year. He travelled for one year from St. John, N.B., covering the Maritime Provinces, when he resigned to go in business for himself, and a partnership was formed between himself and brother, S. S. Shatford, who is now manager of the Imperial Oil, Limited, at Halifax. They did business for some five years when their business was amalgamated with that of the Eastern Oil Company, of which H. A. Hutchins, of 26 Broadway, was president and later manager of the Imperial Oil Company, Limited. J. F. Stratford was appointed manager of the Imperial Oil Company, Ltd., Queen City division, effective first of October, 1914. Marketing of oils is sort of a second nature to Mr. Shatford after the long apprenticeship served in same, covering between thirty-three and thirty-four years. He has formed many friendly and extremely pleasant associations since coming to Ontario, and is glad to count friends in nearly every town of any size in the Province of Ontario.

There is only one thing in his opinion that Ontario lacks to make it the quintessence of perfection to live in, and that is "salt water." He still retains a very kindly feeling for his native province.

To Reduce Lines of Tin and Enamel Ware

In Conserving Materials Such Action Will be Taken — Essential Lines to be Retained and Non-Essentials Cut Out—United States Has Curtailed Manufacture

IN discussing the situation a few days ago as affecting "Wares" Edward Goodwill, manager of the Thos. Davidson Company, Ltd., of Montreal, HARDWARE AND METAL was informed that it has been decided to curtail the manufacture of enamelled ware and tinware to a certain extent. This decision has been made that material may be conserved.

"We are cutting down on the number of lines of tin and enamelled ware in view of the situation in raw materials," said Mr. Goodwill. "There are quite a number of styles and also sizes of manufactured lines that we can eliminate at present. Certain patterns can be done away with for the present at least and by confining ourselves to the essential lines material will be spared for use in the manufacture of goods that are required more urgently.

"In view of the decision across the line in the United States," continued Mr. Goodwill, "to curtail the output of enamelled ware it is quite probable that some such action will be taken here. The United States has been very fair with Canada and if she is conserving supplies we must be fair and show our willingness to do likewise."

"Will this cutting down be as large as in the States?" was asked. "It very probably will be about the same as there," was Mr. Goodwill's reply.

Booklet on Lamps

The Canadian Tungsten Lamp Company, Hamilton, has issued an attractive booklet of 24 pages descriptive of their various kinds of lamps. The pamphlet is well illustrated, giving the different types of lamps manufactured by this company. The opening pages of the booklet contain an historical sketch of tungsten and its uses. Some interesting material is also given on the application of nitrogen gas to incandescent lamps. The booklet is for distribution to the trade.

CATALOGUES and BOOKLETS

Catalogue of Surface Coils

McIntyre & Taylor, 501-3 Queen St. W., Toronto, have issued an eight-page booklet on M. & T. extended surface coils. Illustrations of the various patterns of coils are well printed and complete details are given in connection with their lines. Other lines embodied in this catalogue include asbestos stove lining, asbestos stove cement and stovepipe enamel.

Catalogue on Boilers and Radiators

The Pease Foundry Company, 118 King Street E., Toronto, has issued a new catalogue and price list, No. 85, containing much valuable information with respect to their warm-air furnaces, combination furnaces, registers, hot-water boilers, steam boilers, radiators, fittings, valves, etc. The catalogue is well printed on a high quality calendered paper and is of convenient size to carry in the pocket. It contains in all 154 pages with blue covered cloth-bound back.

Catalogue on Forges and Blowers

The Buffalo Forge Company, Buffalo, N.Y., has recently issued a very neat catalogue of their forges and blowers. The catalogue is well printed with cover of light gray paper stock, printed in artistic design. The catalogue is perforated at the back for the purpose of filing. There are 112 pages in the catalogue, which gives very complete information with respect to the various models manufactured. One of the lines featured is that of agricultural forges, in which the farming community would be interested.

FOLDER ON SCREEN DOOR HARDWARE

"Screen Door Hardware" is the name of a new eight-page folder illustrating a few of the best selling items of screen fixtures and trims made by the Watrous-Acme Mfg. Company of Des Moines, Iowa. The Stanley Works of New Britain, Conn., is the sales agent for all Watrous-Acme products and is the publisher and distributor of this new folder. The folder is designed for retailers to pass out to their customers. A liberal space is left at the bottom of the cover where the dealer's name and address may be prominently printed. All reference to the manufacturer is omitted until the last page.

These folders, imprinted, will be sent in reasonable quantities on request from any hardware dealer who is selling any of the following: Watrous-Acme Screen Door Catch No. 210, Screen Door Latch No. 129, Screen Door Spring Hinge Sets Nos. 1156, 1157, 1158 and 1159, Screen Door Brace Sets No. 27 and Porch Screen Couplings No. 16 and 17, all of which are illustrated and described in the folder.

WHOLESALE FIRM CEASES BUSINESS

One of the oldest business concerns in St. John will disappear on June 1, when I. & F. R. Burpee, wholesale iron and hardware will close their doors and the members of the firm will retire from business. The business was started under the name of I. & F. Burpee and afterwards became I. & E. R. Burpee, which name has been retained until the present. The present owners are John P. MacIntyre and G. W. Ketchum, who grew up with the business and eventually succeeded to the ownership. The property in which the business was conducted was owned by the estate of the late Isaac Burpee and was regarded as one of the most valuable properties in that part of the city, having a frontage of ninety-three feet on Dock street. The property has been sold to the New Brunswick Power Company, and the firm have decided, instead of seeking new quarters, to sell out their stock and retire from business. The name of I. & E. R. Burpee has been prominent in hardware circles for many years and the present members of the firm have taken a prominent place in the life of the city.

MOULDERS ASK FOR MORE PAY

Three hundred iron moulders went on strike in sixteen Toronto shops on Friday of last week to enforce their demand for higher pay. Their present rate of pay is $4.50 and their request was for $6. Moulders in the Hamilton district went on strike the following day for the same purpose, namely, to have their wages increased to $6 per day from $4.50. The employers are reported to have offered $4.95 per day but two large shops were already paying $5.50 per day and the men refused to entertain the offer. About 200 men are involved in Hamilton. Disturbances in the moulding trade may have a serious effect on the production of stoves if an agreement is not reached at an early date. Increase in wages would mean an increase in cost of producing stoves.

BICYCLE AND SPORTING GOODS SHOW

Montreal's first annual bicycle and sporting goods show opened at 2 o'clock on May 4 and will remain open until 10.30 p.m. Saturday, May 11. An orchestral concert is to be given twice daily at 2.15 and 8.15 and the entire proceeds from the sale of tickets will be given to local patriotic and charitable institutions. The Montreal School for Crippled Children have organized a very active campaign for the sale of these tickets and it is expected that their funds will be very largely increased through the show. Great interest is being taken by the many exhibitors and a large number of invitation tickets have been sent out to prospects and visitors. May 4 to 11 is being recognized all over Canada and the United States as Bicycle Week, but Montreal is the only city to celebrate this organized campaign by holding an exclusive exhibition of this sort.

FIRST CONCRETE SHIPYARD

The United States Shipping Board authorizes the following:

Under Government direction, the construction of the first concrete shipbuilding plant on the Atlantic coast—and the first yard in America devoted exclusively to concrete shipbuilding—got under way Wednesday. The site is at Wilmington, N.C., near that of the Carolina Shipbuilding Co.'s plant. The builders for the Government are the Liberty Shipbuilding Co.

SUBSTITUTES FOR TIN PLATE

In the summer of 1917, owing to the shortage of tin plate, steps were taken to find a substitute for packing army jam. After experiment a cardboard container was evolved for the purpose and manufacture was commenced on a small scale in August.

The use of the container was gradually extended to other supplies than jam and manufacture developed till, at the present time, there is an output of more than 3,000,000 containers weekly.

The bulk of these are of 2-pound size, but a proportion are of 1-pound and 5-pound sizes, the three sizes being used as substitutes for tinned packages.

A further great saving of tin plate is anticipated by the use of a large cardboard box, of specially prepared material, for packing biscuits and dried vegetables, an order for 200,000 of which has just been placed for experimental packing. The use of this box is expected to save at least 100 tons of steel for every 1,000 tons of biscuits packed.

TO EXCLUDE COMMERCIAL BUSINESS

The pledge of all the leading steel manufacturers of the country given at New York last week to the Director of Steel Purchases to operate on Government orders to the exclusion of commercial business is the most momentous development of the war as affecting the industry, says *The Iron Age* of May 2.

As with price fixing the action is in the form of an agreement, but back of it is a degree of pressure that has not appeared previously in any of the Government's dealing with the steel trade. The War Industries Board, having tolerated for some time opposing opinions on the question whether there has been a scarcity of plates and some other forms of steel needed by the Government, has now asked for an actual demonstration by the concentration of blast furnaces, steel works and rolling mills upon war work. To every member of the American Iron and Steel Institute a pledge form has been sent which is a promise to subordinate all commercial demands to Government requirements, and a practically unanimous response is expected.

The estimate of the War Industries Board that recent mill deliveries on Government orders have been at the rate of 33,000,000 tons a year, or close to 90 per cent. of production, includes as war work all railroad requirements and those for agricultural implement plants, mines, oil wells and every other essential operation. This broad construction makes the new policy less drastic than some sensational statements have indicated.

POWER FOR ST. LAWRENCE TOWNS

From correspondence between the Brockville Public Utilities Commission and the Ontario Hydro Electric Commission, it is intimated that before the summer is over Brockville will be receiving "juice" from the Cedar Rapids Transmission Company. The power will be generated for the towns along the St. Lawrence from Mille Roches, and Brockville will be the chief distributing centre.

OFFICERS OF THE BICYCLE AND MOTOR CYCLE DEALERS' ASSOCIATION.

Bottom Row reading left to right:—F. G. Holden secretary; Art Ross, President; J. McNiece, treasurer; H. Delanauze, director; I. Herschbain, director; E. Barsalou, director; T. C. Kirby, manager.

EVENTS IN THE TRADE

BUSINESS CHANGES

Carlyle, Sask.—R. F .Cornell, hardware, is out of business.

Lachine, Que.—La Quincaillerie Lalonde, hardware, has sold out.

Carnduff, Sask.—Partridge & Co., hardware, has been sold to Lloyd & Heller.

Kingsville, Ont.—Scratch & MacDonald, hardware, have sold to Kenneth Rae.

OBITUARY

Cookstown, Ont.—Thos. Gollop, hardware merchant, is dead.

FIRE LOSS

Three Rivers, Que.—Labelle, Cyrille & Co., des Trois Rivieres, wholesale and retail hardware, has suffered fire loss.

CORRECTION

The advertisement of the Canada Glue Co., Limited, in last week's issue of HARDWARE AND METAL was indexed as appearing on page 28. The advertisement appeared on page 91.

FIREWORKS ONLY IN BACKYARDS

The city of Toronto will not allow fireworks to be set off in the public streets this year. The chief of police announces that they may be set off in backyards but not on the thoroughfares.

KAMSACK'S AUTO BY-LAW

Owing to the large number of cars coming into town, says *The Kamsack Times*, a by-law has been passed by the council, that all cars shall keep to the right hand side of the road and, when turning, shall drive to either end of the town to do so. Also, when standing, cars must be placed on the west side of the street on an angle, to avoid accidents.

NEW MANAGER FOR GLASS FIRM

J. P. O'Shea & Co., plate glass and mirrors, Montreal, have secured the services of J. L. Taylor as their manager. Mr. Taylor was formerly with the Hobbs Manufacturing Co., first at London, Ontario, and for the past four years or more manager of the Montreal branch. His services with them extended over a period of sixteen years. On the eve of his departure from the Hobbs Company, Mr. Taylor's former associates and friends surprised him at his home in St. Lambert, where he was made the recipient of a gold watch, accompanied by the best wishes of his old staff.

LIEUT. NORMAN HENDERSON
Formerly of Henderson Bros., hardware merchants, Vanguard, Sask., news of whose death in France was recently received and mention of which was made in May 4 issue of Hardware and Metal.

BIG BICYCLE RUN

Bicycle enthusiasts in Toronto made an excellent showing on Sunday, May 5 on the occasion of a bicycle run to High Park. This run was instituted as a forerunner of Bicycle Week. There were some 725 bicyclists present. Many oldtimers were seen in the column which stretched for more than a mile along the streets. In the ladies' section there were eleven cyclists. Local bicycle clubs participated in the run in an enthusiastic manner, one club having no less than 125 members present. Moving pictures were taken of the parade. The run was held under the auspices of the Toronto Bicycle Dealers' Association. Bicycle Week in Toronto and in other parts of the Dominion was carried out with great success.

STANLEY WORKERS BOND BUYERS

The employees of the Stanley Works, New Britain, Conn., subscribed $163,000 to the third Liberty Loan, an average of about $57 worth of bonds for every man and woman in the company's employ. There were over 2,400 individual subscribers; 85 per cent. of the people of the Stanley Works' payroll bought one or more bonds of the third issue.

For the first Liberty Loan the employees of the Stanley Works subscribed $104,000 worth of bonds, and for the second loan $114,000 worth.

MONTREAL NEWS ITEMS

Hon. C. H. Ballantyne made announcement a few days ago at the Catholic Sailors' Club Jubilee that ships made under the Dominion merchant marine program of the Government would be turned out by Canadian shipbuilding plants and would be in operation by January 1, 1919. This will be welcome news to all in that a merchant marine of our own will be viewed with pride by Canadians and the transportation problems will likely be better and more promptly dealt with than otherwise would be possible.

R. S. Higgins, late sales manager for John Millen and Son, Ltd., has joined the new Tank Battalion recently in Montreal. Mr. Higgins has been connected with the motor accessory business, having been a partner in the firm of Higgins and Lee before going with John Millen and Son.

MUNITION PLANT DAMAGED

The plant of the Munitions and Metals Products Co., Ltd., located in Montreal East, was very seriously damaged to the extent of about $25,000 on Saturday last. The cause is not certain but is attributed to that of spontaneous combustion. In the early stages of the fire it was thought that the plant would be a total loss. The fire brigade arrived in time, however, to get the flames under control and to keep the loss within the above figure.

SECOND-HAND MOTORS TAXED

Advice received by H. R. Franklin, collector of Inland Revenue at Toronto, from Ottawa during the week, made it plain that second-hand passenger cars are to be included in the 10 per cent. tax on automobiles. The provision, however, does not apply to motor trucks

CHANGE IN NAME

The Boeckh Bros. Company, Ltd., has advised the trade that they have been granted supplementary letters patent changing the name of company to The Boeckh Company, Limited. The change in name involves no change whatever in the ownership or management of the business, which will be carried on as heretofore.

Saskatchewan Retailers to Meet May 14-16

Fine Program Has Been Prepared for Deliberations at Convention in Saskatoon—Many Important Matters Will be Considered

PLANS are rapidly maturing for the convention of the Saskatchewan branch of the Retail Merchants' Association of Canada to be held in Saskatoon from May 14 to 16. It is expected the convention will be one of the most important in the history of the association. It is expected Dr. W. C. Murray, president of the University of Saskatchewan, wil be one of the speakers. This is an illustration of the closer relations that are to-day springing up between merchandising and education. An interesting and attractive feature of the convention will be addresses by E. B. Moon, director of Community Development and Trade Betterment for the "Farmers' Review" of Chicago. He will address the convention on such subjects as "Business Barometers," ""Advertising Copy," and Jobbers' Co-operation with the Retailer."

The report of the convention will be covered fully in HARDWARE AND METAL. A representative is making a special trip to the West for this purpose in full expectation that many interesting and valuable matters will be discussed and acted upon. A programme of the convention appears in this issue.

Program of the Saskatchewan R. M. A. Convention

To be Held in Saskatoon on May 14, 15, 16

THE first draft of the program of the fifth annual convention of the Saskatchewan Branch of the Retail Merchants' Association gives promise of a very enjoyable and profitable session. E. B. Moon, one of the speakers, is not only an authority on the general principles of the problems he discusses but is a practical authority as well, as he is personally interested in a retail business. It is probable that Fletcher Sparling, general manager of the Hudson's Bay Company, Winnipeg, and H. W. Wood, president of the United Farmers of Alberta, will also be present and deliver addresses, though as this had not been definitely arranged, their names were not added to the program.

There are some matters of considerable importance to come up that makes it desirable that every merchant possible should arrange to be present at the convention. Where there are matters of sectional interest to be considered special conferences will be arranged where these matters may be discussed and dealt with.

The evenings of the second and third day have been left open for the delegates to employ as they may see fit.

The program as arranged is as follows:—

PROGRAM

Tuesday, May 14th

9.00 o'clock—Delegates and visitors will call at the Convention Hall for the purpose of registering and receiving their badges.

9.30 o'clock—Convention Hall—Opening session. Addresses of welcome by His Worship Mayor Young and Dr. W. C. Murray, president of University of Saskatchewan. President's address. Treasurer's report. Secretary's report. Appointing of committees. Announcements.

Tuesday Afternoon

1.30 o'clock—Convention Hall — Receiving resolutions and consideration of same.

4.30 o'clock—Question box and general discussion.

Tuesday Evening

8.00 o'clock—Convention Hall.
Song—selected, Arnold Smith.
Harmonies, Travellers' Quartette.
Address by E. B. Moon, director of the Department of Community Building and Trade Department of the Farmers' Review, Chicago.
Subject, "Business Barometers."
Discussion.
Character Song — selected, Charles Smith.

Wednesday Morning, May 15th

9.00 o'clock—Trade section meetings.

10.00 o'clock—Receiving resolutions and consideration of same.

11.00 o'clock—Question box and general discussion.

Wednesday Afternoon

1.30 o'clock—Convention Hall—Annual meeting of Retail Merchants' Mutual Fire Insurance Company.
Reading of minutes.
President's report, including financial statement.
Election of two directors.
Discussion on future policy of company.

3.30 o'clock—Address by E. B. Moon.
Subject, "Advertising Copy," "Mail Order Competition."
Discussion.

5.00 o'clock—Question box and general discussion.

Wednesday Evening

This evening is left open for the delegates to utilize as they wish. The Convention Hall will be available for Trade Section meetings if desired. Arrangements can be made for such meetings by getting in touch with the Secretary before 6 p.m.

Thursday Morning, May 16th

9.00 o'clock—Convention Hall — Receiving resolutions and consideration of same.

Thursday Afternoon

1.30 o'clock—Convention Hall.
Address by E. B. Moon.
Subject, "Jobbers' Co-operation With the Retailer."

3.00 o'clock—Election of officers.

4.00 o'clock—Discussion of policy for coming year.

5.00 o'clock—New business.

6.00 o'clock—Convention closes.

GOD SAVE THE KING

TRADE INQUIRIES

The Department of Trade and Commerce has received the following inquiries relating to Canadian trade. Addresses may be secured from the Department, or from the Editor, Hardware and Metal, Toronto, Canada. Please quote reference number when requesting addresses.

2. **Boot lace tags.**—A Yorkshire (Eng.) firm wishes to hear from Canadian manufacturers of boot lace tags, either with a view to representation or purchase outright. Samples and prices are desired.

3. **Glue.**—The representative of a number of manufacturers in Western Australia desires price lists, small samples and full particulars concerning Canadian glue on the basis of f.o.b. steamer, direct from New York to Freemantle or from St. John, N.B., transhipping at Melbourne.

5. **Wheelbarrows.**—A Bristol firm desires to import wheelbarrows for navvy and general purposes.

6. **Washers and churns.**—Canadian manufacturers of washers and churns are requested to communicate with a firm in Bristol.

7. **Horse buckets.**—A concern in Bristol is prepared to purchase horse buckets.

8. **Lawn mowers.**—A Bristol firm would be glad to get in touch with a Canadian exporter of lawn mowers.

9. **Tree and hand pruners.**—A Bristol firm will buy tree and hand pruners.

10. **Garden tools.**—A firm in Bristol wishes to import rakes, forks, hoes, and general garden tools.

11. **Hay and manure forks.**—Canadian exporters of hay and manure forks are asked to communicate with a Bristol firm.

12. **Hammers and hatchets** are wanted by a Bristol firm.

13. **Fly traps.**—A Bristol firm would be pleased to hear from a Canadian exporter of a good trap for catching flies.

14. **Mouse and rat traps.**—A Bristol firm desires to import mouse and rat traps.

15. **Mincers.**—A Bristol house wants to purchase mincing machines.

16. **Can openers.**—A Bristol concern wants to import can openers.

17. **Scales.**—Canadian manufacturers of a reliable household or kitchen scale or balance are asked to write a Bristol firm.

18. **Pokerettes.**—A Bristol firm desires to import pokerettes.

19. **Lanterns.**—A Bristol firm wishes to purchase lanterns.

20. **Bread and cake knives.**—Canadian exporters should write to a Bristol firm.

21. **Eggbeaters.**—A Bristol firm wishes to purchase eggbeaters.

22. **Clothespegs.** — Turning or spring clothespegs are wanted by a firm in Bristol.

23. **Corn brooms.**—Canadian manufacturers of these brooms are requested to write a firm in Bristol.

24. **Lemon squeezers.**—A firm in Bristol wishes to buy lemon squeezers.

PLEDGE BEING USED IN UNITED STATES PLANTS

April 26, 1918.

For myself, my corporation or my firm, I pledge the prompt production and delivery of the largest possible quantity of material in our departments that is or shall be required by the United States Government for the necessities of itself and its Allies, and agree that all other lines of our business shall be subordinated to this pledge, and all this in accordance with the request of the War Industries Board.

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NEW HARDWARE GOODS

OFFERED TO CANADIAN HARDWAREMEN

New Silverware Display Case

The Oneida Community, Limited, Niagara Falls, Ont., have recently put out a new counter or window display case for their Par Plate silverware in attractive green leatherette. The case is capable of holding one and one-half dozen teaspoons, one dozen dessert forks, one butter knife, one-half dozen dessert spoons, one dozen dessert knives, one sugar shell. The case is designed as an effective selling counter display. It is claimed for it that it is a salesman and a stock clerk all in one. The case is furnished in four different patterns and is being distributed through the various wholesale houses. One of the most practical features is the method of showing prices for the goods in each compartment of the case. Prices are quoted on spoons, forks, knives, etc., each as well as in sets of six.

Oneida Counter or Window Display

NEW GLASS PRODUCT

The Canadian Laco-Philips Company, Montreal, Toronto, Winnipeg, Vancouver, is putting on the market a glass product under the trade name of "Laco-dalite." It is asserted "Laco-dalite" is simply glass chemically treated and made to fit standard sizes and shapes of all reflectors on the market. It is equipped with holders permitting it to be easily attached to such reflectors. The manufacturers are of the opinion the glass will be largely used for display purposes in department stores and for industrial lighting where color values or accurate measurements are required. It will be marketed through electrical jobbers.

Laco-Dalite Glass Product

NEW MODEL VULCANIZER

One of the features claimed for the 1918 model Shaler 5-Minute Vulcanizer is its ability to make both round and oblong patches—an exclusive feature. The one-piece patch and heat unit consists of solid fuel, vulcanizing plate and patch of raw rubber, the latter containing no fabric to prevent it from stretching with the tube. It is claimed there is a fresh clean vulcanizing surface for each repair. The rubber and fuel are protected against deterioration while in the dealer's stock or in the tool box of a car. Six each of the oblong and round patch units come with each outfit.

The Shaler 5-Minute Vulcanizer is substantially made of iron and is finished with a coat of rust-proof nickel.

C. A. Shaler Company, Maupun, Wis., the manufacturers, state they are making prompt deliveries and are prepared to supply dealers who carry the Shaler line with ample quantities of advertising matter.

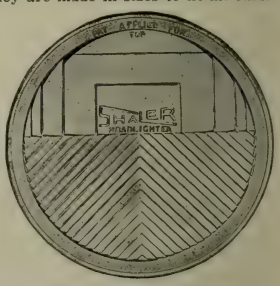
Shaler Vulcanizing Outfit

NEW ROADLIGHTER

Protection of the user against the blinding glare of headlights he meets is the idea which the manufacturers have sought to embody in the Shaler Roadlighter over headlights with clear glass or other fronts. It is claimed it enables the user to comply with laws, where they exist, by eliminating his own glare; it illuminates the full width of the road; it throws a more intense light far ahead than clear glass; it shows the road through fog, rain, or dust; and it lights up the road signs as they are passed.

Instead of considering the light from the lamps as a single beam which must be wholly diffused to eliminate glare, with the inevitable shortening of range, or which must be limited vertically to the legal heights, this device aims to divide the light into three distinct beams. These are distributed on the road so as to produce a long narrow, concentrated distance beam and two other concentrated beams that taken together give the effect of a pair of regular headlights plus two spotlights set to illuminate the foreground and edges of the road.

The trade mark of C. A. Shaler Co., Waupun, Wis., manufacturers of accessories, is carried by this new accessory. They are made in sizes to fit all cars.



The Shaler Roadlighter

ARTIFICIAL FISHING BAIT

The King Bait Company, 4312 Chicago Avenue, Minneapolis, Minn., has recently placed on the market a new artificial fishing bait known as the "King Wiggler," which it is claimed is suitable for either trolling or casting. It is made of brass 3¼ inches long, with a nickel-plated body and red head, and weighs about one ounce. It is asserted the "Wiggler" moves through the water with the tail motion of a live minnow, travels from 6 to 12 inches below the surface of the water at an average speed of reeling and floats when not in motion.

WEEKLY HARDWARE MARKET REPORTS

STATEMENTS FROM BUYING CENTRES

THE MARKETS AT A GLANCE

RAPIDLY advancing markets feature the situation in turpentine during the week, prices going up from 8c to 10c per gallon, with prospects of even higher levels being reached. At primary points the market on this commodity shows increasing strength. Great difficulty in getting shipments through to Canadian points is being experienced, and supplies are within a very small compass.

A further advance in tin of 15c per pound features the metal markets. This, it is intimated, is the result of increased costs, due to advances in primary markets. Stocks are at a very low ebb, and no shipments from Great Britain are reported on the way. Solder has been influenced to higher levels by the increase in tin, and quotations are up about 4c per pound in some quarters, which has served to narrow the range. Stocks are none too heavy, and manufacturers are trying to equalize distribution as carefully as they can.

The outlook for all steel grows more uncertain. The action of the United States Government in taking over the entire output of the mills must result in supplies for commercial requirements reaching a low point. At the present, fair stocks of sheets are reported available, and a very firm undertone exists. Business, however, must be conducted on the basis of a constantly decreasing supply.

A very big advance in China bristles has been put into effect at primary points, and this has resulted in a very firm undertone for brushes. French and Russian bristles are not coming in, and under the exceptional heavy demand for war work in shipbuilding, railroad equipment, etc., there has been some question as to whether bristles available would take care of all requirements. Corn brooms are in a very firm market, and higher prices are not altogether unexpected.

The general tendency of the markets during the week has been upward. Fire-welded coil chain is quoted at higher levels, and other lines similarly affected include small bore rifles, shovel, spade and scoop handles, blow torches, fire pots, nut and chain wrenches, automatic hand drills, spiral screwdrivers, breast drills and alarm tills. An advance in some quarters of 1½c per pound on horse shoe nails has been made, and horse clippers have also gone to higher levels. Ready roofing is another line to make an advance, and asbestos sheathing is also up. Business in spring lines is reported excellent.

MONTREAL MARKETS

MONTREAL, May 9.—Prices during the week have held on a fairly normal basis though changes have been made which represent advances over former quotations. Horse nails are up 1½c per pound as shown by new prices just issued and further advances in solder have been made. The situation in sheets whereas not immediately serious presents a very uncertain outlook for future requirements. With the opening of navigation the movement of spring goods has been greatly accentuated and orders for garden tools, lawn mowers, hose, screen doors, windows and screen wire are going forward freely. Business generally is reported splendid.

Horse Shoe Nails Make Advance Of 1½c

Montreal.

HORSESHOE NAILS.—An advance of 1½c per pound is provided for in the new list established on Capewell horse nails. No change has been made in the prevailing discounts which are 10 per cent. in small quantities and 10 and 5 per cent. for full boxes. The question of further supplies will be very likely influenced to some extent by restrictions on steel output, but so far manufacturers have taken care of the trade throughout Canada very nicely. The new lists adopted appear in current market quotations.

Oil Stoves Moving; Enamelware Firm

Montreal.

STOVES, ENAMELWARE.—The demand for all lines of summer stoves, oil, gasoline, electric and gas continues very heavy and from retail points advices indicate that consuming demand is well under way. There is comparatively little moving in stoves and ranges, and the future must remain uncertain for some little time until the matter of supplies is more decided. Indications are that heaters will advance, and already stove pipe has undergone revision upward, though new prices are not yet available. Enamelware is holding very firm and a good demand continues to be manifest.

Heavy Demand For Gasoline and Oil Prevails

Montreal.

GASOLINE, OILS.—A very heavy demand exists for gasoline and oil. Consumption in gasoline is being influenced by the greater number of cars in use and coal oil is being used to a larger extent as fuel which serves to keep up interest in this line. Quotations have remained unchanged, gasoline selling at 34c. Electroline and Palacine coal oil at 22c, and Royalite coal oil at 19c gallon.

Twines Firm; Rope In Unchanged Market

Montreal.

TWINE, CORDAGE.—A very firm situation exists in all lines of twines. Hemp twines are none too plentiful and it is indicated that higher prices on jute would not be altogether unexpected.

Binder twine is steady and some movement to dealers is in progress. Rope is firm and unchanged with a small demand existing. Prices hold at 27½c base for sisal, 33c base for British manila, and 39c base per pound for pure manila.

Wire Nails Steady; Wire Unchanged

Montreal.

NAILS, WIRE.—No change in the position of nails and wire has been made during the week. Prices are firm and the demand, while fair, does not represent a big volume of trade. Wire nails continue to be quoted $5.25 base, cut nails at $5.60 base per 100 pounds, and smooth steel wire is steady at $6.25 base per 100 pounds.

Active Demand Continues For Machine Tools

Montreal.

MACHINE TOOLS.—The activity in the demand for machine tools has shown an increase owing to the placing of additional orders for American shells. Dealers report that inquiries for medium heavy shell equipment during the past week have been above the average. General service tools are in fair demand, and the requirements for small supplies are still of considerable volume; transportation has been improved, but definite delivery is not yet a pronounced factor, and manufacturers are still handicapped from shortage of certain supplies.

Some Movement In Iron And Steel

Montreal.

IRON AND STEEL.—The opening of navigation has resulted in a fair movement of iron and steel to points served by water routes. The movement has not reached the point where it might be termed heavy, but is more in line with supplies which are none too plentiful. Prices are unchanged as follows:

Common bar iron, per 100 lbs.	$ 4 55
Refined iron, per 100 lbs.	4 80
Horseshoe iron, per 100 lbs.	4 80
Norway iron	12 00
Mild steel	5 05
Band steel	5 05
Sleigh shoe steel	5 05
Tire steel	5 25
Toe calk steel, per 100 lbs.	5 95
Mining tool steel, per lb.	0 17½-0 19
Black Diamond tool steel, per lb.	0 18 -0 19
Spring steel	6 50
Single reeled machinery steel	6 50
Iron finish machinery steel	5 10
Harrow tooth steel	5 20
Black Diamond cast steel, lb.	0 20-0 21

Sheets And Plates Becoming More Difficult

Montreal.

SHEETS, PLATES.—The situation in sheets and plates is becoming increasingly difficult. The action of the United States Government in taking over the output of the mills for the next sixty days is bound to affect supplies for commercial use and stocks on hand locally must necessarily become depleted. In some quarters a slightly easier tendency in black sheets is reported, though quotations nominally hold as follows:

BLACK SHEETS—		100 lbs.
10 gauge	$8 75	$9 00
12 gauge	8 85	9 65
14 gauge	8 80	9 00
16 gauge	9 00	9 15
18-20 gauge	9 25	9 25
22-24 gauge	9 40	9 60
26 gauge	9 45	9 75
28 gauge	....	9 90
10¾ oz. (28 English)	10 55	10 75

GALVANIZED SHEETS—	
10¾ oz.	$10 00
28 ga.	9 65
26 ga.	9 25
22 and 24 ga.	9 05
20 ga.	8 85
18 ga.	8 85
16 ga.	8 70

No Developments In Old Materials Yet

Montreal.

OLD MATERIALS.—Nothing of importance has developed in the market on old materials and business in general has been quiet. Dealers report that sales have been light, and consumers are apparently buying only what they require for immediate needs. The better conditions that have recently been granted to dealers in American markets has created renewed interest over there, but so far this tendency has not been shown in the Canadian situation. Business is normal in heavy melting steel scrap, and brass scraps are in good demand, but the general market is quiet. Quotations are unchanged and firm.

Tea lead	$ 0 05	$0 06½
Heavy lead pipe	0 06¼	0 06½
Yellow brass	0 13½	0 14
Red brass	0 22½	....
Light brass	0 08	....
Scrap zinc	0 05½	0 06
Heavy copper	0 22	0 23
Wrought iron, No.1, per gr. ton	27 00	....
No. 1 machinery cast	36 00	38 00
Heavy melting steel	20 00	21 00
Pipe scrap	18 00	20 00
Stove plate, per ton	....	22 00
Old rubbers, boots and shoes	....	0 08½
Overshoes, lumbermen's rubbers boots	0 07	....
Bicycle tires	0 04¼	....
Auto tires	0 04½	0 05½
No. 2 busheling	13 00	14 00

SITUATION IN STEEL ACUTE

Canadian conditions in the steel activity, particularly in connection with the consumption, are becoming more and more acute owing to the conditions that prevail in the industry across the line. The difficulty of obtaining steel from points in the States increases as the demand of the American Government for urgent war requirements continues to grow; the needs at the present time are so abnormal that little material is now available for commercial purposes. This condition is naturally reflected throughout Canada owing to the dependence of Canadian consumers on the production in the States. All the mills in this country are operating to the full extent of their capacity, but the output is more along the lines of lighter shapes and plates and steel for shell-making purposes. The bulk of the material that is required in the construction of the steel vessels must be obtained from the mills in the States. Dealers here are apparently not enthusiastic regarding the early future. The unsettled condition has had the tendency to create a nominal market and quotations remain unchanged and very firm.

Solder Again Features Market; Getting Scarce

Montreal.

LEAD PRODUCTS.—Solder has again featured the markets locally, an advance being put into effect on practically all lines. Some variation is seen in existing quotations, but the average run of prices is about as follows. An advance in sheet zinc has been registered, and new prices will be available next week:

Lead pipe, lb.	....	0 14
Lead waste pipe, lb.	....	0 15
Lead traps and bends	Net list	
Lead wool, lb.	....	0 12
Lead sheets, 3 to 3½ lbs. sq. ft., lb.	....	0 11½
Lead sheets, 4 to 8 lbs. sq. ft.	....	0 11

Cut sheets, ¾c lb. extra, and cut sheets to size, 1c lb. extra.

Solder (guaranteed)	....	0 68
Solder, strictly, lb.	....	0 57
Solder, commercial, lb.	....	0 53
Solder, wiping, lb.	....	0 53
Solder, wire (8 gauge)—		
40-60	....	0 59½
45-55	....	0 64¼
Zinc sheets, casks	....	....
Do., broken lots	....	....

Miscellaneous Lines Register Advances

Montreal.

MISCELLANEOUS LINES. — Some slight advances are recorded in automobile accessories during the week, bumpers and speedometers being included in the items affected. Spade, shovel and scoop handles are up 25 per cent. Vacuum bottles have gone higher, and tinned tea and dessert spoons have advanced 20c and 40c per gross respectively. Prices on fittings have been withdrawn.

Tin Again Higher; Spelter Firm

Montreal.

INGOT METALS.—Metals generally are developing strength and the demand is apparently increasing in volume. Better transportation has resulted in increased production and delivery to consumers is more regular in character. Copper is steady, with the possibility of a revision in the fixed price. Tin is very strong and also uncertain owing to non-delivery of expected supplies. Spelter is developing strength. Lead has a weaker tendency. Antimony is in good demand and has a better undertone. Aluminum is firm and unchanged.

COPPER.—Activity is normal, with prices firm. The situation in the States is without feature, although the trade is anticipating a slight advance of about ¾c may be allowed to producers to meet the increased cost of production. The situation here is not marked by any special feature, and dealers continue to quote last week's prices—29c and 30c per pound.

TIN.—Uncertainty is the dominating feature in the tin situation, and it is this factor that is tending to place this metal in a relatively impossible position. The indefinite delivery of tin from England

has placed the dealers here in a difficult position, as they are unable to establish a basis for their operations. Dealers' supplies here are gradually being reduced, and sales are made only to those in urgent need, and at present prices it might be said that little buying is done unless the requirements are absolutely essential. The rapid advance on the London market has been reflected on this side; no quotations are obtainable on the New York market, and dealers here have advanced their quotations to $1.25 per pound.

SPELTER.—While the demand has not been pronounced, the market has a strong undertone and the tendency is upward. Dealers here report a very good market and are inclined to think that an advance may be anticipated. Quotations are firm at 10c per pound.

LEAD.—This metal is not active, and the outlook is for easier prices. Local quotations are firm at 9½c per pound.

ANTIMONY.—The market is taking on a firmer tone, due to the better demand. The New York market has advanced ⅝c over the week, but local dealers are holding firm on the quotation of 15c per pound, reporting a stronger situation.

ALUMINUM.—The market is quiet and with a weaker tendency; local quotations are unchanged at 50c per pound..

TORONTO MARKETS

TORONTO, May 9.—Hardware markets have again shown a tendency towards higher levels and advances have been recorded in many lines. Tools have come in for revision; many lines of wrenches, screw drivers, hand drills, breast drills and rules being sold at prices from 7½ to 10 per cent. above those formerly ruling. Some change in fire welded coil chain has been made and other lines to undergo a change upward are horse nails, Stevens rifles, asbestos sheathing, ready roofing, blow torches and horse clippers. The situation in sheets and plates will present greater difficulties than ever in securing for commercial purposes owing to increase in Governmental demands. Tin has soared again during the week and solder has also made substantial gains. Business is reported splendid, though the difficulty in getting goods becomes increasingly apparent.

Blow Torches Make Advance; Alarm Tills Up

Toronto.

BLOW TORCHES, ALARM TILLS. —An advance in Clayton and Lambert blow torches has been made during the week. In some quarters the advance only affects a few lines, while in others the change is general. Increased cost of all materials and further production costs are given as reasons for the new prices. Quotations now being made are: No. 31, $7.75 each; No. 32, $8.25; No. 37, $7.00; No. 50, $7.00; No. 120, $7.15; No. 20, $8.30; No. 28, $2.75. Higher levels have been attained in plumbers' fire pots as well, No. 71 being quoted at $14.00 and No. 72 at $12.75 each.

A new price representing an advance has been established on Tucker alarm tills No. 503 of $3.60 each.

Advance Made in Rifles; Horse Clippers Higher

Toronto.

RIFLES, HORSE CLIPPERS.—New prices named on Stevens rifles are at higher levels than those previously ruling. The lines affected are of 22 cal. principally, quotations being made on the following basis: Little Scout No. 14½, $5.25; Crackshot No. 26, $6.25; Marksman No. 12, $7.75; Favorite No. 17, $9.25; Visible No. 70, $15.75; No. 44, $17.50 each.

A substantial increase in horse clippers has also been made, new prices established running as follows: No. 129, $2.25 each; No. 159, $2.80; No. 179, $1.75.

Higher Prices Named on Wrenches; Rules Up

Toronto.

WRENCHES, RULES.—A change has been put into effect on W. & B. knife handle wrenches and also in Trimo chain wrenches, which provides for an advance in both lines of about 10 per cent. Quotations now ruling follow: W. & B. knife handle wrenches: 6 in., $11.50; 8 in., $13.80; 10 in., $16.10; 12 in., $20.70; 15 in., $27.60; 18 in., $36.80 doz.; Trimo chain wrenches: No. 11, $4.00; No. 12, $5.75 each. It is stated that practically all lines of wrenches are included in this 10 per cent. advance.

Following the advance reported in Stanley rules as recorded in last week's issue, new prices have also been named on Rabone's lines, which are from 10 to 20 per cent. above former quotations. Some of the more familiar lines are now being quoted as follows: No. 1179, $5.50; No. 1375, $3.50; No. 1190, $15.75 dozen.

Coil Chain Goes Up; Shovel Handles Advance

Toronto.

COIL CHAIN, SHOVEL HANDLES. —An advance in prices applying on fire-welded coil chain has been put into effect during the week. New quotations now being made to the trade are as follows per 100 lbs.:

	Proof	BBB
3 16 inch	$16.65	.....
5 16 inch	13.45	$14.95
⅜ inch	12.35	13.85
7 16 inch	11.30	12.80
½ inch	10.75	11.95
⅝ inch	10.45	.....

A heavy increase is shown in new quotations being made on spade, shovel and scoop handles which are up $1.25 per dozen, making present prices read $6.25. Bent D. scoop and shovel handles are quoted at $7.00 per dozen.

Screw Drivers, Hand and Breast Drills Higher

Toronto.

SCREW DRIVERS, HAND AND BREAST DRILLS.—New prices representing an advance of 7½ per cent. have been established on Yankee tools and the lines affected include screw drivers, hand drills and breast drills. Prices on some of the more familiar numbers are enumerated:

Screw drivers—No. 30, $28.00 doz.; No. 31, $37.30 doz.; No. 130, $31.95 doz.; No. 131, $41.60 doz. Hand Drills—No. 41, $26.70; No. 44, $29.55. Breast Drills —No. 555, $8.00 each.

Sheathing and Roofing Up; Tennis Balls Scarce

Toronto.

SHEATHING, ROOFING, TENNIS BALLS.—New prices have been named on asbestos sheathing or paper, which shows an upward tendency. No. 8 is now being quoted at 14c and Nos. 10 and 14, 13½c per pound.

Some lines of roofing have also shown considerable advances in price, 1-ply being quoted at $1.25, $1.45 and $1.90; 2-ply at $1.95 and $2.40; 3-ply at $2.45 and $2.90 per square. The demand for roofing and building papers is reported excellent, business during April aggregating a big volume and orders for May are going forward in liberal quantities.

The question of supplies of tennis balls for 1918 is by no means bright as regards shipments from Great Britain. One small shipment from overseas has reached the local market and manufacturers hold out little hope of being able to take care of orders already at hand. Local agents intimate that anywhere from 25 to 50 per cent. is a fair estimate of what may be expected in the way of deliveries and 50 per cent. is thought to be somewhat high.

Twines May Go Higher; Tarred Marlin

Toronto.

TWINES, TARRED MARLIN. — A very firm situation exists in respect to twines and further advances in jutes would not be unexpected. Hemp twines are high in price and growing scarce. The demand has been very good for all lines.

A new price of 46c per pound has been established in some quarters on tarred marlin.

Gasoline Moving Freely; Lubricating Oils Firm

Toronto.

OILS, GASOLINE.—Gasoline is moving out very freely, the consuming demand showing a continued increase. Prices have held very firm though unchanged at 33c per gallon. Coal oil is also enjoying a splendid sale, the increased use of same for fuel making a big difference in volume of business being done. Prices on this commodity are also unchanged, Royalite being quoted at 18c and Palacine at 21c per gallon.

The position of lubricating oils is one of increasing strength. Many lines are practically unprocurable and the marketing of the small cans will have to be curtailed considerably owing to difficulty in securing the containers. Price changes have not yet become effective, though higher quotations in at least some sizes are looked for.

Heavy Demand Continues For Summer Lines Stoves

Toronto.

STOVES, ENAMELWARE.— The heavy demand for all lines of summer stoves continues practically unabated. Reports from retail sources indicate an increasing interest in stoves burning substitutes for coal and wood. Sales are already being effected which will be largely augmented with the advent of warmer weather.

Enamelware shows no change for the week. Business continues to come along in very good volume and though some lines are scarce, orders are being taken care of fairly well.

No Changes Made In Wire Nails

Toronto.

NAILS WIRE.—There have been no new developments in the wire nail situation during the week. Business continues along normal channels which by no means represents a heavy volume of trade. Quotations on wire nails of $5.20 base and cut nails of $5.65 base per 100 pounds show no change. Smooth steel wire remains firm and unchanged at $6.25 base per 100 pounds. The demand is comparatively light at present.

New Prices Adopted On Screw And Strap Hinges

Toronto.

SCREW HOOKS, STRAP HINGES.—New prices on screw and strap hinges have been adopted by some jobbers on the basis outlined in the announcement which recently appeared in HARDWARE AND METAL, stating that some manufacturers were now selling these by the dozen pairs instead of by the pound. The new lists are given below, and are subject to a discount of 33 1/3 per cent. Prices include straps and hooks.

	Doz. pairs
6 in.	$4 30
8 in.	4 80
10 in.	6 40
12 in.	7 00
14 in.	7 6$
16 in.	9 50
18 in	11 00
20 in.	12 00
22 in.	15 00
24 in	16 00
26 in.	17 20
28 in.	17 85
30 in.	18 50
32 in.	20 00
34 in.	22 00
36 in.	24 00

Little Change In Iron And Steel Situation

Toronto.

IRON AND STEEL.—There has been little change in the situation during the week, the demand holding at about the same level which has prevailed during the past couple of weeks and prices showing no disposition to change. Quotations remain firm at following figures:

TORONTO—		Per 100 lbs.
Common bar iron	....	$ 5 25
Common bar steel	....	5 50
Refined iron	....	5 65
Angle base	....	5 75
Horseshoe iron	....	5 50
Tire steel	....	5 70
Mild steel	....	5 50
Norway iron	11 00	13 00
Toe caulk steel	....	6 25
Sleigh shoe steel	....	5 50
Band steel, No. 10	....	5 75
Do., No. 12	....	6 00
Spring steel	9 50	11 50
Mining drill steel	19 00	30 00
Sheet cast steel	0 42	0 45
Tool steel	0 20	0 42

Corrugated Sheets Firm; Trough In Fair Demand

Toronto.

CORRUGATED SHEETS, EAVETROUGH.—Prices on corrugated sheets are holding firm, and the sheet situation generally is such that there is little chance of any decline being registered. Supplies of sheets are not reaching the local market in very liberal quantities, and even greater restrictions on imports are likely to develop. The demand shows little improvement, sales being within a rather narrow compass.

Some slight improvement in the demand for eavetrough and conductor pipe continues to manifest itself, although it is thought this is being used largely in repair work rather than for new buildings. Prices in current market quotations show no change. Quotations on corrugated sheets are unchanged as follows:

TORONTO—	Per 100 Sq. Feet Galvanized	Painted
No. 28 gauge	$ 8 25-$ 8 75	$6 75-$7 25
No. 26 gauge	9 00- 9 50	7 75- 8 25
No. 24 gauge	13 00-	10 50
No. 22 gauge	16 00-	13 25
No. 20 gauge	19 00-	16 50
No. 18 gauge	23 00-	20 00

Discount 7½%.

Plates Firming Up; Supplies Uncertain

Toronto.

SHEETS, PLATES.— A decidedly firmer tendency is to be noted in plates during the week, and an advance would not come as any great surprise. The future of sheets as regards supplies is decidedly uncertain, and little in the way of shipments for commercial use can be expected for the next two or three months. Stocks in some quarters are in fair shape, but in others again sizes and gauges are being broken into pretty extensively. Prices have a very firm undertone, and though no changes have been made during the week, higher levels may be attained in the near future.

BLACK SHEETS—		Per 100 lbs.	
10 gauge	....	$9 50	$12 00
12 gauge	$7 55	9 60	10 00
14 gauge	7 45	8 15	8 40
16 gauge	7 50	8 25	8 50
18-20 gauge	7 30	7 80	8 05
22-24 gauge	7 35	7 85	8 10
26 gauge	7 40	7 90	8 15
28 gauge	7 50	8 00	8 25
3/16-inch plate	....	9 10	10 25
¼-inch boiler plate	....	9 00	10 00
GALVANIZED SHEETS—			
10¾ oz.	$9 00	$9 25	$9 50
U.S. 28	8 70	8 95	9 20
U.S. 26	8 40	8 65	8 90
22 and 24	8 25	8 50	8 75
18 and 20	8 10	8 35	8 60
16	7 95	8 20	8 45
14	7 85	8 10	8 35

Wrot. Pipe Firm; Boiler Tubes Scarce

Toronto.

WROUGHT IRON PIPE, BOILER TUBES.—The position of wrought iron pipe remains firm and unchanged during the week. There have been no new developments of particular interest, raw material being still scarce and the demand holding within a comparatively narrow range. Prices are shown in current market quotations.

Boiler tubes are scarce, and although a couple of cars have come to hand, distribution of these is being carefully watched by the Government. The supply of skelp is limited, and until this is overcome the shortage will continue acute. Prices show no change, and are as follows:

Boiler Tubes—	Cold Drawn	Lapweld
1 inch	$36 00	$ ....
1¼ inch	40 00	....
1½ inch	43 00	36 00
1¾ inch	43 00	36 00
2 inch	50 00	36 00
2¼ inch	53 00	38 50
2½ inch	55 00	42 00
3 inch	64 00	50 00
3¼ inch	....	58 00
3½ inch	77 00	60 00
4 inch	90 00	75 00

Further Advances In Solder Narrow Range

Toronto.

LEAD AND ZINC PRODUCTS.—The continued strength of the tin market and scarcity of this metal has resulted in solder reaching higher levels, to result in a narrowing of the range. Manufacturers are endeavoring to equalize distribution and make supplies, which are becoming depleted, go as far as possible. The present range on guaranteed is 59c to 68c; on strictly, 54c to 66½c, and on commercial, 49c to 62c per pound.

Manufactured lead and zinc products have undergone no change, and prices are being held firm.

Lead pipe, lb.	0 14	....
Lead waste pipe, lb.	0 15	....
Lead traps and bends	Net list	
Lead wool, lb.		0 16
Lead sheets, 3 to 3½ lbs. sq. ft., lb.		0 13¼
Lead sheets, 4 to 8 lbs. sq. ft.		0 12½
Cut sheets, ¾c lb. extra, and cut sheets to size.		
Solder, guaranteel, lb.	0 59	0 68
Solder, strictly, lb.	0 54	0 66½
Solder, commercial, lb.	0 49	0 62
Solder, wiping, lb.	0 48¾	0 56
Solder, wire, lb.	0 64¾	0 65
Zinc sheets, per lb.	....	0 26

Old Materials Unchanged; Scrap Metals Strong

Toronto.

OLD MATERIALS.— The general trend of old materials is along uninteresting lines, and dealers are still awaiting something to crop up which will revive interest in these lines. Scrap metals are very firm and reaching a point where higher values are in sight. A heavy demand for melting steel is anticipated. The interpretation placed on the action of the United States Government in using the entire mill output for sixty days by dealers is that this will mean increases in the scrap trade To give an idea as to the business being done now, one firm dealing in scrap

metals is about concluding an agreement with a munition firm for their cuttings for three months, the amount involved, it is intimated, being in the neighborhood of $200,000.

Tea lead	$ 0 04½	....
Heavy lead pipe	0 07	0 07½
Yellow brass	0 12	0 13
Red brass	....	0 21
Light brass	....	0 09½
Heavy zinc	0 05½	0 06
Heavy copper	0 21½	0 22
Stove plate, per ton	17 00	18 00
Old cast iron, per ton	25 00	26 00
Overshoes, trimmed Arctics	....	0 36¼
Auto tires	0 04½	....
Bicycle tires	0 03½	....
	Per gross ton.	
No. 1 railroad wrought	26 00	27 00
No. 2 railroad wrought	15 00	16 00
Pipes and flues	....	12 00
No. 1 busheling	16 00	17 00
No. 2 busheling	....	12 00
Country mixed scrap	....	16 00

Cordage Shows No Change; Twine Moving

Toronto.

CORDAGE, TWINE.—There has been no change in the cordage situation. The demand is still limited and prices have held unchanged at 39c base for Manila, 33c base for British Manila, and 27½c base per pound for sisal. In some quarters it is intimated that booked orders for binder twine are now being filled and shipped, though it is thought some little time will elapse before the movement can be termed general.

No Change Made In Waste Or Oakum

Toronto.

WASTE, OAKUM.—There has been no change made in waste or oakum during the week. Business in waste continues in good volume, manufacturers indicating a heavy demand for all lines. The demand in oakum has eased off somewhat and prices are holding steady. Prices on both lines appear in current market quotations.

Tin Reaches $1.25; Spelter Firmer

Toronto.

INGOT METALS. — Higher levels have been reached in prices on tin during the week, and no further supplies are in sight. Spelter is somewhat firmer in tone, and antimony shows some strength. Lead is unchanged, with a poor demand reported. The question of raising prices on copper was discussed in Washington at a meeting held last week, but no decision was arrived at. Business locally continues fairly brisk.

COPPER.—From a commercial standpoint there is nothing to report in this metal, little being used except for war purposes. The War Industries Board and the copper interests met in conference in Washington last Thursday, but adjourned until May 22 without arriving at any decision in regard to revising the fixed price of copper. It is understood that an increase from 23½c to 24½c a pound will be asked, the advance to be used chiefly to offset the higher refinery costs. Prices hold nominally at about 30c per pound.

TIN.—The tin situation is unchanged and the shortage continues acute. There is little spot metal of any grade for sale, and only Chinese tin apparently can now be purchased for future shipment from the Far East. Tin has again advanced locally, and is now quoted at $1.25 per pound. It is intimated that the advance in price is not speculative, but rather due to increased costs following advances in primary markets.

SPELTER.—The market is firmer, due to a report that the United States Government has purchased a large quantity of high grade spelter—9,000 tons, it is said, at around 10c, St. Louis basis. Prime Western spelter continues quiet and the market featureless. The local price of spelter is unchanged at 9c per pound.

LEAD.—The primary market is easier and lower prices would not be unexpected. The weakness in the market is attributed to an increase in Mexican production and lack of buying for domestic account, the latter being probably due to the expectation that the market will go lower. In the meantime local price of lead is unchanged at 8¾c to 9¼c per pound.

ALUMINUM.—The market continues steady. Practically all the aluminum output is being taken by the United States Government at the fixed price of 32c for 98 to 99 per cent., in 50-ton lots. Local price, 50c per pound.

ANTIMONY.—The demand is more active and market slightly firmer. It is understood that the United States Government has asked bids on 1,000 tons of antimony for May-June delivery. Prices here are firm at 16c per pound.

PIG IRON.—There is nothing new to report in the pig iron situation locally Supplies show little, if any, improvement, all pig iron produced going into consumption almost immediately. With the action of the United States Government in commandeering output of steel mills, furnaces will now direct their entire efforts to war work and commercial requirements will receive little consideration.

Horse Shoe Nails Up 1½c; 10c Whip No More

Toronto.

HORSE NAILS, WHIPS.—An advance of 1½c per pound is represented by new list adopted on Capewell horseshoe nails. The discount remains unchanged at 10 per cent. in small quantities and 10 and 5 per cent. in full boxes of 25 pounds. Present list is as follows, per box of 25 pounds:—No. 3, $37.87½; No. 4, $12.87½; No. 4½, $11.62½; No. 5. $4.87½; No. 6, $4.62½; Nos. 7-8, $4.37½; Nos. 9, 10. 11, 12, $4.12½.

During the past few months prices on whips have advanced considerably owing to the difficulty of securing reeds and the high cost of cotton for covering. Whips which used to retail at 10c each will not retail now at less than 25c and higher values show a proportionate advance.

LONDON MARKETS

LONDON, May 9.—Prices are firm, with about the usual percentage of advances, the lines to be affected during the week including horse shoe nails, Stevens' rifles, calf meal, solder, auger bits and turpentine. Business has been real good during the week. The warmer weather has materially increased the sale of garden tools. Paints and house cleaning supplies are also live lines. Lawn mowers are beginning to move, and prospects look fine for a big early summer business. Jobbers report a steady volume of business from the surrounding country. Collections are good, due no doubt to the fact that more goods are being sold for cash in the country districts.

Rifles Register Advance; Shovel Handles, Too

London.

RIFLES, SHOVEL HANDLES.—New prices representing a substantial advance have been named on Stevens' small-bore rifles. The present quotations are being made on the following basis: Little Scout, No. 14½, $5.25; Crack Shot, No. 26, $6.25; Marksman, No. 12, $7.75; Favorite, No. 17, $9.25; Favorite, No. 27, $10.00; Repeater, No. 70, $15.75 each. D spade and shovel handles have undergone revision upward, the new price of $5.00 per dozen representing an advance of 50c over previous quotations.

Solder Goes Still Higher; Auger Bits

London.

SOLDER, AUGER BITS.—The continued strength of the tin market has resulted in higher prices being named for solder and even further high levels would not come as any great surprise. The present basis for quoting is: Strictly half and half, 55c pound; wire solder, 58c; pound tinker solder, 1.75 doz. New discounts established on Irwin auger and car bits and boring machine augers provide for an advance of about 12½ per cent. in this line. Quotations established are: Auger bits, 17½ per cent.; car bits, 25 per cent.; boring machine augers, 20 per cent.

Milk Cans Up; Advance In Calf Meal

London.

MILK CANS, CALF MEAL.—Quotations on milk cans now prevailing represent an increased price and net prices figured at 50 per cent. advance on list, the present selling cost, are: 10 gal., $8.25; 15 gal., $8.85; 20 gal., $9.60; 25 gal., $10 50; 30 gal., $11.70; 40 gal., $14.85 each. Calf meal has gone to higher levels, following a comparatively recent change upward. An excellent demand for this commodity exists; orders representing a good volume of business being reported. New prices are for Royal

Purple: 25 lb. bags, $4.80; 50 lb. bags, $4.75; 100 lb. bags, $4.65 net cash per 100 lbs.

Horse Shoe Nails Show Advance In List

London.

HORSE SHOE NAILS.—Horse shoe nails have undergone a revision in list prices of 37c per 25 lb. box, while the discount now ruling is 5 per cent. in small quantities and 10 per cent. for full boxes. The new list prices are: No. 3, $19.87; No. 4, $9.87; No. 5, $4.87; No. 6, $4.62; No. 7, $4.37; No. 8, $4.37; Nos. 9, 10, 11, 12, $4.12 per 25 lb. box.

Nails, Staples, Rope Hold Steady

London.

NAILS, STAPLES, ROPE.—There has been little of interest develop in respect to either nails, fence staples or rope during the week. A very fair sale of wire nails is reported though this is not in great volume as yet. Prices have held firm and unchanged in each at the following prices:

Nails—Wire, $5.20 base per 100 lbs.; cut, $5.60.
Fence Staples—Bright, $5.50 per 100 lbs.; galvanized, $6.25.
Rope—Pure Manila, 39c per lb., base; British manila, 33c; New Zealand hemp, 33c; sisal, 27½c.

Screen Doors, Windows Moving; Screen Wire

London.

SCREEN DOORS, WINDOWS, WIRE.—The movement in all these lines is showing some improvement and is expected to develop to greater proportions as the month advances and warmer weather with fly time approaches. Prices established some time ago have shown no change, quotations being as follows on some of the lines:

Screen Doors—Grained only, No. 1, $15.15 doz.; with brackets, grained only, No. 2, $18.70 doz.; with brackets, grained, filled and varnished, No. 3, $24.70; Mission style, grained, filled and varnished, No. 21, $22.60; with panel, grained, filled and varnished, No. 8, $26.65; oval and panel, grained, filled and varnished, $31.60.
In less than ½ doz. crates add 20c per crate.
Screen Wire Cloth—Painted black, 100 ft. rolls, $3.50 per 100 sq. ft.; 50 ft., $3.55. Bronze, 14c. sq. ft.
Screen Door Spring Hinges—No. 20, $17.75 gross pr.; No. 7/10, $20.20.

Lawn Mowers Moving; Booking Snow Shovels

London.

LAWN MOWERS, SNOW SHOVELS.—A fair movement of lawn mowers is now in evidence, and prospects are very fair for a good demand developing. Discounts remain unchanged at 40 per cent. for the Daisy, Star, Woodyatt and Empress. Snow shovels are now being booked at prices recently established for fall delivery, and any orders going forward now carry same prices which figure out net as follows: Prince or No. 20, $8.55; Queen or No. 30, $9.50; King or No. 40, $11.40; Moose or No. 50, $14.25 per doz. Furnace scoops, D. H., $9.50; L. H., $9.50 per doz.

Linseed Oil Unchanged; Turpentine Advances

London.

LINSEED OIL, TURPENTINE.—There has been no change made in prices prevailing on linseed oil. Sales are being made in a comparatively narrow range on the following basis:

	Raw Per gal.	Boiled Per Gal.
1 to 2 barrels	$1 95	$1 98
3 to 5 barrels	1 94	1 97
6 to 9 barrels	1 92	1 95

Stocks of turpentine are rather light at present. An improvement in the demand is reported. Prices have registered an advance during the week of 5c per gallon, following a decided firming of quotations at primary points. Present range of prices is: 1 bbl. lots, 75c Imperial gal.; 2 to 4 bbls., 74c Imperial gal.; 5 gals., 85 cts. Imperial gal.

White Lead In Oil Steady; Alabastine Moving

London.

WHITE LEAD IN OIL, ALABASTINE.—A very steady tone has been maintained in white lead in oil, prices showing no change during the week. A comparatively light sale is reported. The basis of quotations is for pure, in ton lots, $16.20 per 100 lbs.; less than ton lots, $16.55 per 100 lbs.; pure Elephant, in ton lots, $16.70 per 100 lbs.; in less than ton lots, $17.05 per 100 lbs. Reports indicate a very good demand for Alabastine, orders going out in splendid volume. Quotations on 5 lb. packages of $7.80 per 100 pounds, and on 2½ lb. packages of $8.00 per 100 pounds show no change.

WINNIPEG MARKETS

WINNIPEG, May 9.—Price changes have again been numerous, all lines showing an upward trend. Among the lines affected are Bernard pliers, Carll wrenches, trace chains, Mrs. Potts' iron handles, Shaw and Hoosier calf weaners, cocoa mats, Redlich faucets, wood and steel tackle blocks, fusible plugs, Irwin car bits, hook and strap hinges, and Newton saw sets. Business for the past week has again shown up well. With gardening in full swing increased sales are recorded on hoes, rakes, spading forks, lawn hose, etc.

Wood and Steel Blocks Up 5 to 10 Per Cent.

Winnipeg.

WOOD AND STEEL BLOCKS.—A further advance is just recorded in wood and steel blocks of between 5 and 10 per cent. This has been brought about by increased production costs. Prices now ruling are as follows:

STEEL BLOCKS—	Single	Double	Triple
3 in., each	$0.70	$1.30	.....
4 in., each	0.85	1.60	2.15
5 in., each	0.90	1.75	2.25
6 in., each	1.10	2.00	2.90
7 in., each	1.30	2.40	3.50
8 in., each	1.90	3.30	4.90
WOOD BLOCKS—	**Single**	**Double**	**Triple**
3 in., each	$0.77	$1.45	.....
4 in., each	0.95	1.75	$2.35
5 in., each	1.00	1.95	.....
6 in., each	1.20	2.20	3.20
7 in., each	1.45	2.65	.....
8 in., each	1.80	3.15	4.65
10 in., each	3.05	4.95	.....
12 in., each	4.90	8.25	11.70

Pliers Advance; Wrenches Up Another 10 Per Cent.

Winnipeg.

PLIERS, WRENCHES.—During the week further advances have been effective on Bernard pliers, the price being advanced to 40 per cent on list. This makes net prices on the No. 102 read as follows: 4½ in., $16.10; 5½ in., $20.30; 6½ in. $24.50 dozen.

Prices on Carrl wrenches again move up approximately 10 per cent. Stocks are generally low and further supplies will be very uncertain as the factory is now running on American munitions work. To-day's prices are as follows: 6 in., $13.20 dozen; 10 in., $20.00 dozen.

Advance in Trace Chains; Faucets 10% Higher

Winnipeg.

TRACE CHAINS, FAUCETS.—A slight revision is recorded on trace chains which again move up in price, and are selling to-day at $8.00 dozen for 6½ foot and $8.75 dozen for 7 foot.

Woodenware prices, which have been advancing of late, due to labor shortage and railway transportation, has this week affected the prices on Redlich faucets, which move up 10 per cent. To-day's ruling prices are as follows: No. 2, $1.50; No. 3, $1.80; No. 4, $2.10; No. 5, $2.40 dozen.

New Prices on Potts' Iron Handles; Saw Sets

Winnipeg.

IRON HANDLES, SAW SETS.—New prices have just been issued covering Mrs. Potts' sad iron handles which move up to $1.55 dozen. Improved and Universal handles remain unchanged at $1.85 dozen and $2.00 dozen respectively.

The price on Janitor saw sets has again moved up, this being the third advance during the year, making to-day's selling price $13.75 dozen.

New Method in Selling Screw and Strap Hinges

Winnipeg.

SCREW HOOK AND STRAP HINGES.—Some manufacturers of screw hook and strap hinges have made a change in the method of selling their output. In the past these have all been sold by the pound, but in future all sizes will be sold by the dozen pairs. To-day's discount is 20 per cent. from the new

list, making net prices as follows: 6 in., $3.45; 8 in., $3.85; 10 in., $5.10; 12 in., $5.60; 14 in., $6.10; 16 in., $7.60; 18 in., $8.80; 20 in., $9.60 dozen.

Car Bits Higher; Fusible Plugs Up 10%

Winnipeg.

CAR BITS, FUSIBLE PLUGS.—Prices on Irwin car bits which have remained firm for the past few months again move up in price, being now quoted at 20 per cent. off the standard list. Net prices on the various sizes on this basis are as follows: 8/16 in., $9.00; 9/16 in., $10.00; 10/16 in., $11.00; 11/16 in., $12.00; 12/16 in., $13.00; 13/16 in., $14.00; 14/16 in., $15.20; 15/16 in., $16.40; 16/16 in., $17.60 dozen.

In sympathy with the advances in all lines of brass goods, prices on fusible plugs show a further increase of approximately 10 per cent. and are quoted to-day as follows: Standard length—½ in., 65c; ¾ in., 80c; 1 in., $1.10; 1¼ in., $1.65; 1½ in., $2.20 each. Extra long—½ in., $1.30; ¾ in., $1.60; 1 in., $2.20 each.

15 *to* 20% *Advance In Calf Weaners*

Winnipeg.

CALF WEANERS, COCOA MATS.—Prices on practically all lines of calf weaners have shown an upward tendency of late, and new prices just now issued show heavy advances on Shaw's and Hoosier amounting to between 15 and 20 per cent. To-day's ruling prices are: Shaw's No. 1, $5.50 dozen; No. 2, $6.40 dozen; Hoosier, $7.00 dozen.

Prices on raw materials entering into the manufacture of cocoa door mats have been instrumental in providing for heavy advances from time to time. The last change shows new prices approximately 15 per cent. above previous quotations, making ruling prices to-day as follows: Cocoa mats, medium brush, No. 1, $13.20; No. 2, $16.95; No. 3, $20.00; No. 4, $24.00 dozen.

Linseed Oil and Turpentine Hold Firm

Winnipeg.

LINSEED OIL, TURPENTINE.—Prices on linseed oil continue firm despite a slight drop in flaxseed and prices still in effect are as follows: Raw, $2.00 gal.; boiled, $2.03 gal.

No change is recorded in the price of turpentine, which remains firm at former quotations as follows: Barrels, 80c; ½ barrels, 83c; 5-gal. lots, 85c gal; 1-gal. lots, 85c gal; plus the usual extras

Mixed Paints Go To Higher Levels

Winnipeg.

MIXED PAINTS.—New prices have been established on ready-mixed paints, representing an advance of approximately 15c per gallon. Stephen's ordinary shades are now being quoted at $3.85; outside and inside white, $3.95; floor paint, $3.30; and silkstone at $3.15 per gallon.

PITTSBURG MARKETS

PITTSBURGH, Pa., May 9. — The grip of the Government upon the steel supply has become complete. All producers have acceded to the demand of the authorities that every available ton of steel be shipped for account of the Government and its Allies. Following the meeting in New York, Friday, April 26, between J. Leonard Replogle, Director of Steel Supplies, and about fifty representative steel manufacturers, Judge Gary, as president of the American Iron and Steel Institute, sent a request to each manufacturer to do his utmost, and asked that a pledge to the effect be signed.

As illustrative of the situation, the Carnegie Steel Company last week made the statement that every ton of open-hearth ingots the company cast, except ingots rejected as not coming up to specifications, was being applied to orders of the Government and its Allies, and the rejections were very few. Apart from the rejected ingots there is left, of course, the crops from ingots intended for shell steel, such crops being available for rolling a limited tonnage of commercial steel, such as light rails, and in addition there is the production of Bessemer steel not taken up by war requirements. Only one-fourth of the total steel output of the country, however, is in the form of Bessemer steel, and the tin plate requirements absorb a great deal of that, while the Railroad Administration apparently intends to take Bessemer rails only, so as to conserve open-hearth steel for purposes which demand that grade of steel. This is the situation as applied to the largest single producer, but it should be noted that there are small producers having a limited range of finished products, and of some of these products the Government cannot possibly use the entire tonnage. In the final line-up, however, there may not be a great deal of such products available for commercial purposes. For illustration, the Government cannot use anything like the normal tonnage of wire produced in the country, and there are some mills that can make little except wire, but the mills that can make wire only may be given the wire orders, and mills that can divert steel from their wire departments to other departments making finished products greatly needed by the Government may be pushed with orders for the other products so that their wire production will be light.

A Complete Change

A restrospective glance shows that the situation and prospects as to supplies of steel for the so-called "commercial" purposes has changed entirely in the past 30 days. At the beginning of April the outlook, in the minds of many observers, and probably the great majority of steel producers, was that there would be an ample supply of steel for war purposes, and a surplus that would perhaps be entirely sufficient for commercial purposes. This expectation was based on the large increase that had occurred in shipments, through the passing of a winter which had so greatly cut down production, but it did not allow sufficiently for the increase in commercial demand that evidently was occurring at the same time nor, more important still in the mind of the Director of Steel supplies, did it allow for the expanding needs of the Government and its Allies. While all producers are probably not converted to the idea that steel is going to be scarce continuously, the philosophy of the remainder is that their duty is to act, and furnish all the steel asked for, and if meanwhile they cherish the theory that a couple of months of such action will result in the authorities relaxing their pressure, no harm will have been done by their entertaining the theory.

War Orders Heavy

It is understood that the orders currently placed by the Government, or placed indirectly for war account, are regularly running ahead of the deliveries. In several important lines the war orders on books are equal to several months of shipments at the present rate. Considering these circumstances, together with the fact that the Allies abroad desire more and more steel, as available, by reason of the shortage of man power at home, and the further fact that the authorities at Washington wish to play safe this summer and fall and accumulate steel if possible against any traffic difficulties next winter, it becomes clear that the war requirements of the next few months are going to prove much heavier, in proportion to productive capacity, than was assumed only recently.

Export Steel

The pledge taken by the steel producers, to divert all possible steel to the war work, has a particular bearing upon shipments of commercial steel for export. Such material does not come under the price agreement, and thus if the producer exercised his choice it would frequently be to ship such steel, on account of the higher price involved. This is prevented by the pledge.

On the other hand the authorities at Washington, as indicated in last report, are taking more interest in the distribution of the so-called "commercial" steel, recognizing clearly that some of it is indirectly very helpful towards winning the war. At one time it was contemplated to take over formally the distribution of all commercial steel. This proposition has been tabled, with the understanding that the mills themselves distribute such steel as may be left, in places where it will do the most good. Without a formal order, the producers have been informed that they should set first in the distribution of commercial steel two classes: (1) Steel involving oil development and transportation; (2) Steel involved in agriculture. Other classes of consumption the steel producers are to serve according to their own judgment.

WEEKLY PAINT DEPARTMENT

Encourage Building Idea This Year

Some Cities and Municipalities Have Realized the Seriousness of the Failure to Build Sufficient Homes for the Working People—Any Encouragement to Building Projects Will Mean Business to Paint Dealer

THIS is a year when the lack of dwellings for workers in the towns has assumed a serious phase in some places. It has become so serious in some cities that organizations have been formed to try and encourage the builders. Again in other cities the boards of trade have taken up the question and are preparing to assist in the launching of companies to carry out this needed work. In the city of Brantford the Board of Trade has decided to give sanction to the launching of a company for the construction of one hundred workingmen's homes. The Town of Welland has felt the need for encouraging building and the Board of Trade has given its sanction to a scheme for building a number of model homes. The demand for houses has been urgently heard from many other districts.

SERIOUS FACTOR IN SOME TOWNS

This dearth of dwellings in some towns has become a serious factor in the development of the town or city. People who go to the town to work are unable to move their families there until they can secure quarters in which to house them. There has been a rapid accretion in the population of cities within the past two or three years on account of the growth of the munition business. Industrial towns that have in any way to do with the manufacture of war materials, such as cloth, hosiery, harness, leather, steel and iron, have all been greatly benefited by the war demand.

Now the worker does not become a real asset to the merchant until he has moved his family into that town. While he is in the boarding-house existence he is not a potential buyer. His landlady or landlord does the buying for him. But when he gets to have a home of his own his spending power enlarges immediately. Much of this business finds its way to the hardware store.

MORE BUILDINGS, MORE PAINT

It naturally follows that with more buildings erected in the town there will be more paint sold. Each building requires its initial coat of paint, and each succeeding season or two requires a renewal of that coat of paint. It follows therefore that anything the hardwareman can do to encourage building projects in his own town will redound to his own benefit. With more buildings being constructed he will find a greater demand for many of his commodities. Not least among these lines would be that of paint.

But while there is need for new buildings in many centres there is also an urgent demand that old buildings should be put into the best possible shape. This can best be accomplished with the aid of paint. Old buildings that need renovating and rebuilding should be a good source of additional trade this year. With the scarcity of dwellings that exists in many towns there will no doubt be a turning to the making over of old buildings that perhaps have hardly been habitable through falling into a state of disrepair.

It should be one of the settled policies of the hardware merchant who deals in paint to see that all these building prospects are followed closely with a view to securing the paint trade. Any building operations that he can in any way be instrumental in getting under way open up prospective paint buyers which he should follow up. When the building permits are issued or permits to renovate are granted it it good policy to canvas those prospects with advertising material or with a personal call.

When there are any signs of building activity that should be a clue to paint trade. It often does not pay to wait until the paint trade comes of its own accord. The other fellow may slip around and get it in the meantime. The present year should be a painting year, primarily because it is necessary to preserve existing buildings and secondly because new dwellings are urgently required in many sections.

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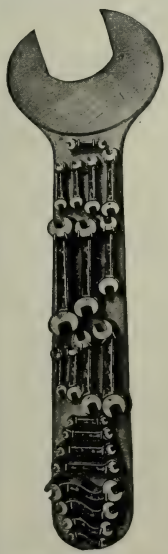

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WEEKLY PAINT MARKETS

MONTREAL

MONTREAL, May 9.—Interest centres around turpentine for the week, prices at primary points registering stiff advances, which have been reflected here to some extent. Supplies are by no means heavy, though some shipments are reported in. A slight improvement in receipts of seed has been reported, but as yet these are not sufficient to relieve the situation materially. Mixed paints continue to move out in very liberal quantities, the new prices having little effect on demand as yet, and they are hardly expected to influence this to smaller limits. White lead in oil and putty are firm and unchanged.

Linseed Oil Firm and Unchanged

Montreal.

LINSEED OIL.—There has been some slight improvement reported in the matter of receipts of seed, but this has not yet reached a satisfactory point. However, better results are anticipated now that navigation is in full swing to relieve the transportation question. The seed market showed considerable fluctuation during the week, and prices on Wednesday of this week for No. 1 N.C.W. are somewhat lower than on the same day last week. This has not made any change in prices of oil, however, as the demand so far exceeds supplies that the firm position may be expected to hold.

Linseed Oil—	Raw, Imp. gal.	Boiled, Imp. gal.
1 to 4 barrels	$1.82-$1.86	$1.84½-$1.88½

Turpentine Goes To Higher Levels

Montreal.

TURPENTINE.—The rapid advances made in turpentine at primary points are having an influence on prices here, quotations changing almost daily, and have reached a nominal basis of about 70c in the majority of cases, with even higher prices looked for. Supplies are at a pretty low point, though shipments are rolling, which are expected in the near future, and will take care of requirements.

Turpentine—	Per Imp. Gallon
1 to 4 barrels	$0 70
5 barrels and over	....

Small quantities 10c advance over 1 bbl. prices.

White Lead Steady; Movement Light

Montreal.

WHITE LEAD IN OIL.—This commodity remains steady and unchanged at prices ruling for some time past. The demand is comparatively light. Sales are made on the following basis:—Five-ton lots, per 100 pounds, $15.50; one-ton lots, $16, and small lots, $16.35.

Putty Shows Little Change

Montreal.

PUTTY.—Putty shows little change during the week, and there are no interesting developments to report. Some movement is reported, and prices have held firm on the following basis:

	Per 100 lbs. 5 ton	1 ton	Less
Standard Putty— Bulk, in barrels	$4.00	$4.15	$4.35
Do., ½ barrels	4.15	4.30	4.50
Do., 100 lb.	4.85	5.00	5.20
Do., 25 lb.	4.85	5.00	5.20
Do., 12½ lb.	5.10	5.25	5.45
3 and 5 lb. tins	6.85	7.00	7.20
1 and 2 lb. tins	7.35	7.50	7.70

Pure linseed oil putty, $2.00 per 100 lb. advance on above prices.

Glaziers' putty—$1.60 per 100 lb. advance on above prices.

Terms: 2%, 15 days, net 60.

Mixed Paint Enjoys Very Good Sale

Montreal.

MIXED PAINT.—Mixed paint is enjoying a very good sale, and revised prices, as outlined in last week's issue of HARDWARE AND METAL, have as yet had no effect on volume of business coming to hand. Spring orders are all shipped out, and the sale has already been started by retailers, who are already sending in repeat business. Prospects for a good trade look bright.

TORONTO

TORONTO, May 9.—The primary markets on turpentine are firm and show a considerable advance for the week, which has resulted in new prices being established locally at considerably higher figures than those prevailing last week. Supplies are coming in slowly, but some relief has been afforded by shipments just received. Linseed oil shows no change for the week, prices holding firm, with supplies by no means heavy. The demand for mixed paint continues in good volume, and orders are moving forward freely. Nothing new has developed in respect to white lead in oil or putty, prices being unchanged and demand comparatively small.

Situation Shows No Change In Linseed Oil

Toronto.

LINSEED OIL.—Supplies of seed reaching the market show some little improvement during the week, and, as the navigation season progresses, a better movement, it is expected, will develop. However, it is intimated that heavy receipts are needed to clean up orders on hand, and get supplies of oil up to a more normal basis. The seed market in Winnipeg shows some decline for the week, the price on Wednesday of this week for No. 1 N.C.W. being $374½ per bushel, against $3.80 on Wednesday of last week. Even lower prices were reached in the intervening period, and the market shows a tendency towards fluctuating. Supplies of oil are not by any means heavy, but in some quarters it is intimated that orders to retailers are being cleaned up fairly well. New business on oil is not being solicited aggressively, and the demand is within a fairly narrow scope. Prices are unchanged.

	Raw, Imp.gal.	Boiled, Imp. gal.
1 to 2 bbls	$1.86-$1.95	$1.88½-$1.98
3 to 5 bbls.	.....	.....
6 to 9 bbls.	.....	.....

Less than barrel lots 10c per gallon higher than single barrel price.

Turpentine Records Advance Of 8c to 10c

Toronto.

TURPENTINE.—An advance of 8c to 10c per gallon in the price of turpentine has been made during the week. At primary points this commodity shows decided strength and indications are that further advances may be found necessary before the week is out. The present advance is in line with prediction given in HARDWARE AND METAL last week. Some supplies have reached the local market which have served to relieve the scarcity to some extent, and further shipments in transit if received within a reasonable time will further adjust the present scarcity. There is great difficulty being experienced in getting shipments through from the South just now, and no opinion is ventured as to when goods now rolling will reach here. Prices now ruling are as follows, and whereas quantity prices are named, business is not being solicited on this basis to any extent owing to scarcity of supplies.

	Imp. Gal.
1 barrel	$0 70½-$0 75
2 to 4 barrels	0 70½- 0 74
5 gallon lots	- 0 85

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TORONTO MONTREAL VANCOUVER

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White Lead In Oil Steady; Fair Demand

Toronto.

WHITE LEAD IN OIL.—Business in white lead oil shows practically no change for the week, orders being for comparatively small quantities and not such a great number of orders being received. Prices have held firm and show no disposition to change whatever. Quotations now being named are steady at the following figures: Pure, in ton lots, $16.20 per 100 lbs.; smaller quantities, $16.55 per 100 lbs.

Good Demand Continues For Mixed Paint

Toronto.

MIXED PAINTS.—Good business continues to be received for mixed paints, and manufacturers and jobbers are well satisfied with business being handled. It indicates that dealers are going after trade hard, and this should work out to the benefit of all concerned. Spring orders are now all in retailers' hands, and the repeat business coming in is said to be remarkable. The new prices established last week have apparently had no effect on demand. Prices appear in current market quotations.

Glass Steady; Putty Unchanged

Toronto.

GLASS, PUTTY.—No change is reported in window glass during the week, prices holding firm at quotations appearing in current market quotations. No improvement in existing stocks is reported as yet, and supplies are rather badly depleted. No shipments from Southern points are reported in transit as yet.

Putty shows a little movement, but this is by no means heavy as yet, and is expected to be within comparatively narrow limits for some little time. Prices are holding steady and unchanged as follows: Standard bulk in casks is quoted at $4.55; 100-lb. drums at $5.30-$5.40; and bladders in bbls., $5.45-$5.65 per 100 pounds. Prices on pure putty range $2 per 100 pounds higher than above.

Brushes Very Firm; Brooms May Go Up

Toronto.

BRUSHES, BROOMS.—A very firm situation is reported in brushes during the week owing to a very heavy advance which has been made in China bristles. An exceptionally heavy demand exists for brushes of all kinds now and some difficulty in keeping up with orders is being experienced. There are no French or Russian bristles coming to hand, which throws the bulk of the demand on the China and the heavy calls for Government work on shipbuilding, railroad equipment and many other items is taxing supplies very heavily. Supplies of brushes locally are reported very fair and orders are being taken care of in very good time.

Corn brooms are in a very firm position and an advance in prices would not be altogether unexpected. The present high levels for these lines is influencing sales of floor brushes, and manufacturers generally report business in this latter line good.

DISTRIBUTING CALENDARS

The Consumers Cordage Co., Limited, Montreal, are distributing to buyers of cordage some very neat calendars, starting April 1st, 1918, to April 1st, 1919. Any cordage user can obtain one by writing to their head office, Montreal, or branches.

BINDER TWINE MADE OUT OF FLAX STRAW

The Flax Fibre Development Association of Regina, Sask., announces that it has discovered a process for manufacturing flax straw into binder twine, commercial twine and yarns for weaving into heavy sacking and towelling. Heretofore, the flax straw of the three western provinces, amounting to over 1,000,000 tons annually, has been burned after threshing.

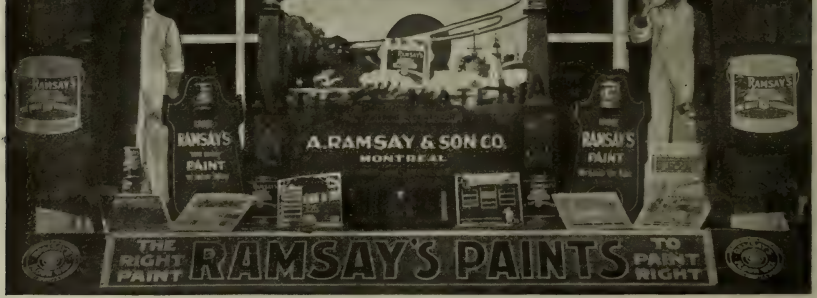
It is said that experiments carried out this autumn with the new binder twine showed that it bound 99 per cent. of the sheaves perfectly, a better result than was obtained with sisal twine. A co-operative company is being formed to manufacture the new twine.

SUPPLYING FERTILIZER AT WHOLESALE

Gerry's Hardware, Fort William, Ont., is out to help production by supplying fertilizer to the farmers and gardeners at wholesale cost. "Farmers and Gardeners. We want to see you raise the very last pound of foodstuffs you can this season. In order to do our bit in this food production we make you the offer of supplying all the fertilizer you want at wholesale cost. The only condition we require is that you order at once and make a small deposit at time of ordering. Prices can be had by calling at our store or phoning."

BOOKLET ON REAMERS

"Drill Chips" is the title of the monthly booklet issued by the Cleveland Twist Drill Company, Cleveland, O., in which Peerless reamers are described in an entertaining and interesting manner. The booklet is nicely illustrated and is printed in two colors.



NOVEL AND ATTRACTIVE PAINT DISPLAY.

C. R. Crowley artists' materials, St. Catherine Street, Montreal, has a mechanical display of paints in his window which is both novel and attractive. Above photo is a reproduction of the window. The background comprises several large colored posters and immediately in front of this are cut-outs, with an effectively-tinted landscape, including farm buildings and a sea with battleships coming through the surf at high speed. In the centre a can of O.G.W. paint is placed, slightly tilted to one side, and when the small electric motor is connected the gallon can of paint in the centre is made to appear as riding on the waves, just as a small boat would do. The effect is very attractive indeed.

Hydro-Electric Grave-Digging in Progress

FOR every Canadian interested in the principles of public ownership that pays there is a regular search-light on the subject in THE FINANCIAL POST of May 4th. On page 10 appears an editorial and a leading article which give financial facts, and business-like principles so intimately connected with the ultimate success of the Hydro that not even the most decided critic of public ownership as expressed in the present management of Hydro-Electric affairs in Ontario can fail to find in them food for thought.

Burial of Hydro Hopes

In the businesslike account rendered from the facts by City Auditor H. T. Jamieson, of St. Catharines, there are warnings which cannot be neglected. They point to the danger that Hydro methods of financing and accounting at present may be the very spade and pick-axe strokes by which the Hydro is digging its own grave as far as financial success goes. Whether you are a supporter of Sir Adam Beck or not, see these articles. They are intensely important to all Ontario to-day, and to all Canada as far as principles of public ownership are concerned. Remember they appear in THE FINANCIAL POST of May 4th, and with them THE POST contains its usual good service of business news under such headings as these:

Canadian Trade Increased Bank Credits in March.
Provincial Commission Forestalls Courts Re Niagara Franchise.
Mystery as to What Britain is Doing With Gold.
Reconstruction of Cabinet is Ottawa Gossip.
Looks like Three Hundred Million Bushels Export Wheat.
Iron Enough for Twenty-five Years' Supply in B.C. Ores.
Claims of British Columbia as to C.N.R. Voiced by Premier.
Underlying Causes of Movement in New York Funds.
April was a Good Month in Toronto Realty Business.
German Banks Amalgamate in Preparation For After War.
Bond Market Has Been Pretty Well Cleared of Issues.
Edmonton Taking Steps to Meet Its Maturing Bonds.
Montreal Asks One Million From Quebec Province.
Fire Insurance Commission Takes Up Fire Prevention.
Jitneys to be Abolished in Winnipeg.
Lord Shaughnessy's Report on Canadian Pacific Railway.
Organizing for Victories to Follow the War.

These titles merely indicate some of the principal subjects of importance to Canadian business men and investors which you will find ably dealt with both as to news facts and comment in THE FINANCIAL POST of May 4th. Remember THE POST is the business newspaper of Canada with not only a high standard staff of its own, but with the specialized attention and work of twelve MacLean business newspaper editors also devoted to making its news columns worth while for every alert man of affairs. For Three Dollars a year you can have THE POST every week. Just fill up this coupon.

The MacLean Publishing Co.,
153 University Ave., Toronto.

Send me THE FINANCIAL POST each week till further ordered. I will send subscription price ($3.00 per year) on receipt of bill, or you may draw on me for this.

Name .....

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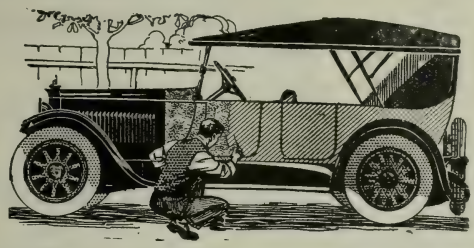
H.&M.



Economizing Helps the Sale of Specialties

The nation-wide impulse for economy means that many motor cars will go unfinished this season unless the owners adopt the *"Berry way,"* which makes the cost nominal.

Berry Brothers'
Auto Color Varnishes

are made especially for the unskilled varnisher, and with his garage for a workshop any man can produce a handsome, lasting finish on his car in just the colors he prefers, without any finisher's bill to pay.

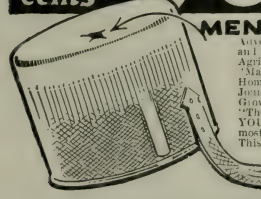
We furnish an attractive cutout for counter display, and descriptive folders giving explicit directions for the amateur varnisher, telling how much varnish it takes, and showing in colors how cars look when refinished. A real selling help.

Ready to Ship Assortments

We have all ready put up, well selected assortments of colors that we can ship promptly. Order one to-day and get in the field early. You will sell it quickly and want more. Write for further particulars anyway.

BERRY BROTHERS
(INCORPORATED)
World's Largest Varnish Makers
Established 1858
Walkerville, Ont. (652)

15 cents VOLPEEK
MENDS POTS & PANS



Advertisements in "The Maritime Farmer," "Family Herald and Weekly Star," "Montreal "Weekly Witness," "Le Journal Agriculture," "Everywoman's World," "Rural Canada," "MacLean's Magazine" "Farmers' Magazine." "Canadian Home Journal," "Farmers' Advocate," "The Ottawa Farm Journal," "The Western Home Monthly," "The Grain Growers' Guide," "The Farm and Ranch Review," and "The Nor'West Farmer" and other magazines are telling YOUR customers that VOLPEEK is the cheapest, quickest, most permanent means of mending pots and pans. This means business to merchants who are prepared.

H. NAGLE & CO., Box 2024, MONTREAL

CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION

Dominion Metallics — B.B. Caps, 25% B.B. Caps, 20%; 22 short, black, 22 long black, 22 long, smokeless, 20%; 22 short lesmok or 22 long lesmok, 20%; 22 short, smokeless, 30%; 22 long rifle, black, 22 long rifle, smokeless, 7½%; other rim fire, 10%; center fire pistol, add 35% list; center fire sporting, add 60%; shot cartridges, same as ball; brass shot shell, 20%; primers, add 35% list; empty shot shells, 5%; blanks, add 25%; bullets, add 40%.

Terms: Net 90 days, or 2% discount for cash in 30 days.

"Dominion" Loaded Paper Shells "Crown" Black Powder, 10% on list; "Sovereign" Bulk Smokeless Powder, net list; "Regal" Dense Smokeless Powder, net list; "Imperial" Shells, both Bulk and Dense Smokeless Powder, net list; "Canuck" Smokeless, net list; Empty Shells, 5%; 90 days net.

F.O.B. Montreal, Toronto, London, Hamilton.

AMERICAN AMMUNITION

List Prices.

Subject to 10% advance on list.

B.B. caps, $3.50 per M.; B.B. caps, concave ball, $4.40; 22 short, $5; 22 long, $6; 22 long rifle, $7; 22 short smokeless, $5.35; 22 long smokeless, $7.50; 22 long rifle, smokeless, $8.75 per M.

Sporting Cartridges—Centre Fire Smokeless 303 Winchester, $72.25 per M.; 303 Savage, $72.25; 303 British, $95; 32 Winchester special, $72.25; 38-55 Winchester, $76; 401 Winchester self-loading, $76 per M.

Primers—Nos. 1, 1½ and 2½, $3.60; Nos. 1 and 2 (100 in box), $3.80; Nos. 1-W, 1½-W, 2½-W and 3-W. and 5, and 5½, 100, in box, $3.80; Berdan Nos. 1, 1½, 2 (250 in box), $3.60; Berdan Nos. 1, 1½, 2 (100 in box), $3.80; new No. 4, $5.50; U.M.C., 33, $5.50.

Shot, standard, 100 lbs., Toronto, $17.35-$19.75; Montreal, $18; net extras, as follows, subject to cash discount only: Chilled, $1.50; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

AUGER BITS

Standard List Prices per dozen.

3/16	$ 6.00	18/16	$12.00
4/16	5.00	19/16	14.00
5/16	5.00	20/16	14.00
6/16	5.00	21/16	16.00
7/16	5.00	22/16	16.00
8/16	5.00	23/16	18.00
9/16	6.00	24/16	18.00
10/16	6.00	25/16	21.00
11/16	7.00	26/16	21.00
12/16	7.00	27/16	24.00
13/16	8.25	28/16	24.00
14/16	8.25	29/16	27.00
15/16	9.50	30/16	27.00
16/16	9.50	31/16	30.00
17/16	12.00	32/16	30.00

Discounts from Standard List prices:

Beaver, 57½ to 60%; London, 60%.
Ford's Auger Bits, 35 to 27½%.
Gilmour Auger Bits, 47½%.
Gilmour Car Bits, 37½%.
Gilmour Eye Augers, 35%.
Gilmour Ship Augers, 12½%.
Rockford Auger Bits, 50 and 10%.
Irwin Auger Bits, 15% to 17½% off list in Catalogue No. 10, 1905.

F.O.B. Toronto, Montreal London and Hamilton.

AXES

	Single Bit	Double Bit
Single Bits, doz.	$14 00	$16 00
Double Bit	16 50	19 50
Boys' Axes	12 00	14 00
Hunters' Axes	11 00	12 00
Bench—No. 2, doz.	12 50	13 20
No. 3, doz.	13 50	14 20
No. 4, doz.	14 50	15 25
Sager	$15 00	$20 00
Dominion Pride	14 50	19 50
St. Clair handled	15 50	....
Sager Boys	12 50	....
Kitchener Boys	12 00	....
Sager Hunters	11 50	....
Kitchener Hunters'	11 00	....

F.O.B. Montreal, Toronto, Hamilton, London.

BABBITT

Prices on babbitt fluctuate with the metal markets and prices are quoted on application. Prices range from 14c to $1.10 a lb.

BELTING (Leather)

Discounts apply to Revised List of Feb. 14, 1907.
Extra Quality, 30, 5%.
Standard Quality, 40%.
Side Lace Leather, lb. .$1.40-$1.75
Cut Lace Leather, lb... 1.60- 1.95

F.O.B. Montreal, Toronto.

BELLS (Farm)

No. 1 x 40, lb.	$4 00
No. 2 x 50 lb.	5 00
No. 3 x 60 lb.	7 50
No. 4 x 100 lb.	10 00

F.O.B. Montreal, Toronto.

BOLTS AND NUTS

Discounts apply to list of Feb. 1, 1913.
Carriage Bolts ($1 list), ⅜ in. dia. and smaller, 10%.
Carriage Bolts ($1 list), 7-16 dia. and larger, net list.
Machine Bolts, ⅜ in. dia. and smaller, 10%.
Machine Bolts, 7-16 in. dia. and larger, net list.
Sleigh Shoe Bolts, all sizes, net list.
Coach and Lag Screws, 25%.
Skein Bolts, 20%.
Square Head Blank Bolts, net list.
Bolt Ends, net list.
Plow Bolts, net list.
Elevator Bolts, net list.
Fancy Head Bolts, net list.
Shaft Bolts ($3 list), net list.
Step Bolts, large head ($3 list), net list.
Whiffletree Bolts, net list.
Nuts, square, blank, add to list $1.50.
Nuts, square, tapped, add to list $1.75.
Nuts, hexagon, blank, add to list $1.75.
Nuts, hexagon, tapped, add to list $2.
Stove bolts, 55%.
Tire bolts, 35%.
Terms: 2% off 30 days from date of shipment.

F.O.B. Montreal, Toronto, Hamilton, London, Ont.

BORAX

Lump Crystal Borax, lb....14-14½
F.O.B. Montreal, London, Toronto.

BRASS Per lb.

Spring sheets, 24 gauge and heavier, base $0 43
Rods, base ½ to 1 in. round..38-40
Tubing, seamless base......45½-50
Tubing, iron pipe size, base ¾ in. and up to 3 in.....45½-50
Copper tubing, iron pipe size, base ¾ in. up to 3 in.....47½-53

F.O.B. Montreal and Toronto.

BOILERS (Range)

30-gal. extra heavy ......$14.50-$17
30-gal. Standard 14 00

F.O.B. Montreal and Toronto.

BOARDS (Wash)		Tin Plate	Zinc
Pony	Dozen	....	$2 00
Crown		....	4 05
Dandy		....	4 25
Improved Globe		3 15	4 35
Standard Globe		3 25	4.45
Original Globe		3 50	4 75
Newmarket King		....	4 75
Diamond King (glass)		....	5 50
Western King (enamel)		....	6 25
Wood, double faced			2 20

Subject to small discounts for quantities

F.O.B. Newmarket.

BUTTS Wrought Steel:—

No. 840	5%
No. 800	2½%
No. 838	5%
No. 808	5%
No. 804	15%
Nos. 802, 842, 844	5%
Nos. 810 and 814	net list
No. 830	2½%

F.O.B. Toronto, Montreal, London, Hamilton.

Spring Butts

Chicago Spring Hinges, List.
Triplex Spring Hinges, 20-10-5%.
Chicago Mortise Floor (5000), 33 1-3%.
Chicago Relax Floor (6000), 25-10-10-7½%.
Chicago Premier (4000), 16 2-3%.
Chicago Ajax (3000), 16 2-3%.
Chicago Fire Station, add 10% to list.
Lavatory Door Hinges, 20-5%.
Chicago Screen Door (2000), 40-7½%.
Chicago Screen Door (3000), 16 2-3 and 5%.
Non-Hold Back Screen Door, on application.

F.O.B. Chicago.

CANS

For discount on milk and cream cans, etc., see list under head of wares, etc.

CHAIN	B.B. Fire Welded Proof Coil Mont'l	Tor'to	B.B.B. Fire Welded Mont'l	Tor'to
3-16 in.	$21.50	$19.85	$.....	$.....
¼ in.	15.25	15.25	19.50	20.25
5-16 in.	13.25	13.65	.....	17.00
⅜ in.	12.10	12.75	14.75	16.50
7-16 in.	11.90	12.45	13.95	16.00
½ in.	11.65	12.15	13.75	15.75
9-16 in.	11.65	12.15	.....	15.75
⅝ in.	11.50	12.00	13.60	15.50
¾ in.	11.40	11.85	13.45	15.25
⅞ in.	11.25	11.65	13.35	15.25
1 in.	11.10	11.50	13.20	15.25

Electric Welded

	B.B.		B.B.B.	
3-16 in.	$15.90	$17.40	$.....	$.....
¼ in.	12.30	13.30	13.75	15.55
5-16 in.	11.05	11.75	12.00	14.00
⅜ in.	9.90	10.50	11.75	12.75
7-16 in.	9.70	10.50	11.75	12.75
½ in.	9.45	10.50	11.75	12.75
⅝ in.	9.35	10.50	11.75	12.75
¾ in.	9.20	10.50	11.75	12.75

Montreal and Toronto.

American Proof Coil Chain

	B.B.	B.B.B.
3-16 in.	$16.75	....
5-16 in.	12.00	$12.75
⅜ in.	11.00	11.90
7-16 in.	10.75	11.70
½ in.	10.50	11.60
⅝ in.	10.35	....

Electric Welded B.B.B.—Chain, ¼ in., $13.75; 5-16 in., $12 F.o.b. Toronto.

Cow ties, 12½-15%; trace chains, net list; dog chains, 25 to 32½%; halter chains, 25 to 32½%; tie-out chains, 50%; stall fixtures, net list; breast chains, 2½%. F.O.B. Montreal, Toronto, Hamilton, London.

CEMENT

Cement, per bbl., $2.70 in carlots; $3.25 bbl. in small lots.

Paris plaster, five-barrel lots, $3.25; single barrel, $3.25.

F.O.B. Toronto.

CHURNS

List price hand churns:—No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.

List prices power churns:—No. 0, $11; No. 1, $11; No. 2, $12; No. 3, $13; No. 4, $17; No. 5, $20.

Discount of 20% f.o.b. Toronto, Hamilton, Fergus, London, St. Marys.

Discount of 17½% f.o.b. Montreal, Ottawa, Kingston.

St. John, N.B., 20%.

CHOPPERS, FOOD

Universal (doz.)—

No. 0	....	$16 20
1	....	20 70
2	....	25 20
3	....	33 40

F.O.B. Montreal, Toronto.

Russwin—

No. 0	$17 70
No. 1	21 70
No. 2	24 95
No. 3	34 60

CLOTHES LINE (Galvanized)

No.	Per 1000 ft.
17—7-strand, 100 ft. lengths	$6 80
17—7-strand, 50 ft. lengths	7 00
18—6-strand, 100 ft. length	5 40
18—6-strand, 50 ft. lengths	5 45
19—6-strand, 100 ft. lengths	4 75
19—6-strand, 50 ft. lengths	5 00

F.O.B. Montreal, Toronto, London.

COPPER	Montreal	Toronto
Casting ingot, see weekly report.		
Bars, ½ to 2 in.	$42 50	$43 00
Plain sheets, base 16 oz. and heavier	46 00	35-44
Copper sheet, tinned, 14x60 in., 14 oz.	48 00	....
Copper sheet, planished, base 16 oz. and heavier	57 00	36-45
Braziers' in. sheets, 6x4 base	45 00	44 00

Above prices are full sheets and bars. Cut sheets and bars are 5c per lb. higher.

COMBS

Curry combs, list, plus 25%.

F.O.B. Montreal, Toronto, Hamilton, London

CORD (SASH)

No. 6, lb.	72
No. 7, lb.	71
Nos. 8, 9, 10, 12	70

F.O.B. Montreal, Toronto, Hamilton, London

CANADA PLATES

Prices nominal.	Montreal	Toronto
Ordinary, 52 sheets	$11 75	$ 8 50

Galvanized

	Apollo	Crown	Gorbals
18x24x52	......	....	....
60	......	....	....

CHARCOAL, TIN PLATES

M.L.S. and Famous—	Per box
IC, 20x28 base	$28 00
IX, 20x28 base (nominal)	32 00
IXX, 20x28 base (nominal)	36 00
IXXX, 20x28 base (nominal)	40 00

F.O.B. Toronto

Raven and Murex Grades—

IC, 20x28 base, 112 sheets	$40 00
IX, 20x28 base, 112 sheets	39 00
IXX, 20x28 base, 56 sheets	20 00
IXXX, 20x28 base, 56 sheets	21 00

(Nominal) f.o.b. Montreal.

TERNE PLATES

I. C, 20 x 28, 112 sheets.. .....

F.O.B. Montreal.

COKES, AMERICAN

Bessemer Steel—

20x28 IC, 112 sheet 30 00

F.O.B. Montreal.

"DOMINION CROWN BEST"—DOUBLE COATED TISSUE

	Nominal
IC, 14x20 base	$20 00
IX, 14x20 base	18 75
IXX, 14x20 base	19 50

F.O.B. Montreal.

CLOCKS

Big Ben	$2 92
Good Morning, each	1 15
Lookout	1 45-1 50

F.O.B. Montreal, Toronto, London, Hamilton.

CROWBARS, $8.50-$9.50 per 100 lbs.

DRILLS

Bit Stock Drills, 30 to 37½%.
Rd. Shk., 30 to 37½%.
Wood Drills, 37½%.

DOORS, SCREEN

Kasement, No. 1, $24.84 to $27.24 doz.; No. 2 and 3, $28.20 to $30.60 doz.

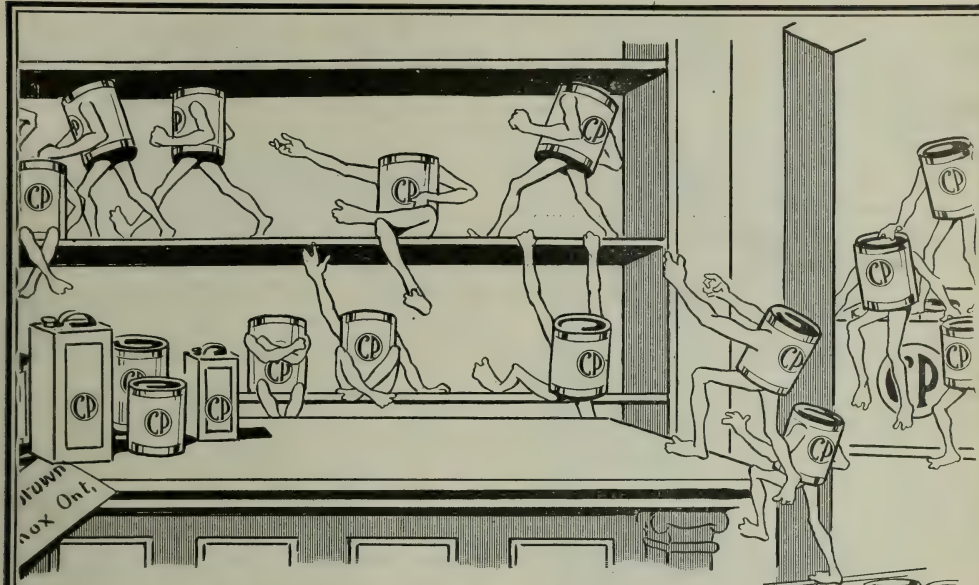
F.O.B. Toronto.

EMERY CLOTH

See under Sandpaper.

ENAMELWARE

See prices under heading Wares, etc.



"CANADA PAINT"

Ready to Take Its Place In Your Shelves and INCREASE YOUR PROFITS AND SALES

The paint season has started. If you want to get your full share of the paint business and profits, be a Canada Paint agent. Carry the paint that moves easiest and satisfies your customers.

Your customers are looking for C.P. goods; they are constantly being reminded of what they need through our big National Advertising Campaign. The biggest paint paying proposition to-day is the Canada Paint Exclusive Agency Proposition.

Write us to-day regarding this big offer, link your business up with our big National Advertising Campaign.

THE CANADA PAINT CO.
LIMITED

Makers of
Famous Elephant Brand White Lead

572 William Street, Montreal
112 Sutherland Avenue, Winnipeg

If interested, tear out this page and keep with letters to be answered.

FILES AND RASPS

Discounts below apply to list of Nov. 1, 1899.

	%
Great Western, Amer.	50
Kearney & Foot, Arcade	50
J. Barton Smith, Eagle	50
P.H. and Imperial	50
Disston Brand	40
Globe	50
Nicholson	30
Black Diamond	37½
Delta Files	37½

F.O.B. Toronto, Montreal, London, and Hamilton.

FITTINGS

Malleable fittings, class A, 20% on list; class B and C, net list. Cast iron fittings, 25% off list. Malleable bushings, 25 and 7½%; cast bushings, 25%; unions, 40%; plugs, 20% off list. Net prices malleable fittings: Class B black, 24½c lb.; Class C black, 15¾c lb.; galvanized, Class B, 34c lb.; Class C, 24½c lb. F.o.b. Toronto.

GRILLS, ELECTRIC

Single heat, round	$6 00
Three heat, round	7 15

F.o.b. Toronto.

GRINDSTONES Per 100 lbs.

Over 40 lbs. and 2 in. thick	1.80-2.25
Under 40 lbs.	1.90-2.35
Bi-Treadle, each	6.25

F.o.b. Toronto.

HALTERS (SNAP AND RING)

	Doz.
Russet rope shank, 1"	$11.25-$12.75
Russet rope shank, 1¼ in.	13 85
Black rope shank, 1 in.	13 75
Black rope shank, 1¼ in.	12.50- 13.85
Hand sewn, no shank, 1 in.	17.40
Hand sewn, no shank, 1¼ in.	20.20

Halters (Sisal).

7-16 in. gross, $24; 9-16 in., $36. F.o.b. Toronto. London—7-16 in., $2.10 doz.; ½ in., $2.65 doz.

HAMMERS, SLEDGE

Can., 5 lbs. and over, cwt.	$17 50
Masons, 5 lbs. and over, per cwt.	20 00
Masons, 5 lbs. and under	22 50
Napping, up to 2 lbs.	25 00

F.o.b. Montreal, Toronto, Hamilton, London.

HANDLES (WOOD)

All hickory handles, 10%. All neckyokes, whiffletrees and doubletrees, 10%. All ash and maple handles, wood hay rakes, horse pokes, 20%.

F.o.b. St. Thomas, London, Strathroy, Toronto.

HANGERS, BARN AND PARLOR

	List
Atlas, No. 0	8 15-8 45
Atlas, No. 1	8 95-9 25
Atlas, No. 2	10 40-10 75
Stearns, 4 in.	7 40-7 65
Stearns, 5 in.	10 25-10 65
Perfect, No. 1	10 45
Perfect, No. 1½	13 20-13 80
Storm King and safety hangers, doz.	10 25-10 65
Steel track, 1¼ in.	9.00-12.00

F.o.b. Montreal, Toronto.

HEATERS, ELECTRIC

Majestic, 1 Burner	7 50
Majestic, 2 Burner	11 25

F.o.b. Toronto.

HINGES, TEE AND STRAP

Heavy, Net Prices.

	Strap	Tee
4-inch, dozen pairs	$2 34	$1 99
5-inch	2 89	2 50
6-inch	3 12	2 81
8-inch	4 22	3 21
10-inch	7 49	5 70
12-inch	9 28	9 05
14-inch	10 61	9 20

Light, List Prices.

3-in., doz. pairs	$1 00	$1 00
4-in., doz. pairs	1 20	1 10
5-in., doz. pairs	1 40	1 30
6-in., doz. pairs	1 70	1 50
8-in., doz. pairs	2 50	1 80
10-in., doz. pairs	3 50	2 40

Discount 20 and 2½% off list.

Screw Hook and Strap Hinge—

Under 12 in., per 100 lbs.	8 00
Over 14 in., per 100 lbs.	7 50
Extra hooks for above ⅝ in., per lb.	8
Extra hooks for above, ¾ in., per lb.	7¾

F.o.b. Toronto, London, Hamilton and Montreal.

HAY KNIVES

Spear Point	$14 00
Lightning	12 50
Heath's	12 50

HOES, Grub $7.25

HOOKS, GRASS.

	Canadian	English Fox
No. 2, per doz.	$3 40	$5 50
No. 3, per doz.	3 50	6 40
No. 4, per doz.	3 60	7 40
Little Giant	5 25	....
Berden	5 25	....

F.o.b. Montreal, Toronto.

HORSESHOES Price per keg

Patterns	Sizes made	No. 2 and larger	No. 1 and smaller Less 20c
Light iron	0-7	$6 25	$6 50
Long heel light iron	3-7	6 25	....
Medium iron	1-8	6 25	6 50
Heavy iron	6-8	6 25	....
Snow	1-6	6 50	6 75
New light "XL" steel	1-6	6 70	6 95
Featherweight "XL" steel	0-4	8 10	....
Special countersunk	0-4	8 60	....
Toe weight (front only)	1-4	9 10	....

*All sizes.

Packing—Up to 3 sizes in one keg. 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra. F.o.b. Montreal and Belleville.

Terms Cash in thirty days, less 2% discount.

TOE CAULKS

Nos. 0, 1, 2 and larger, sharp and blunt, $2.25 to $2.90 box.

HOSE, LAWN Toronto

Corrugated, ½ in., 100 ft.	$15 75
Corrugated, ⅝ in., 100 ft.	18 75
Corrugated, ¾ in., 100 ft.	21 50
Corrugated, 1 in., 100 ft.	31 50

Less 5% for full reels, 500 ft.

F.o.b. Toronto and London.

HAT AND COAT HOOKS

Coppered wire, 3 in., 95c gross. F.o.b. Montreal, Toronto, Hamilton, London.

IRON AND STEEL.

See weekly report.

IRON, TINNED

Prices nominal. Subject to premium where stocks are obtainable.

72x30 up to 24 gauge, case lots	....
72x30, 26 gauge, case lots	....

Less than case, 50c per 100 lbs. extra. F.o.b. Montreal.

IRONS (SAD)

Mrs. Potts, No. 55, polished, per set	1.75-1.90
Mrs. Potts, No. 50, nickel-plated, set	1.85-2.00
Mrs. Potts, handles, japanned, doz.	1.30- 1.50
Sad irons, common, plain, 3, 4 and 5 lbs.	9 20
Sad irons, plain, 6 lbs. up	7 00
Sad irons, common, plated	5 50
Princess Electric, each	3 35
Canadian Beauty Electric Irons—Style A	$3 75
Style B	4 12
Hotpoint Domestic Electric Iron, each	4 75
Gasoline Sad Irons, each	4 25

F.o.b. Montreal, Toronto, London, Hamilton

LADDERS, ETC.

Step Ladders

	Per ft.
Crescent	19c ft.
Household	15½ ft.
Standard, 4-12 ft.	21c ft.
Electrician	30c ft.
Heavy duty	47c ft.
Extension	35c ft.

Common and Roped Extension.

	Per ft.
Up to 32 ft.	21c ft.
34 to 44 ft.	24c ft.

London—32 ft., 18c; 34-44 ft., 20c.

Fire Ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

Single and Fruit Picking.

10 ft. to 16 ft.	17c ft.
18 ft. to 22 ft.	18c ft.
Chair ladders, each	2 00

F.o.b. Toronto, Hamilton, London, Montreal.

LANTERNS Per doz.

Short Globe, doz.	$12 50
Jap'd Dash, doz.	15 00
Search Dash, doz. X-ray	15.75-16.10
Little Bobs	$2.10-$4.20
Copper, well japd., doz.	18.25

F.o.b. Toronto, Hamilton, London, Montreal.

LANTERN GLOBES Dozen

Cold blast, short	95c-$1.10
Cold blast	95c-$1.10

3 doz. cases, 85-90c doz.; 6 doz. cases, 85c dozen.

Cold blast, short ruby	4.00-4.20
Cold blast, common ruby	4.00-4.20

Less 5c a doz. in 6 doz. lots.

F.o.b. Toronto, London, Hamilton and Montreal.

LATCHES

Steel Thumb, No. 2, per doz.	1 90
Steel Thumb, No. 3, per doz.	2 50
Steel Thumb, No. 4, per doz.	4 70
Barn Door, No. 5, per doz.	2 55
Barn Door, No. 9, doz.	4 70

F.o.b. Montreal, Toronto, London.

LEAD

For pig lead and lead and zinc products see weekly report.

MACHINES (WASHING)

	List Each
Canadian	9 00
Dowswell	9 00
Noiseless	15 50
Hamilton	11 00
Snowball	15 00
Momentum	16 50
New Century, style A	16 50
New Century, style B	18 00
Playtime, engine drive	19 50
Ideal Power	28 00
Seafoam, electric	102 00
Seafoam, engine drive	44 00
New Idea, electric	134 00
Sunshine	8 50
Popular, No. 1	9 50
Economic	11 50
Champion	17 00
New Excell-All	18 00
Blue Bell, without stand	16 50
Puritan Water Motor Washer, complete	28 00
Hydro, One Tub, engine drive	45 50
Low pressure water motor washer, each	30 00
Connor ball-bearing, with rack	18 50
I X L	18 50
Gem	16 50
Winner, plain	13 50
Connor Improved	9 00
Jubilee	15 00
Canada First	19 00

Discount, 40%. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

MALLETS Per doz

Tinsmiths, 2½ x 5½ in.	$1.00-$1.75
Carpenters', No. 3	5.80

F.o.b. Montreal, Toronto, Hamilton

MATTOCKS

Cutter, doz.	$12 00	$12 50
Pick doz.	12 00	12 50

F.o.b. Montreal, Toronto, London, Hamilton.

MOPS

Mops, O-Cedar, doz. net		$12 00
Sprustex, No. 2, doz.	$8 00	8 40
S. W. Mops, complete, doz.		4 85
Mop Sticks, doz., No. 8		1 55-1 85
Cast Head Mops, doz.		2 00
Crescent, doz.		3 10
Crank wringing, doz.		6 25

F.o.b. Montreal, Toronto, Hamilton London.

MOWERS, LAWN

Adanac	50%
Woodyatt	40%
Empress	40%
Mayflower	40%
Star, Ontario, Daisy	40%

F.o.b. Toronto, Guelph, London. Hamilton.

NAILS

List adopted July 10, 1912.

Advances over base on common wire nails in kegs.

		2¾ inch	15c
1 inch	$1	3 inch	10c
1⅛ inch	1	3¼ inch	10c
1¼ inch	65c	3½ inch	10c
1½ inch	40c	4 inch	5c
1¾ inch	40c	4½ inch	5c
2 inch	30c	5 inch base.	
2¼ inch	30c	5½ inch base.	
2½ inch	15c	6 inch base	

6½ to 12 inch-2 Ga. and heavier, 25c over base.

Standard Steel Wire Nails, f.o.b Toronto, London, Hamilton, Milton. $5.20 base.

Freight equalized on above points.

F.o.b. Montreal, Gananoque, Collingwood and Owen Sound. $5.25 base.

Freight equalized on above points.

Windsor, Walkerville Sandwich, f.o.b. factory points, carload freight allowed, $5.32½.

Sault Ste. Marie Port Arthur Fort William, $4.95-$5.25 base. f.o.b. factory; no freight allowance.

Moulding, Flooring, Slating, Box Fence, Barrel Nails, 25c per 100 lbs. over common nail price. Finishing Nails, 50c per 100 lbs. advance over common nail price. Clinch Nails and Sash Pins 75c per 100 lbs. over common nail price.

Miscellaneous wire nails, 60% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton, London.

Cut Nails—Montreal, $5.70 base; Toronto, $5.65 base; London, $5.60; Hamilton, $5.65. No equalization of freights.

Roofing Nails — American, large-head, keg, $8.50. London, $8.25.

F.o.b. Montreal, Toronto, Hamilton, London.

NAILS (HORSE)

Size	C Brand Per box of 25 lbs
No. 3	$37 87½
No. 4	12 87½
No. 4½	11 62½
No. 5	4 87½
No. 6	4 62½
No. 7	4 37½
No. 8	4 37½

MEHASCO

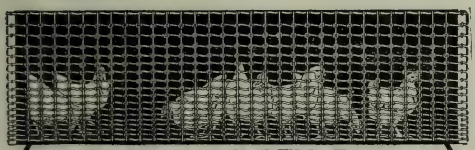
ANOTHER MEHASCO MESSAGE 3

The popular Army Service khaki colored wagon with Rubber or Iron Tires in three sizes, No. 79, 11" x 22", No. 80, 12" x 24", No. 81, 13" x 26". Other Steel wagons are the Special, No. 59, 9 x 18; No. 61, 12 x 24; the Grey Artillery Car, No. 70, 12 x 24 and No. 72, 14 x 28; and No. 1½ Bent Rail Child's Wagon, 11 x 22.
The Auto Wheel Coaster Wagon is the most serviceable general purpose wagon on the market, has long roller bearings, steel axles, spokes the mitred to the hub, put up in corrugated cartons, each wagon guaranteed to carry 1140 lbs.

No. 01, 12" x 30" with 8-inch wheel; No. 2, 14" x 34" with 10-inch wheel; No. 4, 18" x 40" 12-inch wheel; No. 0, 12" x 28" with 6-inch wheel; No. 00, 12" x 28" with 6-inch wheel.

We have also a stock of Kiddie Kars and Boys' Velocipedes.

MERCHANTS HARDWARE SPECIALTIES
CALGARY **LIMITED**



Mr. Dealer: Sell This Fence

Establish a trade that will stay with you and at the same time will show a substantial growth. Compare this strong, rustless, unyielding fence alongside flimsy netting, and every poultry raiser will flock to your store. Note the close spaces at bottom that turns the small chicks and keeps out intruders.

SEND FOR LITERATURE

Get our catalogue of fencing for all purposes. Every foot of it guaranteed. Write today for agency in open territory. Our fence in every instance backs up our advertising.

The Banwell-Hoxie Wire Fence Co., Ltd.
Winnipeg Man. Hamilton, Ont.

PEERLESS FENCE

BIG

RESULTS
from small investments. Read Hardware & Metal's Want Ad. Page.

DOUGALL'S TRANSPARENT SPAR VARNISH, THE IDEAL OUTDOOR FINISH

For all good woodwork that is subjected to the ravages of the weather this is the perfect protective covering.

Gives a permanently beautiful finish that is not harmed by rain, snow, heat or cold. Won't blister, and won't crack.

Dougall's Transparent Spar Varnish can be used on many outdoor objects. Let us tell you of them. It will interest you and your customers.

The Dougall Varnish Co., Limited
MONTREAL

If interested, tear out this page and keep with letters to be answered.

No. 9	....	4 12½
No. 10	....	4 12½
No. 11	....	4 12½
No. 12	....	4 12½

Discount from above is 10% in small quantities and 10 and 5% in full boxes.

F.o.b. Montreal, Toronto, Hamilton. London, St. John.

"M.R.M." BRAND

No.	Net Price List Lengths	Per box of 25 lbs.
3	1⅝"	$19 00
4	1¾"	9 00
5	1 15-16"	4 00
6	2⅛"	3 75
7	2 5-16"	3 50
8	2½"	3 50
9	2 11-16"	3 25
10	2⅞"	3 25
11	3 1-16"	3 25
12	3¼"	3 25

F.o.b. London, Hamilton, Montreal, Toronto

NETTING, POULTRY

List prices per roll of 50 lineal yards. Adopted March, 1909.

2-inch mesh and 19 ga. wire.

12 inch	$1 80	48 inch	$ 6 20
18 inch	2 65	60 inch	7 70
24 inch	3 40	72 inch	9 20
30 inch	4 00	84 inch	10 50
36 inch	4 75	96 inch	12 00
42 inch	5 50		

1½ inch mesh and 19 ga. wire.

12 inch	$3 50	42 inch	$10 50
18 inch	5 00	48 inch	12 00
24 inch	6 30	60 inch	15 00
30 inch	7 75	72 inch	18 00
36 inch	9 90		

1 inch mesh and 20 ga. wire.

12 inch	$4 00	42 inch	$12 00
18 inch	5 50	48 inch	14 00
24 inch	7 00	60 inch	17 00
30 inch	8 50	72 inch	20 00

¾ inch mesh and 20 ga. wire.

24 inch	10 50	36 inch	$15 00
30 inch	12 75		

½ inch mesh and 22 ga. wire.

24 inch	$16 50	36 inch	$24 00
30 inch	20 10		

Discounts at present quoted apply only to 1 and 2 inch mesh netting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Canadian netting 15% off list.

Montreal, 15% off list.

American netting, 10% off list.

		Per rod
Invincible—1640	....	$ 0 75
1848	....	0 85
2060	....	0 95

Put up in 10, 20 and 30-rod rolls. F.o.b. Montreal.

OAKUM

Best (American)	$21 00
U.S. Navy (unspun)	.....
Clipper (spun)	21 00
Clipper (unspun)	19 50
U.S. Navy, Eng., (unspun)	.....
U.S. Navy, Eng., (spun)	.....
Plumbers (spun)	$8 00 $10 50

F.o.b. Montreal, Toronto

OIL	**Montreal**	**Toronto**
Royalite	0 19	0 18
Palacine	0 22	0 21
Gasoline, gal.	0 34	0 33
Black oil (Summer)	0 16	0 15
Black oil (Winter)	0 18	0 15½
Cylinder Green, med.	0 55	0 56
Capital cylinder	0 50½	0 49½
Machine oil, regular grades	25½-42	29½-30
Standard gas engine oil	38½	38½-37½
Paraffine	0 21	0 21
XXX machine	0 24½	0 28
Fuel oil, bbls.	0 14½	0 13½
Fuel oil, tank cars	0 13	0 12

OLD MATERIALS

See weekly report.

PACKING	**Per lb.**
Fine jute	$0 15
Coarse jute	0 12
Hemp	0 34
Square braided hemp	0 38
No. 1 Italian	0 44
No. 2 Italian	0 36

F.o.b. Montreal and Toronto.

PAPER	**Per 400-ft. roll**
Dry Fibre, No. 1 roll	1 10
Dry Fibre, No. 2 roll	0 59
Anchor Brand	1 10
Glazed sheeting	0 59
Tarred Fibre, No. 1 roll	1 25
Tarred Fibre, No. 2, roll	0 72
Surprise Fibre	0 66
Tarred felt, per cwt.	3.30-3.45

Asbestos sheeting (per 100 lbs.)	0 13½	0 14
Carpet Felt, 16 oz., per 10 lbs.	$4 50	$5 50

F.o.b. Toronto, Hamilton, London, Montreal, freight equalized thereon.

PICKS—

Clay—

5 to 6 lbs., doz.	$10 75	$11 80
6 to 7 lbs., doz.	11 50	12 60
7 to 8 lbs., doz.	12 25	13 50

Rock—

7 to 8 lbs., doz. 12 25

F.o.b. Montreal and Toronto.

PINS, CLOTHES

	Per case
5 gross, 4-in. (loose)	80c-97c
4 gross (cartons), 4½ in.	85c-$1.00

F.o.b. Montreal and Toronto.

PIPE, STANDARD WROUGHT

Effective Feb. 26, 1918.

	Black	Galvanized
	Per 100 feet	
Standard Buttweld		
⅛ in.	$ 6 00	$ 8 00
¼ in.	5 16	7 29
⅜ in.	5 16	7 29
½ in.	6 55	8 12
¾ in.	8 28	10 41
1 in.	12 24	15 39
1¼ in.	16 56	20 82
1½ in.	19 80	24 89
2 in.	26 64	33 49
2½ in.	42 72	53 53
3 in.	55 85	70 00
3½ in.	70 84	87 86
4 in.	83 93	104 10
Standard Lapweld.		
2 in.	29 60	36 08
2½ in.	44 46	54 70
3 in.	58 14	71 53
3½ in.	72 68	90 62
4 in.	86 11	107 37
4½ in.	97 79	122 56
5 in.	114 00	142 82
6 in.	147 80	185 28
7 in.	192 80	241 57
8 L in.	202 50	253 75
8 in.	233 30	292 32
9 in.	279 50	350 18
10 L in.	259 20	324 80
10 in.	333 70	418 18

Terms 2% 30 days, approved credit.

Prices—Ontario, Quebec and Maritime Provinces.

While the foregoing prices on iron pipe are the nominal prices, it has been found in practice that prospective buyers should ask for quotations on sizes 2½ inches and larger on account of the shortage of these sizes and the extra difficulty of procuring supplies.

WROUGHT NIPPLES

4" and under, 40-45%.

4½" and larger, 40%.

4" and under, running thread 25%.

Standard couplings, 4" and under, 35%.

4½" and larger, 15%.

Terms 2% 30 days. Approved credit, Ontario, Quebec and Maritime Provinces.

PIPE (Conductor)

Plain	**List**
2 in., in 10-ft. lengths, list	$8 00
3 in., in 10-ft. lengths, list	9 70
4 in., in 10-ft. lengths, list	12 80
5 in., in 10-ft. lengths, list	17 50
6 in., in 10-ft. lengths, list	21 30

Discount 10%.

F.o.b. Toronto, Ottawa, Oshawa

PIPE, LEAD

See weekly report

PIPE (SOIL)

	Montreal %	Toronto %
Medium and extra heavy, 6" and under	35, 2½	35, 2½
8" soil pipe	30	30
Medium and extra heavy fittings, 6" and under	40, 2½	40, 2½

PIPE (STOVE)

See prices under Wares, etc.

PITCH

Pine, black, per bbl.	4 75
Navy pitch, per bbl.	6 50

F.o.b. Montreal, Toronto.

POLISH (O-Cedar)

4-oz. bottles, doz.	$ 3 00
12-oz. bottles, doz.	6 00
1-qt. can, doz.	15 00
½-gal. cans, doz.	24 00
1-gal. cans, doz.	36 00

Discount, 33 1-3 per cent.

Liquid Veneer—

4 oz., doz.	$2 00
12 oz., doz.	4 00
32 oz., doz.	8 40
64 oz., each	1 20
128 oz., each	2 10

F.o.b. Toronto, London.

PUMPS

Pumps, Well	....
Cistern Pumps	....
Set Lengths	....
Brass Lined Cylinders	....
Brass Body Cylinders	....

F.o.b. Montreal, Toronto, Hamilton, London.

RIVETS AND BURRS

Iron rivets, blacked and tinned, 25%; Iron Burrs, 25%.

Copper rivets, usual proportion of burrs, add 30%; burrs, add 50%.

Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¾-lb. pkgs., 2c lb. Coppered Rivets, net extras, 3c per lb.

F.o.b. Montreal, Toronto, London.

ROOFING	**Per square**
Samson, 1-ply, roll	1 90
Samson, 2-ply, roll	2 50
Samson, 3-ply, roll	3 10
R. S. Special, 1-ply	1 25
R. S. Special, 2-ply	1 50
R. S. Special, 3-ply	1 75
Amazon, 1-ply	1 95
Amazon, 2-ply	2 25
Amazon, 3-ply	2 55
Everlastic, 1-ply	1 65
Everlastic, 2-ply	1 95
Everlastic, 3-ply	2 25
Good Luck, 1-ply	1 60
Good Luck, 2-ply	1 80
Good Luck, 3-ply	2 10
McCombe Sp., 1-ply	1 35
McCombe Sp., 2-ply	1 55
McCombe Sp., 3-ply	1 75
Black Cat, 1-ply	1 85
Black Cat, 2-ply	2 15
Black Cat, 3-ply	2 45
Liquid roofing cement, per gal. in barrels	0 27
5 and 10 gal. lots, per gal.	0 38
Coal Tar, bbl.	$5.75-$6.00
Roofing Pitch, $1.05 to $1.10 cwt.	

F.o.b. Toronto, London, Montreal.

ROPE	**Lb.**
Pure Manila basis	39
British Manila basis	33
New Zealand hemp basis	33
Sisal basis	27½

Above quotations are basis prices ⅝ and larger diameter. The following advances over basis are made for smaller sizes:—Smaller than ⅝ and down to 7/16 dia.—½c above basis; ⅜ dia., 1c above basis; ¼ and 5/16 dia. 1½c above basis; 3/16 dia., 2c above basis.

Single lath yarn basis	27½
Double lath yarn	28
Yacht marline, tarred	57
Halyards	50
Hemp, deep sea line basis	50
Hemp, tarred ratline basis	48
Hemp, tarred bolt rope basis	45
Marline and Houseline	45

Italian rope basis	On application	
Cotton, ⅛ in.	0 73	0 77
5-32 in.	0 72	0 75¼
3-16 in.	0 69	0 72¼
¼ in. and up	0 68	0 71½

F.o.b. Toronto, Montreal, Brantford, London, Hamilton.

SANDPAPER

B. & A. sandpaper, 10% to 15% on list

B. & A. emery cloth, 5% on list. on list.

B. & A. sandpaper in rolls, 33 1-3 per cent. on list. F.o.b. Toronto, Montreal.

SCALES Champion—	Scale List	Stamping extra
4 lb.	$ 4 60	$0 20
10 lb.	6 00	0 30
240 lb.	10 00	0 50
600 lb.	25 00	1 00
1200 lb.	30 00	1 00
2000 lb.	39 00	1 00
2000 lb. Drop lever	46 00	1 00
10-lb. Household	5 00	0 10
25-lb. Household	6 00	0 30

Champion list prices subject to a discount of 10%; Household scales subject to 25% discount. No discount allowed on stamping charge. F.o.b. Toronto, Montreal, Hamilton.

SCYTHES	**Doz.**
Cast Steel	$12 50
Golden Clipper	13 50
Little Giant	14 50
Little Giant, Genuine	15 00

F.o.b. Toronto, London.

SNATHS

Net list.

SCREWS

Discounts off Standard List adopted Aug. 1, 1903.

Wood, F. H., bright	72½
Wood, R. H., bright	67½
Wood, O. H., bright	67½
Wood, F. H., brass	37½
Wood, R. H., brass	32½
Wood, O. H., brass	32½
Wood, F. H., bronze	27½
Wood, R. H., bronze	25
Wood, O. H., bronze	25
Square cap	20
Hexagon cap	20

F.o.b. Toronto, **Hamilton, London and Montreal.**

Wooden Bench Screws

Dozen **$7 00**

SHEETS, BLACK

See Montreal and Toronto report

SHEETS, CORRUGATED

See weekly report.

SHEETS, GALVANIZED

Premier Galvanized

	Per 100 lbs.
10¾ oz.	$9 25
U.S. 28	8 95
U.S. 26	8 65
22 and 24	8 50
18 and 20	8 35
16	8 20
14	8 10

F.o.b. Hamilton and Toronto.

Colborne Crown — 16-20 gauge, $12.55; 22-24 gauge, $12.75, 26-gauge, $13; 28 gauge, $13.25. Less 25c in cash lots. F.o.b. Montreal.

Apollo Brand	Montreal	Toronto
14 gauge	$12 05	$ 8 10
16 gauge	12 05	8 20
18-20 gauge	10 30	8 35
22-24 gauge	10 45	8 50
26 gauge	.....	8 65
28 gauge	.....	8 95
10¾ ozs.	11 05	9 25

Add 20c for less than ton lots.

B.W. gauge	**Queen's Head**	**Fleur-de-Lis**	**Gorbals "best-best"**
16	$12 55	$12 55	$ 8 70
18-20	12 55	12 55	8 85
22-24	12 25	12 25	9 05
26	12 25	12 25	9 25
28	13 00	13 00	9 65
10¾ oz.	.....	.....	10 00

Less 25c in case lots.

F.o.b. Montreal.

SHINGLES	**Per sq.**
Standard galvanized	$10 25
Shipping weight, 90 lbs.	
Standard painted	8 00
Shipping weight, 80 lbs.	

Discount 7½%.

F.o.b. Toronto, Ottawa, Oshawa

SIDING METAL

Standard galvanized	$8 75
Standard painted	7 00

Discount 7½%.

F.o.b. Montreal, Toronto, Ottawa. Oshawa.

SOLDERING COPPERS

Base, 3-8 lbs., 64c lb. **F.o.b. Toronto and Hamilton.**

SOLDER, BAR

See Weekly Report.

STAPLES

See Wire Products.

STOVES

Oil Burning Cooking	**Each**
Perfection 2-burner	$12 75
Perfection 3-burner	$16 50
Perfection 4-burner	21 00
No. 22G oven for above stoves	5 00
McClary Glass Front Oven No. 70	4 25
Detroit Oven No. 85	4 50

F.o.b. Sarnia, London, Toronto. Ottawa

Oil Burning Heaters.	**List**
No. 525 (125), each	6 50
No. 530 (130), each	7 25
No. 630 (230), each	9 25

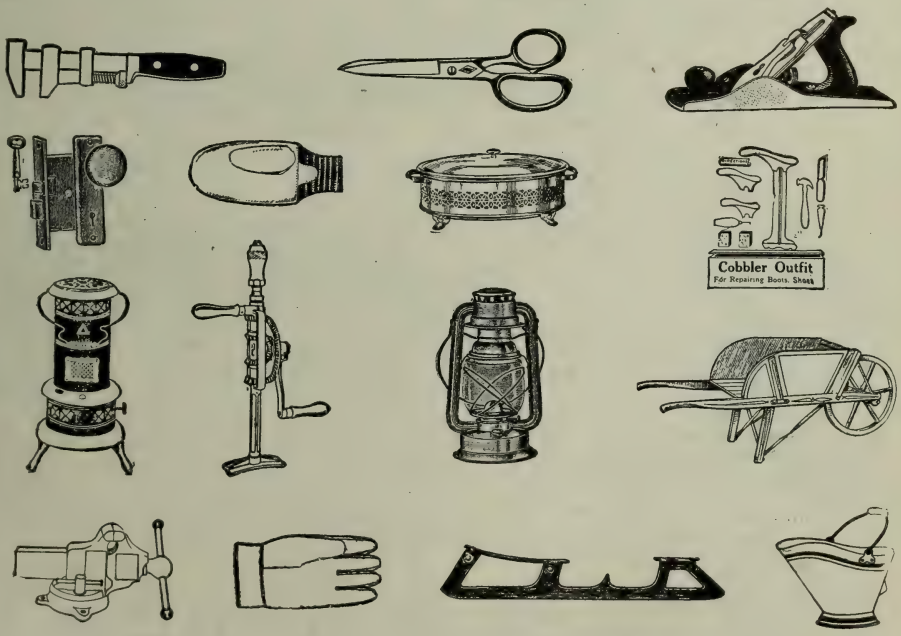
F.o.b. Toronto, Sarnia, London, Hamilton, Ottawa.

Discount 25% off list.

The Life of the Ad

THE retailers who are securing best results from their newspaper advertising are those who are using illustrations in their advertisements. Just as a mail order catalog would be dead without illustrations, so is the average consumer advertisement when illustrations are omitted.

Canadian retail hardware merchants can secure attractive illustrations through HARDWARE AND METAL'S Electro Service. Mounted electros are supplied at a cost of 20c each. Booklet showing 365 electros will be supplied on request. Address below.



HARDWARE AND METAL

CANADA'S NATIONAL HARDWARE WEEKLY

143-153 University Avenue, Toronto, Canada

If interested, tear out this page and keep with letters to be answered.

SPADES, SHOVELS AND SCOOPS

	1st Grade	2nd Grade	4th Grade
Plain Back Shovels and Spades....	50%	50%	50%
Draining Tools	50%	50%	....
Hollow Back Scoops	50%	....	50%
Sand Shovels	50%	....	50%
Hollow Back Shovels	50%	....	50%
Hollow Back Coal Shovels	50%	....	50%
Riveted Back Scoops	50%	50%	50%
Miners' Spring Point Shovels	50%	....	....

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List; Black List prices being as follows:

BLACK LIST PRICES

Plain Back Shovels and Spades..	$29.00	$28.00	$25.00
Draining Tools, No. 2, black	29.00	27.50	....
Hollow Back Scoops, No. 2, black.	34.50	....	32.00
Coal Shovels, Hollow Back, No. 2, black	32.00	....	30.00
Sand Shovels, No. 2, black	27.50	....	24.00
Hollow Back Shovels, No. 2, black	27.50	....	24.00
Riveted Back Scoops, No. 2 black	37.50	35.50	34.00
Miners' Spring Point Shovel, No. 2, black	36.50	....	....

NET EXTRAS—

For each size larger than No. 2, add 25c dozen net.
Full polished ....$1.00 per dozen net
Half polished .... 50c per dozen net

F.o.b. London, Hamilton, Toronto, Gananoque, Ottawa, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon.

SWEEPERS, CARPET .. Bissell's

American Queen, nic'd trim, ball bearing ....Doz.	$39 00
Club, nic'd trim., "Cyco" bearing	82 00
Champion, nic'd trim	30 00
Champion, Jap'd trim	27 00
Elite, nic'd trim., B.B.......	41 00
Grand Rapids, nic'd trim., B. B.	36 00
Grand Rapids, Jap'd trim., B. B.	32 00
Parlor Queen, nic'd trim., B. B.	42 00
Princess, nic'd trim., B.B....	37 00
Standard, nic'd trim	32 00
Standard, Jap'd trim	29 00
Universal, nic'd trim, "Cyco" bear	34 00
Universal, Jap'd trim., "Cyco" bear	30 00

F.o.b. Toronto, Hamilton, London,

SWEEPERS (VACUUM)

Grand Rapids, nic'd trim....	81 00
Household, Jap'd trim......	67 00
Superba, nic'd trim.........	96 00

SWEEPERS (ELECTRIC)

Steel frame	33 75
Aluminum frame	41 25
Attachments, set	7 50

F.o.b Toronto, Hamilton, London.

TACKS Discount

Wire Tacks ....60 and 10%
Revised Hardware Tack List adopted Jan. 1, 1916 ....60 and 15%
Double pointed tacks....60 10%
Shoe findings list adopted July 5, 1917—Net list.
List of Capped Goods adopted Jan. 1, 1916..60 and 15%

F.o.b. Toronto, Hamilton, Montreal, London.

TINNERS' TRIMMINGS

See prices under head of Wires.

TOASTERS, ELECTRIC

Upright, with rack $4 00

TOOLS, HARVEST

Waverly, Wellandvale, Rixford Maple Leaf, Bedford, 17½% discount. Samson, 12½% discount.
F.o.b. Montreal, Toronto, Hamilton, London.

TROUGH (EAVE)

O. G. Square bead and half round.

Size in girth	Per 100 ft.		
8 in.....	$ 6 90	15 in.....	$12 50
10 in.....	7 70	18 in.....	16 00
12 in.....	9 10		

Discount 10%.
F.o.b. Toronto, Oshawa, Ottawa

TRAPS (GAME) Doz. with chain

Victor, No. 1	2 20
Jump, No. 1	2 95
Hawley & Norton, No. 1....	3 45
Newhouse, No. 1...........	4 70

F.o.b. Toronto, London, Hamilton, Montreal.

TWINE (BINDER) Per lb.

500 ft.	$0 23½
550 ft.	0 25¼
600 ft.	0 26½
650 ft.	0 28

In 5-ton lots ¼c discount from above; 10 tons and upwards, ¼c discount. Freight paid on 300 lbs. and over to nearest station.
F.o.b. Montreal, Toronto, Brantford, Hamilton, London

TWINE (COTTON)

3-ply wrapping, lb...........69-72
4-ply, wrapping, lb...........73-76
F.o.b. Toronto, Hamilton, London.

WOOD TUBS

No. 0, per dozen	$19 80
No. 1, per dozen	17 60
No. 2, per dozen	15 40
No. 3, per dozen	13 20

F.o.b. Newmarket

VALVES %

Ground work	50
Compression work, standard..	52
High grade	45
Cushion work	46
Fuller work, standard	50
High grade	43
Basin cocks, No. 0 standard..	46
High grade	46
Bath cocks	53
Flatway stop and waste cocks, standard	53
High grade	50
Roundway Stop and Waste Cocks, standard	53
High grade	50
Brass Steam Cocks, standard..	net
Radiator valves, standard....	15
High grade	7½
Globe, angle and check valves, standard	10
Do., high grade	7½
Patent quick opening valves..	35

F.o.b. Toronto

WARES, ETC.

Scotch Grey Ware, 50, 5%.
Colonial, 33 1-3%.
Imperial Ware, 33 1-3%
Pearl, 33 1-3%.
Premier, 10%.
Canada Ware, 10%.
Diamond, 10%.
White Ware, 50%.
Japanned Ware, list plus 20%.
Japanned Ware, White, list, plus 30%.
Plain and Jap Sprinklers, list plus 20%.
Stamped Ware, plain, 50%.
Stamped Ware, retinned, 45%.
Copper Bottoms, list, plus 10%.
Tinners' Trimmings, plain, 50%.
Tinners' Trimmings, retinned, 45%.
Tinners' Trimmings, general, list plus 10%.
Factory Milk Cans, list plus 50%.
Milk Can Trimmings, list, plus 60%.
Cream Cans, list ,plus 25%.
Railroad Cans, list, plus 20%.
Pieced Tinware, C.B., list, plus 50%.
Sheet Iron Ware, list, plus 10%.
Pieced Ware, ordinary, list, plus 30%.
Fry Pans, 40 and 10%.
Spiders, steel, 25%; cast iron, 17½%.
Fire Shovels, list, plus 10%.
Steel Sinks, painted, list, plus 10%.
Steel Sinks, galvanized, list plus 15%.
Light Galv. Pails and Tubs, list plus 20%.
Heavy Galv. Pails and Tubs, list, plus 10%.
Garbage Pails, list, plus 10%.
Jap. Coal Hods, list, plus 25%.
Galv. Coal Hods, list, plus 40%.
Paper Lined Boards, 40 and 5%.
Wood Lined Boards, 30 and 10%.
Stove and other Pipes, list, plus 60%.
Stove Pipe Thimbles, 50, 10%.
Copper Boilers, list, plus 10%.
Copper Tea Kettles, list, plus 10%.
Copper Tea Kettles, 3 doz. lots, list, plus 10%, less 10%.
Copper Tea and Coffee Pots, list, plus 10%.
Copper Tea and Coffee Pots, in 3 doz. lots, list, plus 10%, less 10%.
F.o.b. Montreal, Toronto, London, Hamilton.

WASHERS, IRON

Full box, 10% on list. Net prices per 100 lbs.: ¼ in., $21.80; 5-16 in., $18.50; ⅜ in., $16.30; 7-16 in., $13.55; ½ in., $13; 9-16 in., $12.15; ⅝ in., $11.70; 11-16 in., $11; 13-16 in., $11.70; 15-16, $11.70; 17-16 in., $11.70; 50 lbs. of one size, $2 per 100 lbs. less.
F.o.b. Montreal, Toronto, London

WEIGHTS, SASH

	Tor'to	Lond'n	Mont'l
Sectional, 1 lb. per 100 lbs...	$4 50	$4 25	$4 75
Section, ½ in. per 100 lbs...	4 50	4 50	4 75
Solid, 3 to 30 lbs. per cwt.	3 00	3 50	3 40

WHEELBARROWS

Navvy, steel wheel, doz..37.50-51.50
Garden steel wheel, doz.51.00-75.00
Light garden, doz. 37.00-54.00
F.o.b. Montreal, Toronto, London.

WIRE PRODUCTS

F.o.b. Toronto, London, Hamilton, Montreal

Cut Hay Baling Wire

	Per 100 lbs.
No. 9	$6 60
No. 10	6 65
No. 11	6 70
No. 12	6 85
No. 13	6 95
No. 13½	6 95
No. 14	7 10
No. 15	7 35

Stovepipe Wire

No. 18	8 25
No. 19	8 75

Hay Wire in Coils

No. 13	6 80
No. 14	6 90
No. 15	7 05
No. 16	7 20

Smooth Steel Wire.

Nos. 0-9 gauge, base 6 25

Extras over base sizes on smaller gauges are as follows:

No. 10, 6c extra; No. 11, 12c; No. 12, 30c; No. 13, 30c; No. 14, 40c; No. 15, 55c; No. 16, 70c extra.

Extra net per 100 lbs.—Oiled wire, 10c; spring wire, $2.50; bright, soft drawn, 15c; charcoal (extra quality), $1.25; packed in casks or cases 15c; bagging and paperings, 10c; 50 and 100-lb. coils, in 25-lb. coils 15c; in 5 and 10-lb. coils, 25c; in 1-lb. coils, 50c; in ½-lb. coils, 75c; in ¼-lb. coils, $1.

Fine Steel Wire

List Price on Fine Steel Wire

No. 17......	$5 00	No. 26....	$ 9 50
No. 18......	5 50	No. 27....	10 00
No. 19......	6 00	No. 28....	11 00
No. 20......	6 65	No. 29....	12 00
No. 21......	7 00	No. 30....	13 00
No. 22......	7 30	No. 31....	14 00
No. 23......	7 65	No. 32....	15 00
No. 24......	8 00	No. 33....	16 00
No. 25......	9 00	No. 34....	17 00

For prices of fine steel wire add 45% to above list.

Extra net

List of extras in 100-lb. lots, net

Tinned wire, Nos. 17-25	$3 00
Nos. 26-31	5 00
Nos. 32-34	7 00
Coppered	0 75
Oiling	0 10
In 25-lb. bundles	0 15
In 5 and 10-lb. bundles....	0 25
In 1-lb. hanks	0 25
In ½-lb. hanks	0 28
In ¼-lb. hanks	0 50
Packed in casks or cases....	0 15
Bagging or papering.........	0 10

Oiled and Annealed Wire

No. 10	$6 45
No. 11	6 47
No. 12	6 55

Wire Bale Ties

No. 12	$ 75
No. 13	6 85
No. 13½	6 90
No. 14	7 00
No. 15	7 20
No. 16	7 45

Fence Wire. Toronto

Barb	$6.25-$6.50
No. 9 pl. galv...........	5.35- 5.90
No. 12 pl. galv..........	5.50- 6.00
No. 13 pl. galv..........	6.00- 6.15
No. 9 coil sp............	5.50- 5.90
No. 12 coil sp...........	5.80- 6.20

Quotations are at times made on wire at lower figures than the general market by jobbers having large stocks to dispose of.

Fence Staples

Fence staples, bright $5 50
Fence staples, galvanized.$6.25-6.50
In 25-lb. boxes add 25c extra

Poultry Netting Staples

Poultry netting staples, galvanized, list $12 00
Less discount of 12½%.

Bright poultry netting staples $1.10 less than galvanized after discount has been made.

Copper and Brass Wire

Copper wire list, plus.........10%
Brass wire, 3 to 24 gauge, add 40%
25 to 36 gauge, add 25%

Wire Cloth

Black Fly Screen Cloth, per 100 sq. ft. in 100-ft. rolls...		$3 50
In 50-ft. rolls		3 55
Galvanized, per 100 sq. ft. in 100 ft. rolls	4 75	5 50
Bronze, sq. ft.		0 14

F.o.b. Toronto, Hamilton, London.

Wire Goods

Discounts apply to list adopted Nov. 20, 1916.

Bright Screw Eyes Suits, A.B.C.M.	82½%
Bright Iron Gate Hooks and eyes	82½%
Bright square cornered screw hooks, and stove pipe eyes	82½%
Brass, screw eyes suits, A.B.C.	70%
Brass Screw Hooks	70%
Brass Gate Hooks and eyes	70%

F.o.b. Toronto, Montreal, London, Hamilton.

WRINGERS

Royal Can., 11 in., doz. list	$84 72
Eze, 11 in., per doz.	91 80
Trojan, 12 inch	185 00
Favorite 511E	105 80
Unexcelled, 1041E	129 60
Easy Work	90 50
Challenge, 3111E	94 30
Gem, 141E	91 80
Sunlight, 111E	82 80
Ottawa, 341E	103 30
Empire, 11 in.	93 80
Superior, 11 in.	84 80
Majestic, 11 in.	88 00
Perfect, 11 in.	97 50
Bicycle, 11 in.	103 30
Daisy, No. 2	114 72
Daisy, No. 1	105 84
Maple Leaf No. 2	103 20
Maple Leaf No. 1	94 32
Sun	78 90
Rapid	82 80
Universal	63 00
Eureka, 10 in.	65 00
Eureka, 11 in.	71 00
Eclipse	97 70

Discount off above list 40%.

Freight equalized on shipments of ¼ doz. and upwards on Montreal Toronto, Kingston, Hamilton, London, St. Mary's.

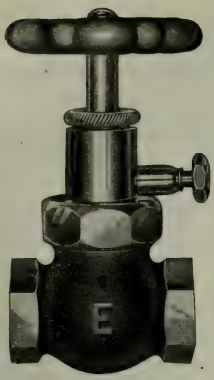
For zinc products and zinc sheets See weekly report.

WRENCHES

Trimo—	Doz. net		Doz. net
8 in....	$14 00	18 in....	$31 20
10 in....	15 60	24 in....	45 25
14 in....	21 85		

Coes—	Doz. net		Doz. net
6 in....	$13 00	15 in....	$31 20
8 in....	15 60	18 in....	41 60
10 in....	18 20	21 in....	50 70
12 in....	23 40		

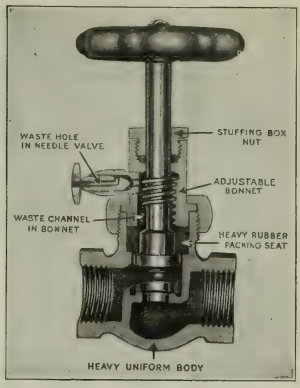
Stillson—	Each	Dozen Net	
6 in.	$1 10	$12 00	$12 50
8 in.	1 25	13 50	14 00
10 in.	1 40	15 00	15 60
14 in.	1 95	21 00	21 85
18 in.	2 75	30 00	31 20
24 in.	3 95	43 50	45 25
36 in.	....	81 00	84 25
48 in.	....	....	124 80



A Real Compression Stop and Waste Cock

Nothing is so annoying as a stop and waste cock that DOES NOT STOP AND WASTE every time it is closed. In introducing this new line of compression stop and waste, we know it will do all that is required of it.

Just look at the accompanying sectional view. Full weight heavy designed, red brass and accurately fitted in every detail.
Needle valve on waste hole. This does away with the little brass tube or ordinary hole that has become more of a nuisance than anything.



Adjustable union fitted bonnet. This permits the waste valve being turned to any direction, no matter what position the stop cock is in.
Waste channel in bonnet is a good size and will not become easily blocked.
Ample sized stuffing box with knurled nut can be tightened easily with a pair of pliers.

Heavy rubber packing seat which prevents any leaking when the stop and waste cock is open. This is a very important feature.

When writing us or ordering from your jobber, ask for the Empire IMPROVED Compression stop and waste cock.

EMPIRE MANUFACTURING COMPANY, LIMITED

LONDON TORONTO

MADE IN CANADA

BUFFALO OILS

These are a few of our most staple lines, so well and favorably known throughout Western Canada, and are sold only through reliable merchants.

HARNESS OIL
NEATSFOOT OIL

Special Cylinder Oil (for steam engines).
A Gas Engine Oil (for gasoline engines).
Tractoriene Oil (for oil burning engines).
Ideal Thresher's Machines Oil (for general use).
Automobile Oil and Transmission Greases.

PRAIRIE CITY OIL COMPANY, LIMITED, WINNIPEG

Electros?

YES, we have over 300 DIFFERENT ELECTROS

WRITE FOR CATALOGUE

HARDWARE and METAL

143-153 UNIVERSITY AVE. ∴ ∴ TORONTO, CAN.

Getting Results

A large firm in a Western Canada city recently advertised in Hardware and Metal Want Ad. Page for a man to fill a responsible position—result 21 replies. This indicates that the want ad. page is followed closely. The man YOU want to reach is reading this page.

If interested, tear out this page and keep with letters to be answered.

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE
Colors and white—2½-lb. packages, $8 for 100 lbs.; 5-lb. packages, $7.80 for 100 lbs. F.o.b. Montreal, Toronto, London.

BEESWAX Per lb.
Small quantities $0 45
Larger quantities 0 40
F.o.b. Toronto.

BLUE STONE	Montreal	Toronto
Per lb.	13-14	14-16

BRONZING LIQUID
Bronzing liquid, No. 1.$1.50-$2.00
Banana oil, gal. 3.50- 7.00
F.o.b. Montreal, Toronto.

BRUSHES
Weighted, 15 lbs., each..$1.35 $2.00
Weighted, 20 lbs., each.. 1.60- 2.25
Acme, 15 lbs., each...... 1.75
Acme, 20 lbs., each...... 2.00
Acme, 25 lbs., each...... 2.35
F.o.b. Toronto.

COATING
Cement Coating $3 00 $3 75
F.o.b. Montreal, Toronto.

COLORS (DRY) Per lb.
Raw Umber, No. 1, 100-lb. kegs 0 07
Do., pure, 100-lb. kegs.... 0 15
Burnt Umber, No. 1, 100-lb. kegs 0 07
Do., pure, 100-lb. kegs.... 0 15
Raw Sienna, No. 1, 100-lb. kegs 0 07
Do., pure, 100-lb. kegs.... 0 15
Burnt Sienna, No. 1, 100-lb. kegs 0 07
Do., pure, 100-lb. kegs.... 0 15
Imp. green, 100 lb. kegs.... 0 23
Chrome green, pure 0 35
Chrome yellow 17-31
Brunswick green, 100 lb. k.. 0 12
Indian red, 100-lb. kegs.... 0 15
Indian red, No. 1, 100 lb. k.. 0 06
Venetian red, best bright... 0 04
Venetian red, No. 1 .... 0 02½
Drop black, pure dry....... 0 15
Golden ochre, 100 lb. kegs.. 0 06½
White ochre, 100 lb. kegs.. 0 04
White ochre, barrels 0 03
Yellow ochre, barrels 2½-3¼
Spruce ochre, 100-lb. kegs.. 4c-6c
Canadian red oxide, bbls....2 -2¼
Super magnetic red...... 2¼-2½c
Vermilion 0 40
English vermilion 2 50
F.o.b. Montreal, Toronto.

COLORS IN OIL, PURE
1 lb. tins—
Venetian red 0 15
Indian red 20-26
Chrome yellow, pure 45
Golden ochre, pure 22
French spruce ochre, pure.... 16-18
Chrome green, pure 18-26
French permanent green, pure 28
Signwriters' black, pure 25
Lampblack 0 24
Marine black, 5 lb. irons.... 0 17
F.o.b. Montreal, Toronto.

ENAMELS (White) Gal.
Duralite 6 15
Albagloss 6 05

GLUE Per lb.
Brantford All Round Glue—
Case No. 7—50-lb. pkgs......$28 00
Case No. 8—100 ½-lb. pkgs.. 31 00
Case No. 9—200 ¼-lb. pkgs.. 38 00
Discount.
French medal (prices withdrawn)
English common sheet....... 32-34
English prima 35-38
White pigsfoot 0 50
Cake bone, 112-lb. bags...... 0 35
Hide, 112-lb. bags 0 45
Gelatine, 112-lb. bags........ 45-60
Ground glues, 112-lb. bags, No. 1 28-30
Ground glue, No. 2, 112-lb. bags 22-24
Do., No. 2, less than bags.. 24

GLASS Per 100 ft.	Single Thick	Double Thick
Under 25	$16 80	$22 90
26 to 34	17 60	24 85
35 to 40	18 35	26 40
41 to 50	23 50	30 00
51 to 60	24 60	30 80
61 to 70	26 50	32 70
71 to 80	29 70	35 40
81 to 85	....	45 45
86 to 90	....	48 85
91 to 94	....	49 80
95 to 100	....	58 55
101 to 105	....	65 35
106 to 110	....	73 10

Discount box glass, 25%.
Cut lights, 10%. Cash 2%.
F.o.b. Montreal, Toronto, London, Hamilton.

GLASS, PLATE Sq. foot
Plates up to 1 foot, each $0 80
Plates from 1 to 2 feet, each 0 90
" 2 to 3 " 0 95
" 3 to 4 " 1 15
" 4 to 5 " 1 35
" 5 to 7 " 1 50
" 7 to 10 " 1 70
" 10 to 12 " 1 75
" 12 to 15 " 1 85
" 15 to 25 " 1 95
" 25 to 50 " 2 15
" 50 to 75 " 2 20
" 75 to 90 " 2 25
" 90 to 100 " 2 30
" 100 to 120 " 2 60
" 120 to 140 " 2 90
Plates 101 to 110 wide containing not over 100 ft. each... 3 00
Plates 111 to 120 wide containing not over 100 ft., each... 3 40
Plates 101 to 110 wide containing over 100 ft., each..... 3 40
Plates 111 to 120 wide containing over 100 ft., each..... 3 75
Trade Discount, 25%.
City deliveries, 33 1/3%.
London, Hamilton, Toronto, Kitchener.

GLAZIERS' POINTS
Zinc coated, $1.56-$1.62 per doz. packages 6 lbs. gross.
Zinc, pure, prices withdrawn.
F.o.b. Montreal, Toronto.

LEAD, WHITE (Ground in oil.)
Prices are per 100 lbs. in ton lots. Less than ton lots are 35c per 100 lbs. higher than quoted below.

	Montreal	Toronto
Anchor, Pure	$16 00	$16 20
Crown Diamond ...	16 00	16 20
Crown Pure	16 00	16 20
Green Seal	16 00	16 20
Tiger Pure	16 00	16 20
Ramsay's Pure	16 00	16 20
Moore's Pure	16 00	16 20
O.P.W. Dec. Pure..	16 00	16 20
Red Seal	16 00	16 20
Decorators' Pure ..	16 00	16 20
O.P.W. English ...	16 20	16 40
Elephant Genuine...	16 60	16 70

B.B. Genuine Lead, less than tons, $17.95 Toronto; $17.20 Montreal. Ton lots 5% off; five-ton lots 10% off.

LEAD (RED DRY)

Genuine, 560-pound casks, per cwt.....	$14 00	$14 50
Genuine, 100-pound kegs, per cwt.....	14 75	15 50
Less quantity	16 00	17 00

F.o.b. Montreal, Toronto.

LEAD, ARSENATE OF

	Dry, Pound	Paste, Pound
Barrels, 600 lbs...	....	0 24½
Half bbls., 300 lbs.	....	0 24¾
100s	0 45	0 25
50s	0 45½	0 25½
25s	0 46	0 26
10s	0 47½	....
5s	0 49½	0 29½
2s	....	0 31
1s	0 52	0 32½

F.o.b. Toronto, Montreal and Hamilton

MURESCO
Tints, 5-lb. packages, per 100 lbs., $7.80; white, 5-lb. packages, $7.20.
F.o.b. Toronto.

LINSEED OIL
For prices see weekly report.

PAINTS, PREPARED
Price per gallon
Elephant, white 3 70
Elephant, colors 3 30
B.H. English, white 3 80
B.H. English, colors 3 70
B.H. Floor 3 05
B.H. Porch Floor 3 70
Minerva, white 3 60
Minerva, colors 3 40
Crown Diamond, white 3 55
Crown Diamond, colors 3 30
B.H. Fresconette, white 3 35
B.H. Fresconette, colors...... 3 25
Moore's House Colors, white.. 3 50
Moore's House Colors, colors. 3 40
Moore's Egyptian Paint, all colors 2 75
Moore's Floor Paint 2 90
Moore's Sani-Flat 3 00
Jamieson's Crown Anchor.... 3 30
C.P.C. Pure, white 3 80
C.P.C. Pure, colors 3 55
O.P.W. Canada Brand, white 3 70
O.P.W. Canada Brand, colors 3 40
O.P.W. Canada Brand, floor. 2 95
O.P.W. Flat Wall, white...... 3 20
O.P.W. Flat Wall, colors 3 00
Ramsay's Pure, white 3 65
Ramsay's Pure, colors 3 35
Martin-Senour, 100%, white... 3 80
Martin-Senour, 100%, colors. 3 70
Martin-Senour, Porch Paint... 3 70
Martin-Senour, Neutone, white 3 35
Martin-Senour, Neutone, colors 3 25
Senour's Floor Paint 3 15
Sherwin-Williams, white 3 80
Sherwin-Williams, colors...... 3 70
Flat Tone, white 3 35
Flat Tone, colors 3 25
Lowe Bros. H.S., white...... 3 80
Lowe Bros. H.S., colors..... 3 70
Mellotone, white 3 50
Mellotone, colors 3 35
Sanitone, white 3 30
Maple Leaf, white........... 3 80
Maple Leaf, colors 3 70
Maple Leaf, floor 3 15
Maple Leaf, flat wall 3 25
Pearcy's Prepared, colors 2 75
Peacy's Prepared, white 3 15
F.o.b. Montreal, Toronto.

PARIS GREEN C.P. Berger's and Munro's Per lb.

In barrels, about 600 lbs.	0 60¼	0 61
In arsenic wegs, 250		
In 50 lb. and 100 lb. drums	0 61¼	0 62
In 25 lb. drums.....	0 62¼	0 63
In 1 lb. packets, 100 lbs. in case.......	0 64¼	0 65
In ½ lb. packets, 100 lbs. in case	0 66¼	0 67
In 1 lb. tins, 100 lbs. in case	0 66¼	0 67

Above prices f.o.b. Montreal, Quebec, Moncton, St. John and Halifax. Toronto, Hamilton, London, Yarmouth and P.E.I. are ¼c per lb. higher. Terms one month net or 1% in 15 days.

PASTE WOOD FILLER Pound
1 lb. cans 16-19
2 lb. cans 16-19
5 lb. cans 15-19
12½ lb. cans 14-15
25 lb. cans 14-15
F.o.b. Montreal, Toronto.

PUTTY	Standard Less than tons Montreal	Toronto
Bulk, in casks	$4 35	$4 55
Bulk, 100-lb. drums.	5 20	5.30-5.40
Bulk, 25-lb. drums..	5 20	5 40
Bulk, 12½-lb. irons.	5 20	5.45-5.65
Bladder, in bbls. ...	5 20	5.45-5.65

Ton lots standard are 20c per hundred pounds less.
Pure Putty, $2 cwt. advance.
London and Hamilton prices same as Toronto.

SHELLAC
Pure White, gal., $4.40-$4.50.
Pure Orange, gal., $4.15-$4.25.
Gum Shellac, TN, 74-76c lb.; finest orange, 79-95c; bone dry white, 82-85c
F.o.b. Toronto, London.

PAINT AND VARNISH REMOVER
Taxite, 1 gal. cans........... 3 00
B.H. Vanisher $2 75
Cumoff 3 00
Takof 3 25
O.P.W. Presto 3 00
Lingerwett 2 80-3 25
Solvo 3 00
F.o.b. Montreal, Toronto.

TURPENTINE
See weekly report elsewhere in this issue for prices.

SLATING Gal.
Liquid Slating, B.B..........$2 20

VARNISHES Per gal. cans
No. 1 Furniture, extra, barrels, $1.10-$1.21 gal.; gal. tins ....$1.32-$1.45
B.H. Stovepipe Varnish, ½ pints, per dozen 1 54
Depend-on, list 3 25
B.H. Maritime Spar, list.... 7 90
Everlastic, Depend-on and Maritime Spar subject to discount of 40%.
Elastilite 2 90
Granitine 2 90
Hydrox Spar 3 65
Sun Varnish 2 64
Sun Spar .... 4 5[illegible]
Sun Waterproof Floor 3 02
Jasperite Interior and Exterior 2 65
Jasperite Pale Hard Oil ... 1 90
Jasperite Indestructo Floor Finish 2 65
Jamieson's Copaline 3 02
M-S Marble-Ite Floor 3 29
M-S Wood-Var 3 29
M-S Double Spar 4 57
M-S Finest Interior 3 86
Elastic Interior 2 64
Mar-not 3 52
Quick Action House 2 47
Rexspar 4 62
Sear-Not 3 34
Kyanize Spar 4 95
Kyanize Cabinet Rubbing .. 3 85
Kyanize Interior 3 85
Luxeberry light 3 80
Luxeberry granite 3 52
Luxeberry spar 4 95
Ramsay's Universal 2 64
F.o.b. Montreal, Toronto.

WATER PAINTS
Opalite, 300 lb. bbls....... 0 13½
Opalite, 100 lb. kegs...... 0 14
1 gal. packages, per pkg... 0 75
½ gal. package, per pkg... 0 40
Coralite, 5-lb. pkgs., white 0 05½
Coralite, 5-lb. pkgs., colors 0 06
B.H. Frescota, 5 lbs. white, $6.50; colors 7 00
F.o.b. Montreal, Toronto.

WASTE
Extra Quality XXX $0 20
XX Quality 0 18
X Quality 0 17
F.o.b. Toronto

WHITE WIPING
XXX Extra 0 21
X Grand 0 19½
XLCR 0 18½
X Empire 0 17¼
X Press 0 16

WASTE, COLORED WIPING
Quality I 0 14
Quality IA 0 11½
Quality IB 0 10½
No. 5 .... 0 15
No. 7 .... 0 13
Japanese 0 15

WIPING WASTE, COLORED
Fancy 16½
Lion 15
Standard 13½
Popular 12
Keen 10½
This line subject to trade discount for quantity.

WAX Per lb.
C. & B. Floor Wax $0 35
B.H. Wax 0 35
Ronuk Floor Wax, lb. 0 38
Berry Bros. 0 34
Imperial Floor Wax 0 30
Anchor 0 33
O.P.W. Lion Brand 0 35
Old English 0 45-0 55
Johnsons 0 45-0 55
Jamieson's liquid wax, gal... 2 75
Gold Medal 0 42
Ramsay's 0 30
S. & W. 0 40
F.o.b. Montreal and Toronto.

WHITING
Plain, in bbls. $2 50
Gilders, bolted, in bbls....... 3 00
F.o.b. Montreal, Toronto, London.

WOOD ALCOHOL per gal.
In five gallons..........$1.80-$1.90
In barrels 1.70
$4 extra for barrels
F.o.b. Montreal, Toronto, London.

RED
S
BRAND
WINDOW
GLASS

GLASS
BENDERS
TO
THE
TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited
PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR
and ORNAMENTAL GLASS
DON ROADWAY TORONTO

Pronounced "RU" as in RUBY
RU-BER-OID
ROOFING
COSTS MORE - WEARS LONGER.
Trade-Mark
Registered
SOLE CANADIAN MAKERS:
THE STANDARD PAINT CO. OF CANADA, LIMITED
MONTREAL TORONTO WINNIPEG VANCOUVER

WANTED, AT ONCE — CAPABLE HARDware man to manage retail hardware business in thriving Ontario town. State experience, salary expected, and give references. Apply Box 182, Hardware and Metal.

Men who are capable of managing a retail hardware business are not easy to find. The position requires a high type of ability. Above all, it requires a man who recognizes opportunities and who knows how to make the most of them. That type of man in the hardware business is almost invariably a reader of HARDWARE AND METAL. There were fifteen replies to the advertisement shown here. It was a point in favor of all the applicants that they were in the habit of reading HARDWARE AND METAL.

USE THE WANT AD PAGE

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, $11.00.

Shot, soft, per cwt., $17.20; chilled, $18.70; buckshot, $18.00; ball, $18.40.

Dominion Metallics—B.B. Caps, $2.80; C.B. Caps, $3.50; 22 Short Black or Lesmok, $4; 22 Long Black or Lesmok, $4.80; 22 Short Smokeless, $4.30; 22 Long Smokeless, $6; 22 Long Rifle Black, $5.60; 22 Long Rifle Smokeless, $7 per M. net. Center Fire Pistol, 22%; Center Fire Sporting, 25% off American list.

American Metallics—B.B. Caps, $3.06; C.B. Caps, $3.85; 22 Short Black, $4.35; 22 Long Black, $5.25; 22 Long Rifle Black, $7.70; 22 Short Smokeless, $4.69; 22 Long Smokeless, $6.55; 22 Long Rifle Smoke. $7.65 per M. net. Center Fire Pistol, 10% on list; Center Fire Sporting, 10% on list.

Loaded Shells—Crown Black Powder, 12 ga., $31; Sovereign Smokeless, 12 ga., $38; Regal Smokeless, 12 ga., $38; Nitro Club Smokeless, 12 ga., $41; Canuck Smokeless, 12 ga., $41 per M. net. Empty Paper Shot Shells, $14 per M.; Empty Brass Shot Shells, $6.65 per 100.

ANVILS

Peter Wright, 80 lbs. and up, 21c per lb.; clip horn, 25c lb.

Norris, 80 lbs. and over, 16c.

AXES

Single Bit	$14 50	$20 00
Double Bit	16 50	21 50
Broad axes	32 00	35 00

AUGER BITS

Standard List Prices per Dozen

3/16	$6 00	18/16	$12 00
4	5 00	19	14 00
5	5 00	20	14 00
6	5 00	21	16 00
7	5 00	22	16 00
8	5 00	23	18 00
9	6 00	24	18 00
10	6 00	25	21 00
11	7 00	26	21 00
12	7 00	27	24 00
13	8 25	28	24 00
14	8 25	29	27 00
15	9 50	30	27 00
16	9 50	31	30 00
17	12 00	32	30 00

Discounts from standard list prices

Irwin	10%
Gilmour	45%

BARS, CROW. $10.25 per 100 lbs.

BAR IRON

Bar iron. — $5.25 base; Swedish iron, $5.25; sleigh shoe steel $5.80; spring steel, $6.50; machinery steel, $7.50; tool steel, octagon, 100 lbs., $18.

BELTING

Rubber, 6 in. and under, 25-2½%; over 6 in., 20%.

Agricultural or No. 1 leather belting, 47½% off list.

Standard, 30, 10 and 5% off list.

The "double" list is just twice the price of "single."

BELT LACING

In sides, tanned, $1.55 per lb.; cut, $1.75 per lb.; rawhide, sides, $1.50, cut, $1.70.

Blue Stone (Vitrol), 12c lb.

BOLTS

Carriage, ⅜ and smaller, 5%; 7-16 and larger, 5% on list; machine, ⅜ and under, 5%; 7-16 and over, 5% on list; machine set screws, 25%; plough bolts, 5% on list; stove bolts, 50%; shaft bolts, 5% on list; tire bolts, 25%; sleigh shoe bolts to ⅜ and smaller, 5% on list; 7-16 and up, 5% on list.

BORAX. Borax, per lb., 14c.

BUILDING PAPER

Tarred, $1.10 to $1.60 per roll, according to quality; plain, 80c to $1.45.

BUTTS

Plated—No. 211 Antique Copper and Dull Brass Finish

	Per pr.
2½ x 2½ in.	35
3 x 3 in.	37
3½ x 3½ in.	35
4 x 4 in.	47
4½ x 4½ in.	68
5 x 5 in.	80

Wrought Steel—

No. 840	Net list
No. 800	5% on list
No. 838	Net list
No. 804	5% off list

CHAIN

Coil, 3-16 in., $18.50; ¼, $13.65; 5-16 in., $12.20; ⅜, $11; 7-16, $10.70; ½, $10.40; 9-16, $10.40; ⅝, $10.25; ¾, $10.15; 1 in., $9.90. Logging, 5-16 in., 14c; ⅜, $12.80; ½, $12.20; tie-out, 47½%.

CHURNS

Barrel, No. 0, $7 20; No 1 $7.20 No 2 $8; No. 3, $8.80; No. 4, $10 40 each.

CLEVISES, MALL. 15c per lb.

CLOCKS—Alarm

	Each
Big Ben	$2 90
Baby Ben	2 90
America	1 25
Lookout	1 50
Sleepmeter	1 55

COPPER

Sheet and planished copper, 75c per lb. Tinned, 60c.

CORD SASH

Coils or Hanks

8, 9, 10 .... 72c lb.

DRILLS

Bit stock, 35%; Blacksmith, ½ in. round shank, 20%.

EAVETROUGH

Eavetrough, per 100 ft., 8 in., $6.50; 10 in., $7.20; 12 in., $8.45.

Conductor pipe, 2 in., per 100 ft., $7.55; 3 in., $9.15; 4 in., $12.05

ENAMELWARE

See Wares.

FILES

Globe	Discount 45%
Nicholson Gen.	Discount 30%

FITTINGS

Malleable	Black	Galv.
Class B	$ 26	$ 36½
Class C	17	26
Bushings	25%	..
Unions	35%	..
Nipples 4" and under	45%	..

FORMALDEHYDE

400-lb. bbls., 29c lb.; 200-lb. barrels, 30c lb.; 100-lb. barrels, 31c lb.; 10-lb. jugs, $3.40 each; 5-lb. jugs, $1.90 each; 2-lb. jugs, 90c each.

GALVANIZED WARE

See Wares.

GLASS, WINDOW

	Single	Double
Up to 25 in.	$13 50	$18 50
26 to 40	14 50	21 00
41 to 50	18 50	23 75
51 to 60	19 50	24 25
61 to 70	20 50	25 75

GLASS (Plate)

Net list.

GLOBES—LANTERN

	Doz.
Short Pattern	$1 10
Cold Blast, regular	1 00

GRINDSTONES

Per 100 lbs., $2.75.

Mounted on steel frames, $5.00 to $6.75.

HARVEST TOOLS. 25%.

HINGES

Light T and strap, 10%.

Corrugated Strap Hinges — 4, $1.70; 5, $$2.10; 6, $2.85; 8, $4.60; 10, $7; 12, $10.75.

Corrugated Tee Hinges—4, $1.90; 5, $2.55; 6, $3.25; 8, $5.65; 10, $8.75; 12, $12.40.

HORSESHOES

Iron, No. 0 to 1, $7.35; No. 2 and larger, $7.10; snowshoes, No. 0 to No. 1, $7.60; No. 2 and larger, $7.35; steel, No. 0 to 1, $7.80; No. 2 and larger, $7.55; featherweight, $8.95.

IRON, GALVANIZED

	Premier	Apollo and "Fleur de Lis"
10¾ oz. or 28 Eng.	$10 90	$10 90
28 Am. or 26 Eng.	10 60	10 60
26 Am. or 26 special	10 30	10 30
24	10 15	10 15
22	10 15	10 15
18 and 20	10 00	10 00
16 Am.	9 85	9 85

IRONS, SAD

Common Sad Irons, 8 lbs., 11c per lb.; 4 lbs., 14c per lb.

Mrs. Pott's No. 55, set $1 95

Mrs. Pott's No. 50, set 2 05

Mrs. Pott's common sad iron handles, $1.55 dozen. Mrs. Pott's improved, $2 a dozen.

JACKSCREWS

10% off list.

KNIVES—HAY

	Doz.
Heath's	$12 50
Lightning	12 50

LAMP CHIMNEYS

A, per case 8 doz., $7.80 per doz., $1.05; B, per case 6 doz., $6.50; per doz., $1.15.

LANTERNS

No. 2, plain	$13 00
No. 25, Dash-board	17 50
Short Globe, doz.	13 00

LEAD PIPE, $14.40.

LEAD WASTE, $15.40.

LATCHES—THUMB, STEEL

	Doz.
2	$2 00
3	2 70
4	4 75
Barn Door	
5	2 70
8	2 90
9	5 00

LINSEED OIL

See weekly report.

MACHINES—WASHING

	Each
Dowswell	$ 5 00
New Century B	10 15
New Idea	11 35
Snowball	9 00

MATTOCKS

Pick, $11; cutter, $11.

MOPS

	Doz.
O'Cedar Polish, No. 1	$12 00
O'Cedar Polish, No. 3	12 00
Self-Wringing	5 25

MOWERS—LAWN

	14 in.	16 in.
Woodyatt	$7 75	$8 25
Empress	10 00	10 60
Daisy	6 15	.....
Star	7 00	7 50

NAILS

Wire, f.o.b. Fort William, $5.60 base; Winnipeg, $6 base. Cut f.o.b. Winnipeg, $6.55.

NETTING—POULTRY

Net Prices Per Roll

1 in. mesh x	24 in.	$5 95
	30 in.	7 20
	36 in.	8 50
2 in. mesh x	24 in.	2 90
	30 in.	3 40
	36 in.	4 05
	48 in.	5 25
	60 in.	6 55
	72 in.	7 80

NETTING. Poultry, 15%.

Banner Netting, 24 in., $4.15; 36 in., $5.30; 48 in., $6.25; 60 in., $7.40; 72 in., $8.40.

NUTS

Square, small lots, blank, 4½c tapped, 4¾c advance on list; Hexagon, small lots, blank, 4¾c; Tapped, 5c advance on list; case lots all styles, 1c less than above.

OILS

"Buffolite," 22½c; Ideal Thresher, 47c; "B" Castor machine oil, 38c; Buffalo engine gasoline, 35½c; Buffalo "A" gas engine oil, 50c; Royal gasoline, 35c; Family safety coal oil, 23½c; "Engoline" engine coil oil, 19½c; Summer black oil, 22½c; Kelso engine oil, 47c; Electro oil, 45c; Royalite oil, 19c; Standard gas engine oil, 46c; Prairie Harvester oil, 46c.

PAINTS

Stephens' Out White, $3.95; Stephens' House, $3.85; Stephens' Floor, $3.30; Silkstone, $3.15; Stephens' Barn Paint, $1.70.

DRY COLORS

Yellow ochre, in bbl. lots, 3c; less than barrel lots, 4c; golden ochre, barrels, 4c less; than barrels, 5c; Venetian red, barrels, $2.50; less than barrels, $3.50; American vermillion, 20c; English vermillion, $3 per lb.; Canadian metallic oxides, barrel lots, 3½c; English purple oxide, in casks, 3½c; less quantities, 4c per lb. Red lead, kegs, $19; less quantities, 20c.

PICK, Clay, 6-7, $12.25 per doz.

POLISH—

O-Cedar—	Doz.
4 oz.	$2 00
12 oz.	4 00
1 quart	10 00
½ gal.	16 00
1 gal.	24 00
Liquid Veneer—	
4 oz.	2 00
12 oz.	4 00
1 quart	8 40
½ gal.	14 40

(Continued on second page.)

Stephens

These nice warm days

are veering the minds of the householders around to the paint question. It is on such days that your window should attract with a display of Stephens' Paints. Link up Mr. Householder's own thoughts on Spring Painting with your silent suggestions on the use of Stephens' Paints. The effect of a suggestive display of Paints at this time cannot be overestimated. This has the effect of urging men to do what is in their minds to do, which after all, is the essence of good salesmanship.

If you are not a Stephens' Paint Agent, but wish to be, drop us a card asking for our proposition.

G. F. STEPHENS & CO., LIMITED

PAINT AND VARNISH MAKERS

WINNIPEG AND CALGARY

If interested, tear out this page and keep with letters to be answered.

Winnipeg Hardware Quotations—Continued

PIPE, WROUGHT IRON

Per 100 Ft.	Black	Galv.
¼ inch	$ 6 08	$ 8 42
⅜ inch	6 16	8 50
½ inch	7 83	9 63
¾ inch	9 95	12 38
1 inch	14 67	18 27
1¼ inch	19 88	24 75
1½ inch	23 76	29 57
2 inch	32 04	39 78
2½ inch	51 30	63 59
3 inch	67 05	83 16
3½ inch	84 92	.....
4 inch	100 62	.....
4½ inch	116 10	.....
5 inch	135 00	.....
6 inch	174 60	.....

PLASTER. Paris, per bbl., $4.50.

PLATES, CANADA

18x21 per box, half polish, $10.25; full polished, $11.75; 18x24, half polished, $10.25; full polished, $11.75; 20x28, half polished, $10.25; full polished, $11.75.

PLOW SHARES, 21c per lb.

POINTS

Landslide plow, 1½x14 in., $3 55 per dozen.

PUTTY

100-lb. irons	$5 70
25-lb. irons, per cwt.	6 30
1½-lb. tins	0 12

RIVETS AND BURRS

Iron rivets, 10%; copper, No. 7, 65c lb.; No. 8, 66c; No. 9, 69c; No. 10, 71c; No. 12, 76c.

Five-lb. assorted boxes, No. 8. 74c; No. 10, 79c lb.

Copper Burrs, No. 7, 65c; No. 8, 66c; No. 9, 69c; No. 10, 71c; No. 12, 76c.

ROPE

Sisal, 27½c base; pure Manila, 38½c base; British Manila, 32½c base; lath yarn, 27½c base; African hemp, 32½c base; cotton rope, ¼ and over, 65c lb.

Tarred Marline Hanks, per lb., 50c.

SANDPAPER—

Star—	Quire	Ream
00, 0, ½	$0 38	$ 7 20
1	0 39	7 50
1½	0 43	8 10
2	0 46	8 70
2½	0 49	9 30
3	0 57	10 80
B. & A.—		
00, 0, ½	0 45	8 50
1	0 47	9 00
1½	0 50	9 60
2	0 55	10 50
2½	0 60	11 00
3	0 67	12 75

SASH BALANCES (Caldwell). Net list.

SAWS, BUCK

Happy Medium, $10.00; Watch Spring, $10.40; Lance Tooth or Lightning Blades, $10.90.

SCREWS

Bright iron round head, 60%; flat head, 65%; round head, brass, 25%; flat head, brass, 30%; coach, 20%.

SCYTHES—	Doz.
Bramble	$13 25
Bush	13 25
Excelsior	14 50
Cast	12 50

SNATHS—

No. 2 loop	11 50
Bush	13 00

SWEEPERS, Carpet—	Each
Bissell's Grand Rapids, jap'd.	$2 85
Bissell's Grand Rapids, nick.	3 20
Bissell's Vacuum "Superba"	8 25

STEEL SHEETS, BLACK

10 gauge	$8 50
12 gauge	8 50
14 gauge	8 40
16 gauge	8 50
18-20 gauge	8 80
22-24 gauge	8 85
26 gauge	8 90
28 gauge	9 00

SHOVELS AND SPADES

Shovels—Fox and Olds, D.H., Sqr. Pt., $13.50 per doz.; D.H. Rd. Pt., $13.50 per doz.; L.H. Sqr Pt., $13.50; L.H. Rd. Pt., $13.50; Bulldog and Jones, D.H., Rd. Pt.,$15.50; D.H. Sqr. Pt., $15.50; L.H., Rd. Pt., $15.50; L.H., Sqr. Pt., $15.50; L.H., Rd. Pt., $15.50; Black Cat and Crescent Scoops—No 4, $17.00 doz.; No. 6, $17.50; No. 8, $18.00; No. 10, $18.50; Moose & Jones Scoops, No. 4, $18.25; No. 6, $18.75; No. 8, $19.25; No. 10, $19.75.

SOLDER. Per Pound, 56 to 57.

SPIKES

Pressed, ¼ in., $8.30; 5-16, $7.95; ⅜, $7.75; ½, $7.55.

STAPLES

Bright wire, per cwt., $5.85 at Fort William, $6.25 Winnipeg; galvanized staples, $6.65 Fort William, $7.05, Winnipeg.

STEEL

Sleighshoe, $5.80 base per cwt.; plow, common, $6.50; crucible plow, $7.50; angle, $5.35; harrow, $5.50 base; cast, octagon tool steel, 18c base; square tool, 18c base; spring, $7.50; machine, $8.00 base; tire, $5.60. Mid, 3-16, ¼, 5-16, $8.00 base; other sizes $5.75 base. Band Steel, $5.75 base.

STEEL HOOPS

½ in., $9.75; ⅜ in., $9.50; ¾ in., $8.75; ⅞ in., $8.50; 1 in., $8.50; 1¼ in., $8.50; 1½ in., $8.

STEEL SQUARES

5% on list.

TACKS. Carpet, 65% list.

TIES. Cow, 5%.

TIN AND TERNE PLATE

20 x 28 I.C.	$30 00
20 x 28 I.X.	32 00
20 x 33 I.C.	35 40
20 x 33 I.X.	37 45
Terne plates	24 00

TRAPS, GAME— Doz.

	Victor	H.& N.	Jump
No. 0	$1 95	....	....
No. 1	2 30	$3 60	$3 10
No. 1½	3 45	5 40	4 55
No. 2	4 80	7 50	6 70
No. 3	6 40	10 00	....

TUBS—	Wood	Fibre
No. 0	$18 30	$21 95
No. 1	15 65	18 85
No. 2	13 20	15 60
No. 3	11 45	13 30

TURPENTINE

See weekly report.

TWINE (WRAPPING)	Lb.
Cotton, 4-ply	0 70
Cotton, 3-ply	0 67
	Dozen

VARNISHES

Stephens Luminette, gal.	$2 20
Stephens Exalite, gal.	3 00

WARES, ETC.

Scotch Grey, 40, 12½% discount.

Colonial, Imperial, Pearl, 20, 7½% discount.

Premier, Canada, Diamond, 2½% discount.

Whiteware, 40, 10% discount.

Japanned Ware, list, plus 30%.

Japanned Ware, white, list, plus 40%.

Japanned Sprinklers, list, plus 30%.

Stamped Ware, plain, 40, 10% discount.

Stamped Ware, ret'd, 40% discount.

Pieced Tinware, ordinary, list, plus 40%.

Pieced Tinware, copper bottoms, list, plus 60%.

Sheet Iron Ware, list, plus 20%.

Light Galv'd Pails and Tubs, list, plus 27½%.

Heavy Galv'd Pails and Tubs. 17½% discount.

Jap. Coal Hods, list, plus 35%.

Galv'd Coal Hods, list. plus 50%.

WASHERS

Iron, small lots, 15% on list + 75c; full boxes, iron, 10% on list + 75c.

WHITE LEAD

Decorators' pure, ton lots, $16.65; less than ton lots, $17.00.

WIRE, BARB

Lyman, 4-point, $4.95 f.o.b. Fort William, $5.25 Winnipeg; Glidden Cattle, 2-pt., $4.80 Fort William, $5.10 Winnipeg; Baker 2-pt., $4.75 Ft. William, $5.05 Winnipeg; plain twist, cwt., Ft. William, $4.95; Winnipeg, $5.25 spool; plain galvanized, Ft. William, No. 9, $5.65; No. 12, $5.85; Winnipeg, No. 9, $6.05; No. 12, $6.25; coil spring, Ft. William, No. 9, $5.70; No. 12, $5.95; Winnipeg, No. 9, $6.10; No. 12, $6.35.

Patented screen in 100-ft. rolls. $3.50 per hundred sq. ft.; in 50-ft. rolls, $3.60 per 100 sq. ft.

WIRE, PLAIN

Bale ties, 14 gauge, single loop, $7.65 Winnipeg; $7.25 Ft. William

Brass snare wire, per lb., 80c.

WIRE ANNEALED

No. 9, $6.75; 10, $6.80; 12, $6.95; 14, $7.15; 15, $7.25; 16, $7.40 per 100 lbs.

WRENCHES (NUT)—

Agricultural—	Doz.
6 in.	$ 6 00
8 in.	7 20
10 in.	8 40
12 in.	10 80
15 in.	14 40
Perfect Handle—	
6 in.	13 50
8 in.	16 20
10 in.	18 90
12 in.	24 30
15 in.	32 40
18 in.	43 20

WRENCHES (PIPE)—

Stillson—	Each
6 in.	$1 00
8 in.	1 13
10 in.	1 25
14 in.	1 75
18 in.	2 50
24 in.	3 60
36 in.	6 75
Trimo—	
10 in.	$1 45
14 in.	2 00
18 in.	2 90
24 in.	4 15

Always Ready—	Black (Dozen)	N.P.
No. 1	$4 20	$4 50
No. 2	5 75	6 00

WRINGERS

Royal Canadian, $51.90 per doz.; Eze, $56.10 per doz.; Bicycle, $62 per doz.; Ajax, $125.00 doz.

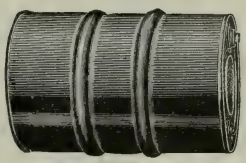
MAX TRADE MARK MEANS

Business for Western Canadian Merchants and Quality for Western Canada Buyers.

Max Brand Corrugated Sheets, Galvanized or Painted.

Full weight, properly corrugated to give ample lap with minimum loss, well protected with adequate coating.

Stock Troughs, Round End and Circular. This construction appeals to buyers because it gives adequate service. Made to last.



Gasoline Barrels, Shipping, Storage, Half, all ready sellers with a nice profit.

Metal Shingles, Sidings and Ceilings, Eaves Trough, Conductor Pipe, etc. Galvanized Sheets, Black Sheets, Canada Plate, Solder, etc.

Handle these lines and you will find it easy to hold your trade. Catalogue No. 216 is an efficient help to close sales.

Winnipeg Ceiling and Roofing Co., Limited

P.O. Box 3006 — *WESTERN CANADA'S ONLY MAKERS OF A COMPLETE LINE* — WINNIPEG, MAN.

Gregg Plow Eveners Pull Big Business

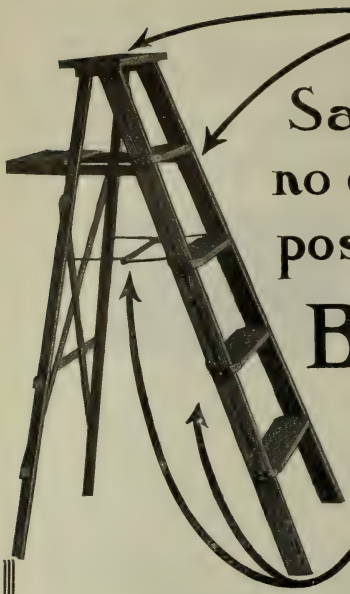
Gregg Plow Eveners, like Gregg Wagon Sets, Neckyokes and Hitches, are built for service. They are guaranteed against defective materials and workmanship.

Send for copy of catalogue describing our full line.

Any jobber in the Canadian West can supply you with Gregg Goods.

Gregg Mfg. Co., Limited

WINNIPEG



Sales features no other ladders possess

BT

BT Iron Bound Step Ladders with their wide steps, steel-locking device, galvanized steel tops and galvanized iron binding plates exhibit features not seen on other ladders. Built of clear, sound, Sitka Spruce, the same strong light wood used in aeroplane manufacture, and protected by steel and iron where strain and wear are greatest, BT Ladders, for all their lightness, outwear and outlast all others.

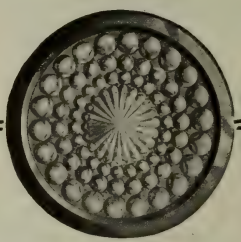
Anyone who examines a BT Ladder and its many points of superiority understands at once why they are easily sold, and why each sale reflects with credit on the merchant.

BT Ladders will sell in your store that's certain.

BEATTY BROS., LIMITED

Head Office, FERGUS, ONT.

St. John, N.B. Montreal Winnipeg Edmonton



Thousands of Motorists

every week buy the

WARNER-LENZ

How Many Buy From You?

This line means clean, quick and extensive profits. The demand is now at its height. Sales lost mean profit lost forever. Our complete stock enables us to make immediate shipment of your orders.

GREAT WEST ELECTRIC CO., LIMITED

WINNIPEG

Distributors for Laco, Tungsten and Nitro Lamps

If interested, tear out this page and keep with letters to be answered.

MANUFACTURERS SUPPLIES

Firms advertising in this department are particularly interested in supplying requirements of manufacturers, and solicit their inquiries.

Acme Waste Mfg. Co.

LIMITED

Cotton and Wool Waste Manufacturers

482 Wellington Street West, Toronto, Ont.
5 Queen Street, Montreal, Que.

Western Representatives:

P. A. C. McINTYRE & CO.
206 Scott Block, Winnipeg, Man.

Write to any one of these places when in need of waste.

C. KLOEPFER, LIMITED

Edward Halloran, Manager

44-50 Wellington Street East, TORONTO
And at Guelph

IRON and STEEL

HEAVY HARDWARE

AUTOMOBILE ACCESSORIES

PEERLESS ORNAMENTAL FENCING

A Big Trade Is Waiting for You.

YOUR business will jump to the front the minute you display Peerless Fencing. In price, quality, designs and actual worth you can guarantee every foot of it. We stand back of you.

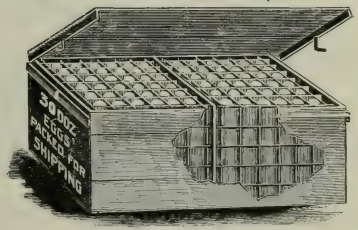
Open hearth steel wire, crimped springy horizontal wires combine to make the Peerless fence outlast ordinary kinds of fencing. Defies rust, holds unruly animals, can't sag, can't break down and is the last word in economy.

Send for Dealer's Proposition

Get our illustrated literature showing the big line for residence, park, cemetery, farm, ranch, poultry yard and all purpose fencing and gates. Write today.

BANWELL-HOXIE WIRE FENCE CO., Ltd.
WINNIPEG, MAN. HAMILTON, ONT.

THE MILLER BROS. CO., LIMITED



Manufacturers of

Wh te pulp egg case fillers and extra flats in standard and extra large sizes for 12 and 30 dozen egg crates.

20-38 DOWD STREET, MONTREAL, CANADA

WILKINSON & KOMPASS

TORONTO HAMILTON WINNIPEG

IRON AND STEEL

HEAVY HARDWARE

MILL SUPPLIES

AUTOMOBILE ACCESSORIES

WE SHIP PROMPTLY

Salesmen Wanted

Men who have worked up a connection with the trade are far more valuable to you than inexperienced men. The way to locate them is through your trade paper because wide-awake salesmen read it. When in need of salesmen use the Want Ad Page; the rates are 2 cents per word first insertion and one cent per word for each subsequent insertion, a charge of 5 cents extra is made for Box Number to cover cost of forwarding replies.

If interested, tear out this page and keep with letters to be answered.

John Wanamaker's Dominance

JOHN WANAMAKER surpassed the merchants of the days of his beginning because he had an idea that they didn't have: namely, to multiply sales and customers. John Wanamaker has possessed this identical idea ever since, and it has made him the prince of merchants.

Smaller men among manufacturers and retailers lack this idea: they devote more thought and effort to buying right and running their business trimly. But they are not master merchants.

Now great success cannot come to any firm or any man apart from the Wanamaker idea—which is to multiply sales and customers. Given this idea, and pursue it ardently always, and fortunes and dominance are secured.

The winning and holding of customers and the enlargement of sales call for the employment of advertising. The printed solicitation gets to buyers that flesh-and-blood salesmen cannot get to, and gets to them at right times, and wears down resistance. Printed solicitations produce friendliness, and accelerate the traveller's sales efforts when he calls. Printed solicitations lower the cost of selling. The flesh-and-blood man cannot call on men for much less than $2 a call. The printed solicitation can make calls for as low as a cent a call.

A cent a call! For this very small sum a seller can have access to a very complete list of buyers—the best of them as well as the most of them. A seller can get to this fine company of buyers no matter where they may be—in large cities, in crossroad villages, in off-the-main-line towns. He can get to foreign prospects—in Newfoundland, British West Indies, in South America. A seller can have access to a class of men who have formed the habit of reading advertisements as a necessary part of their day's work; and reading in particular the advertisements which are carried in their specialized business newspaper which they subscribe to, paying cash in advance therefor, and which they rely on for complete news relating to their business, including the news of advertisers—their proposals or statements about their goods.

All this for a cent a call!

Are you a director or official, with a voice in the selling policies of your house? And are you discouraging the use of advertising when advertising proposals come up for consideration? Think of John Wanamaker, Timothy Eaton, Marshall Field, Gordon Selfridge, Sears-Roebuck, Butler Bros., and a score of other firms making a great success. Think of the firms in Canada who have built up tremendous demand for their trade-marked, standardized and advertised product. And analyze the reasons for their great success. You will perhaps then have a new view concerning the function and value of advertising as a sales force or agent.

Then consider the cheapness of advertising to the retailer. You will get help from the table following:

	Cost per page (minimum)	Cost per year for page space	Cost per call
Dry Goods Review	$35	$420	1 2-5 cents
Men's Wear Review	30	360	2 cents
Canadian Grocer	24	1,248	5-11 cents
Hardware and Metal	24	1,248	8-11 cents
Bookseller and Stationer	25	300	1 2-3 cents
Sanitary Engineer	16.70	400	1 3-4 cents

PRINTED solicitation at such low cost ought assuredly to be incorporated into the selling plans of every wholesale or manufacturing firm relying on retailers to distribute their products or merchandise. Will you discuss the matter with us?

The MacLean Publishing Co., Limited

Toronto, Canada

Also at Montreal, Winnipeg, New York, Chicago, Boston and London, Eng.

Look for the full name

Russell Jennings

stamped on the round of our

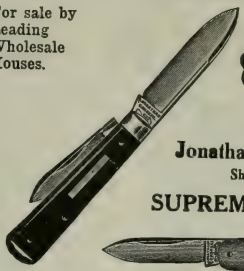
Auger Bits

The original double twist auger bit, patented by Mr. Russell Jennings in 1855

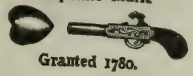
Russell Jennings Mfg. Co.

CHESTER, CONN., U.S.A.

For sale by Leading Wholesale Houses.



Corporate Mark



Granted 1780.

Jonathan Crookes & Son

Sheffield, England

SUPREME CUTLERY

GLUE

IN PACKAGES

Put up in the way that best appeals to the people—that's "Brantford" GLUE

It's an all 'round glue and makes good profits for dealers.
In ¼, ½ and 1 lb. packages at your jobbers.

CANADA GLUE CO., Limited, Brantford, Ont.

GERMANTOWN LAMPBLACK

THE L. MARTIN CO.
HEADQUARTERS FOR
LAMPBLACK
IN ENGLAND AND AMERICA

Originators of Eagle, Old Standard, Globe and Pyramid Germantown Brands. Suppliers of Bulk Blacks to the highest class Grinding Trade.

THE L. MARTIN CO.
Montreal, Toronto, Winnipeg, New York, Philadelphia, London, Eng.

JOSEPH RODGERS & SONS
SHEFFIELD, ENG. LIMITED

Avoid imitations of our
CUTLERY
By seeing that this exact mark is on each blade

REGISTERED TRADE MARK
GRANTED 1682.

SOLE AGENTS FOR CANADA

James Hutton & Company
MONTREAL

Linoleum Binding

"Hardware Dealers, Protect Yourselves"

When ordering Linoleum or Oilcloth bindings specify "Best's" and you will have the secure feeling of having ordered goods that carry the guarantee of a solid Canadian firm.

BEST WEATHER STRIP CO., LIMITED
HAMILTON, CANADA

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863
Twelve Medals of Award at INTERNATIONAL Expositions.

INCORPORATED 1895
Special Grand Prize
GOLD MEDAL
Atlanta, 1895.

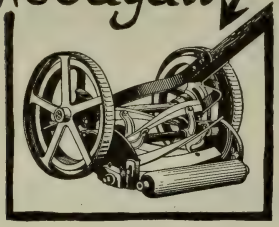
Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY - - - - PHILADELPHIA, PA.

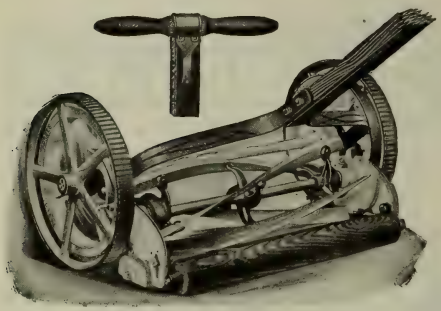
Owned and operated by Nicholson File Co.

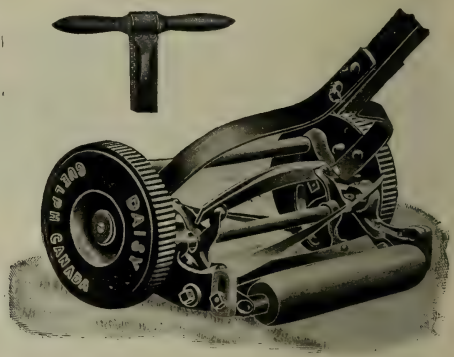
If interested, tear out this page and keep with letters to be answered.

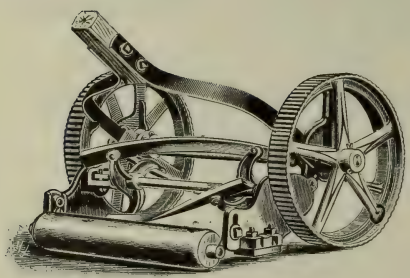
Woodyatt's Always Sell Well



HIGH WHEEL, open cylinder, fitted with 10½ in. wheels; tool steel knives, oil tempered; extra long adjustable bearings. Best value for the money that we know of.
Sizes 12, 14, 16, 18 and 20-inch cut.







THE EMPRESS BALL-BEARING

Fitted with special tool steel knives, oil tempered; case hardened ball bearings and balls; 10½" drive wheels.
Sizes 12, 14, 16, 18 and 20-inch cut.

THE DAISY

Fitted with 7-inch Wheels. Cast Steel Knives.
Sizes 12, 14 and 16-inch.

THE STAR

Fitted with 9-inch Wheels. Cast Steel Knives.
Sizes 12, 14 and 16-inch.

Used in public parks, large estates, cemeteries, etc. Sizes 15, 17, 19 and 21-inch.

Order Through

Caverhill, Learmont & Co.
MONTREAL

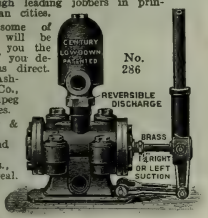
If interested, tear out this page and keep with letters to be answered.

CANADA WITCH CO., LTD., VANCOUVER, B.C.
Distributors for Easte n Canada
Supplies, Ltd., Kentvil e, N.S.

MYERS PUMPS

This will help you remember that you can purchase the famous Myers Anti-Freezing Cog Gear Glass Valve Seat Pumps through leading jobbers in principal Canadian cities.

Here are some of those who will be glad to sell you the Myers, or, if you desire, write us direct. The J. H. Ashdown Hdw. Co., Ltd., Winnipeg and Branches.
E. G. Prior & Co., Ltd., Victoria and Branches.
Lewis Bros., Ltd., Montreal.
And many others.



F. E. MYERS & BRO., Ashland, Ohio

If you want what you want in a hurry, order from us.

Eave troughs, conductor pipe fittings, corrugated iron, etc.

WHEELER & BAIN
TORONTO

OAKEY'S
The original and only Genuine Preparation for cleaning Cutlery
'WELLINGTON'
KNIFE POLISH
JOHN OAKEY & SONS, LIMITED
Manufacturers of
Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, S.E.1., Eng.

London Bar Iron

Has a reputation in the Canadian market, thoroughly established for the last eighteen years.
Compares in quality with the best imported brands, but is considerably lower in price.
Copy of tests made by Strength of Materials Laboratory (University of Toronto) March 27th, 1918, prove our claims as to quality.

	9-16 Sq.	⅞ Rd.	1 Sq.	1½x⅜
Elastic Limit, per sq. in.	39.000	33.300	33.000	35.300
Ultimate Strength	54.600	54.300	52.000	50.000
Elongation in 8 in.....	25%	27%	29%	26%
Reduction	47%	49%	50%	50%

Sales Agents: Manitoba, Bissett & Webb, Ltd., Winnipeg; British Columbia, McPherson & Teetzell, Vancouver.

All wholesale hardware dealers carry London Bar Iron

Drop us a line for full particulars and prices.

Manufactured in Canada by

London Rolling Mills Co.
LIMITED
LONDON, ONTARIO

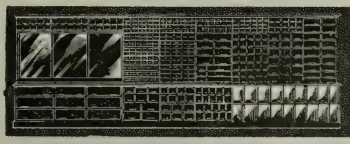
SHARRATT & NEWTH'S

GLAZIERS' DIAMONDS are unequaled for cutting and wearing qualities.

To be obtained from Dealers in Glass, Hardware and Painters' Supplies

Agents: A. RAMSAY & SON COMPANY, Montreal

Glaziers' Diamonds



Wall Cases, Shelving, Display Counters, Nail Bin Counters, Screw Cases—all kinds of Store Fittings.

The quality of our goods for many years past.

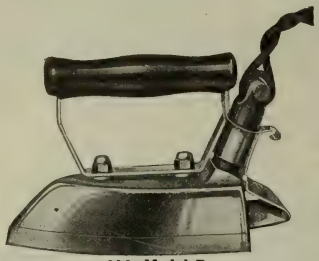
CAMERON & CAMPBELL, Manufacturers
Toronto, Canada

YOUR WANTS

are many here below. Use HARDWARE & METAL want ad. page and get rid of a few of them.

Electrical

IRONS TOASTERS DISC STOVES HOT PLATES AIR HEATERS RADIATORS



616. Model B

From a small Electric Iron to a large Electric Range

THE *National* ELECTRIC

Line is complete

Cabinet Range. Model C. 6

Communicate with us if you are interested in high quality Electric heating appliances.

The National Electric Heating Co., Ltd.

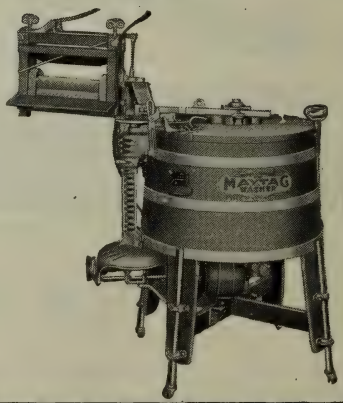
TORONTO, CANADA

Circulation Water Heaters, Domestic and Hotel Type Ranges

Maytag Electric Washer

with Swinging Reversible Wringer

The dealer who handles the MAYTAG, be it Electric, Multi-Motor, Power-driven or Hand-power Washer, confronts his competition with the top models in their class, and converts the selling momentum in the name "MAYTAG" into live cashable profits.



The dominating influence of a MAYTAG dealership is backed up by forcible sales service, and an international advertising campaign, which insures big profit-making possibilities. Full particulars on request.

Exclusive wholesale distributors for Ontario and Eastern Provinces.

WHITES LIMITED

WHOLESALE HARDWARE & METALS

COLLINGWOOD - - ONTARIO

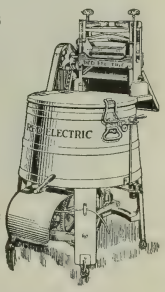
Electrical

Thor BACKING

Backing! There's the meaning of "Hurley service" in one word. It is a part of every Hurley Dea er Agreement, an inseparable part of every Thor Washer sold.

Thor dealers everywhere know what this means in sales.

THOR ELECTRIC HOME IRONER
and
THOR ELECTRIC CLEANERS



No Belts *No Chains* *No Springs*

Thor sales mean more sales.

Write now for Catalogue and Prices.

HURLEY MACHINE COMPANY, LIMITED
413 Yonge Street, Toronto

Lights that Light

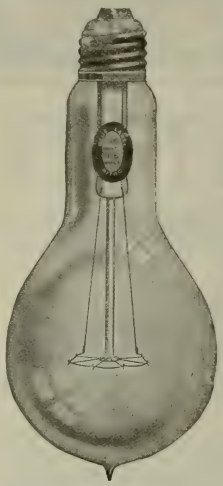
Not only do VIVID LAMPS last longer than ordinary Tungsten lamps, but they give a steadier and stronger light. They are carefully made from the best material by highly skilled workmen. Better work and more work results from their use.

VIVID LAMPS can only be had from us. A trial will convince you of their durability and lighting power.

CHURTON & TAYLOR

Sole Distributors VIVID Tungsten and Nitro Lamps. *MADE IN CANADA.*

53 YONGE STREET **Phone Ad. 5487** **TORONTO, ONT.**



ANNOUNCEMENT

For 23 years we have been engaged in the manufacture of incandescent electric lamps. Commencing in 1895 with the Old Style Carbon Lamp, now obsolete, and advancing step by step through the development of tungsten vacuum type units, on up to our present achievement—a nitrogen lamp to be better known as the

"Blue Label Nitro"

No expense has been spared in carrying out the very latest scientific principles of manufacture, including equipment for generating our own nitrogen gas—a facility not possessed by any other lamp factory in Canada. Our experience and reputation are behind these lamps—they must "MAKE GOOD," and all we ask is an opportunity to prove their worth.

Orders now being taken for 75, 100 and 200-watt, 110 to 125-volt sizes.

Write our nearest branch for prices.

The Canadian Tungsten Lamp Co., Limited

Hamilton, Canada

Branches: Winnipeg Toronto Montreal

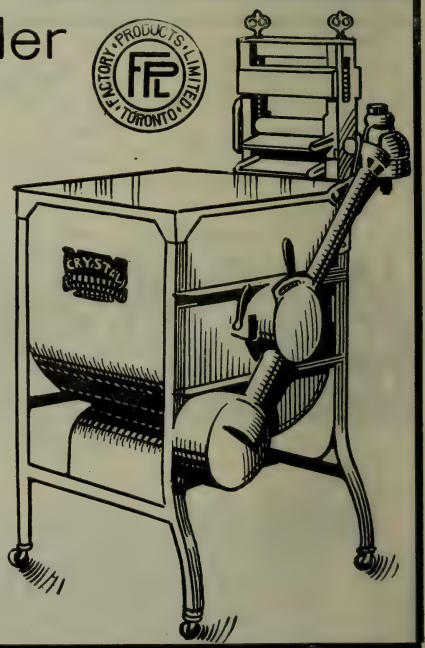
Play up that Cylinder

—In its principle of operation and method of removing dirt from clothes, the Crystal Washer is absolutely unique.

—Its perforated zinc cylinder revolves continuously in the one direction. There is no jar or rattle, no complicated mechanism and consequently small likelihood of mechanical disorders.

—The cylinder revolves at the rate of 75 R.P.M. forcing water, steam, suds and air through the meshes of the cloth. All the dirt is removed gently but surely without wear and tear on the goods.

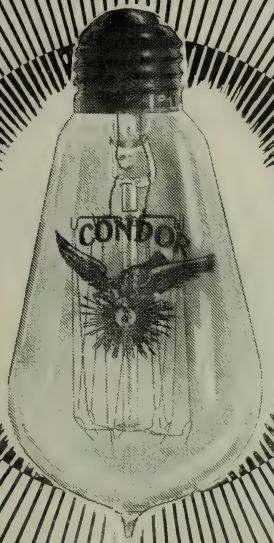
In your selling talks dwell particularly on this cylinder. Not only is it a distinctive feature, its effect is readily understood. Your prospect will quickly realize how it does the work and why it does not harm the clothes. Then you can clinch the sale by drawing attention to the convenient swinging reversible wringer attached which can be operated in three different positions either conjointly with or independent of the washer.



FACTORY PRODUCTS LIMITED

220 King St. West, Toronto

If interested, tear out this page and keep with letters to be answered.



CONDOR LAMPS

THE RELIABLE LAMP

The same old Condor Lamp which has given such good satisfaction for years past.

Place your orders now while we have the stock, and ensure delivery.

Remember, a Condor customer is a satisfied customer.

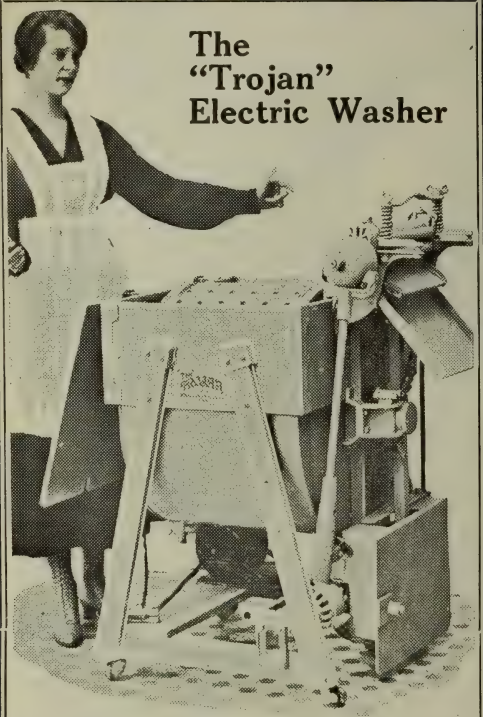
Tungsten, Nitrogen, Reflector, Carbons.

THE BASTERS, JACKSON COMPANY

22 COLLEGE STREET **TORONTO, CANADA**

If interested, tear out this page and keep with letters to be answered.

Electrical



The "Trojan" Electric Washer

Secure the agency for the latest improved Electric Appliance

Increase Your Sales

THE Electric Washer has come to stay—women are everywhere demanding them because of the saving they effect in time, money, labor and health—and live dealers are recognizing the wonderful sales possibilities presented and the profit-making opportunity. "TROJAN" agents are doing a large and increasing trade in them, for like every good article each sale makes the next one easier.

The simplicity and efficiency of the "TROJAN" is so easily demonstrated that **agents find no difficulty in convincing customers that it is the Electric Washer they should buy.** For the "TROJAN" will do the washing and wringing in less than half the usual time, and 1c an hour will pay for the electricity to operate it.

We want an agency in every town and city in Canada where one has not already been appointed. If you are interested, WRITE US TO-DAY and we will put the proposition before you or arrange to have one of our representatives call and see you.

Sole Manufacturers

McDonald & Willson, Limited

Lighting Fixtures and Electric Supplies

12 Queen St. East, - TORONTO

WANTED — RELIABLE, ENERGETIC hardware clerk, 8 to 12 years' experience. Capable of taking charge. Apply, stating salary and giving full particulars, to Box 170, Hardware and Metal, Toronto.

The firm who inserted the above advertisement in HARDWARE AND METAL showed good judgment.

Naturally, replies would only come from clerks who were in the habit of reading HARDWARE AND METAL—and every hardware merchant realizes that a clerk who reads HARDWARE AND METAL is the kind of clerk he wants, because he will be thoroughly informed on market conditions, new selling plans and the best methods of window display and advertising. The above advertisement brought in 23 replies. It cost only 67 cents.

USE THE WANT AD. PAGE.

Northern Electric
Household Utensils

It is a known fact that electricity has done more than anything else towards the establishment of efficiency plus economy in the home.

Here are a few of our Electric Household Heating Appliances which are always in demand. We urge Dealers to stock a moderate supply of these high-grade lines, because our Consumer Announcements in the Daily Papers from coast to coast will, in part, feature these Northern Electric Household Appliances.

ELECTRIC COFFEE PERCOLATORS

Coffee Percolator—Pot Style.
No. 11793, holds 7 cups or 2½ pints. Finished in nickel, comes with cord and attachment plug complete.

Urn Style.
No. 12793, graceful and ornamental, finished in nickel, holds 7 cups or 2½ pints, comes with cord and attachment plug complete.

Pot Style.
No. 11493, holds 8 cups or 3 pints, finished in nickel, comes with cord and attachment plug complete.

ELECTRIC Toasters, Irons and Chafing Dishes

N.E. B130 Toaster.
Upright open Toaster finished in nickel, comes with cord and attachment plug complete.

N.E. B142.
Handsomely designed Chafing Dish. Holds three pints, finished in nickel, comes complete with cord and attachment plug.

N.E. No. 2 Iron.
Nickel plated, weight, 6 pounds, complete with cord and attachment plug.

Write our house nearest you for further particulars, literature and prices.

WE SHIP PROMPTLY.

Northern Electric Company
LIMITED

Montreal **Toronto** **Regina**
Halifax **London** **Calgary**
Ottawa **Winnipeg** **Vancouver**

Electrical

THE PATRIOT

SPIRAL CUT GEAR HAND WASHING MACHINE

Where mechanical power is not available, either gasoline, water, wind or electric, the Patriot Spiral Cut Gear Hand Washing machine makes the very best of the circumstances.

The power is transmitted through a balanced fly-wheel, seated on steel ball-bearings. The lever operates on special spiral machine-cut gears, accurately proportioned. The teeth slide into contact without friction, and human labor is reduced to the minimum.

All metal parts that are exposed to water are Electro-zinc coated to prevent rust.

The Patriot is easy for you to sell and easy for your customer to buy.

Better workmanship or better material than that used in the Patriot are simply not obtainable at any price.

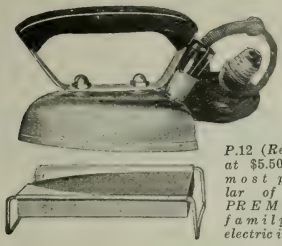
Dowswell, Lees & Co., Limited

HAMILTON, CANADA

Eastern Representative:
John R. Anderson, Montreal

Western Representative:
Harry F. Moulden & Son, Winnipeg

Beauty, strength and utility are all combined in this PREMIER Electric Toaster. Retails at $4.50.



P.12 (Retails at $5.50*) is most popular of the PREMIER family of electric irons.*

P.50, an electric radiator for the small room. A brisk seller in spring and fall. 600 watt.

Sweeping Canada Through Their Merit and Reputation

No quicker or greater success has emerged from the trade in years than that which has greeted the PREMIER line of electrical appliances. The reception already given it has been remarkable. Certainly it has outstripped even our most optimistic expectations.

All over Canada dealers are welcoming the PREMIER line—and adopting it, pushing it, reaping profits.

Two reasons account for this quick success.

The reputation of the men behind the PREMIER organization has naturally been an important factor. They are well known throughout the trade as progressive. They have grown up with the industry. They have studied the dealer's needs quite as sincerely as the public's.

But the chief reason for the wonderful success of the PREMIER line lies in the merit of the appliances themselves.

Their design shows many points of superiority. Their construction is sturdy, long-lasting, efficient. In finish they are more attractive. All in all, they represent a big step forward in manufacture.

Dealers who have seen the PREMIER line recognize these facts at once. They know they can guarantee these goods just as genuinely and unhesitatingly as we do ourselves. And they know the efforts we are making to build up confidence and push sales by our newspaper advertising.

Note the four big sellers illustrated here. Get our prices on them. Then test the "PREMIER" appliances for quick sales — put them in your window and stamp your store as a quality store.

Act on that impulse — write now. Don't let the other live man close up in your territory.

SUPERIOR ELECTRICS
Limited
Pembroke, Ontario

P.155—The Premier Electric Grill—the best design on the market. Retails at $7.50.

PREMIER

"All that the Name Implies"

Electrical Appliances

If interested, tear out this page and keep with letters to be answered.

SUPREME AMONG WASHERS

The "1900" Complete Line Pays You Best

For over twenty years we have been making washing machines **exclusively.** The best types of washers have been developed and patented by us in this time.

Recently we have perfected two new models representing the highest development the Washing Machine has ever attained.

"1900"

Cataract Electric Washer

These most modern washers, as well as the other various "1900" machines—the Gravity, Water Power and Gasoline Motor Washers—are sold everywhere through our extensive advertising, which is the largest publicity campaign conducted for washing machines in Canada. Inquiries in large numbers result from this advertising, and these inquiries are turned over to such "1900" Dealers as have proven their worth in their different territories.

"1900"

Agitator Electric Washer

Is there a live "1900" Dealer in your district? Would you like to know more about the "1900" line?

If there is no one selling "1900" Washers in your territory there is a chance for you. Make use of it by writing to-day to the Wholesale Department.

The "1900" Washer Company

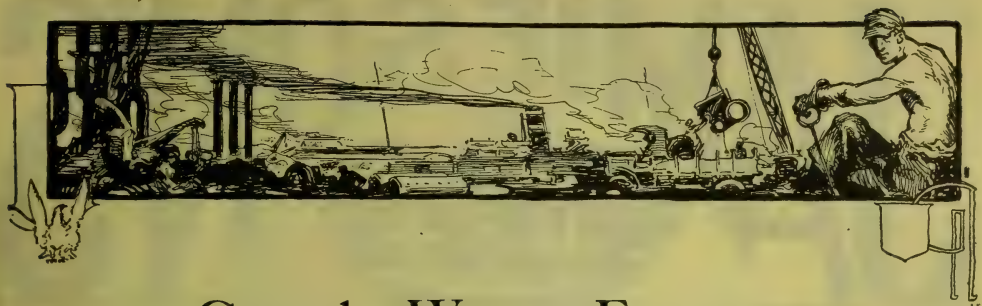
357 Yonge Street
TORONTO

Let Hardware & Metal—the paper most interested in your business—help you in your Want Ad. Problems.

Its circulation is among Business Men, interested in the same way as you are. Consequently, any replies you received would be earnest enquiries after business. You would thus eliminate the curious.

Use the Want Ad. Page of Hardware & Metal frequently to fill your needs. It will pay you.

If interested, tear out this page and keep with letters to be answered.



Canada Wants Export Trade

SINCE the outbreak of the war Canada has made wonderful strides as an exporting nation. Trade returns during the past three years have indicated huge increases in the totals of Canada's export trade—and among the many lines included in the trade returns hardware and allied lines occupy a prominent position.

Canadian industries are to-day in a better position to handle export trade than ever before in the history of the Dominion. It is true that owing to present demands for some lines a great scarcity exists. This, of course, is more or less of a temporary nature. Eventually, when pressing war needs have been supplied, Canada will be in a better position than ever to cater for world trade. Many manufacturers are now seeking new connections, with a view to supplying "Made in Canada" goods following the close of the war. Others are in a position to make shipments almost immediately if transportation facilities were available.

Twelve hundred extra copies of this issue are going to a select list of buyers in foreign lands. These buyers will undoubtedly find in this issue many advertisements of interest to them. Canadian firms solicit inquiries. Many excellent inquiries have been received and new connections formed as a result of previous "Export Numbers" of HARDWARE AND METAL.

JAMIESON'S

CROWN ANCHOR

PREPARED PAINTS READY TO USE

Spruce Up!

This is Paint Time

This is the season when busy householders have an inclination to do a little painting both inside and outside the house.

Jamieson's Pure Paints and Varnishes

will keep sales moving faster because of their wide reputation for giving permanent satisfaction.

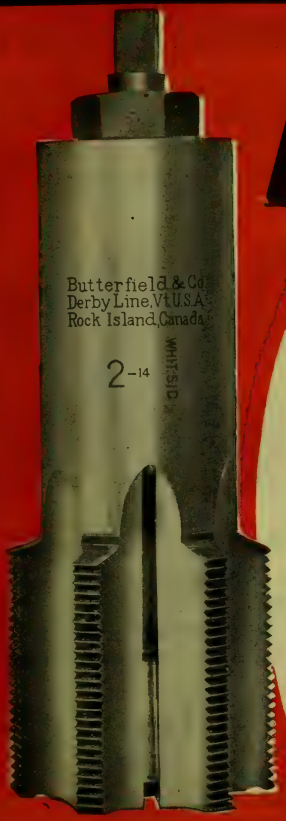
In each sale there is bigger profit for you, too

R. C. JAMIESON & CO., Limited, Montreal, Canada

Established 1858

CALGARY Owning and Operating P. D. DODS & CO., Limited VANCOUVER

If interested, tear out this page and keep with letters to be answered.



Butterfield-

Your customer knows that name

If your customer knows Taps, Dies, Reamers or Twist Drills, he knows that name, "Butterfield." Just to show him that name stamped on the tool is to assure him of a quality tool that will work with speed and accuracy long after an ordinary tool would have been out of commission.

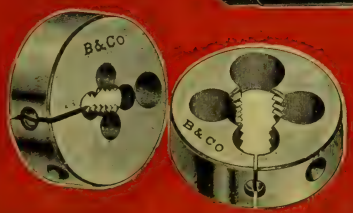
It's of great assistance in selling Taps, Dies, Reamers and Twist Drills to be able to point to the name "Butterfield" stamped on the tool.

Have you tried it?

All orders given prompt attention.

Write for a copy of our catalog.

Butterfield & Compamy
Inc.
ROCK ISLAND, QUEBEC
CANADA



If interested, tear out this page and keep with letters to be answered.

For Temporary Construction

There is always a strong demand for a thoroughly reliable, waterproof, durable roofing at a low price. Our Standard Mohawk Roofing meets this demand. It has been tested for years and found entirely satisfactory.

Standard Mohawk Roofing

is specially recommended for covering the roof and sides of temporary homes, factories, saw mills, bunk houses, sheds, camp sites, etc.

Standard Mohawk consists of the same grade of felt and asphalt as our famous Brantford Asphalt Roofing but is lighter in weight and sanded on one side only. One weight only—40 lb. per square.

The same grade of roofing with a smooth surface—Mohawk Rubber Roofing—comes in 35 lb., 45 lb. and 55 lb. weights.

Another excellent roofing for the same purposes is our Leatheroid Roofing. Not quite so durable as Mohawk, but lower in price—35 lb., 45 lb. and 55 lb. weights.

We make roofings suitable for every purpose, for covering the humble shack and the costly home, the temporary saw mill and the permanent, fire-proof factory.

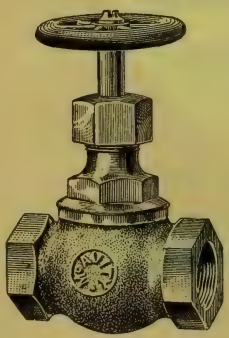
Brantford Roofing is a profitable line for the dealer to handle.

Brantford Roofing Co. Limited

Head Office and Factory, Brantford, Canada

Branches at Toronto, Montreal, Halifax

We have yet to see a Better Valve than the



"McAvity" VALVE

Every Valve packed and tested before leaving factory.

Let us quote you a quantity price. Prompt shipment from stock.

T. McAVITY & SONS, Limited

Montreal ST. JOHN, N.B. Winnipeg

If interested, tear out this page and keep with letters to be answered.

Our aim is to hold your business through perfect goods

"RELIABLE"
Door Hangers and Track

are built for permanence. The track is tubular. Malleable iron Hangers reinforced where strain is greatest. The Hanger once on never comes off, the under rollers prevent jumping the track. Track supports are adjustable, can be placed where they will do the most good. Easy to erect, but hard to get out of order.

Round Trolley

Choice of two hangers, one for overlapping doors and one for flush doors. The track is perfectly round —no grooves to hold dirt or water —is stormproof. The Flush Hanger permits door to fit into opening, making it wind, storm and coldproof.

Square Trolley

Two hangers, with or without oiling device. Track is entirely enclosed, weatherproof, adjustable. Rollers are double on single roller bearing, and conform to the round groove of the track, practically eliminating all friction.

We Guarantee Every Reliable Hanger

We make a full line of door hangers, including square and round trolley track and fire door fittings that are labelled under the direction of the National Board of Fire Underwriters. We also manufacture locks and builders' hardware. We invite enquiry.

ALLITH MANUFACTURING COMPANY, LIMITED
HAMILTON, CANADA

If interested, tear out this page and keep with letters to be answered.

How many horse owners in your community?

Just think. There are more than a few. And every one of them appreciates the fact that a sore shoulder is a serious discount to the value of a horse.

Right there is where you can get them interested in the TAPATCO BRAND COLLAR PAD—the pad that keeps the horse's shoulders in good working condition all day and every day.

The excellent grade of cotton drill from which the TAPATCO Pad is made and the specially prepared composite stuffing in every one is a guarantee of long wear under the most trying conditions.

Note Exclusive Tapatco Patent

—A new patented staple and felt reinforcing device for attaching the hooks to the pad. This prevents the hooks from pulling off easily, even where the fabric has been weakened by long use. **This form of attachment is found only on pads manufactured by us.**

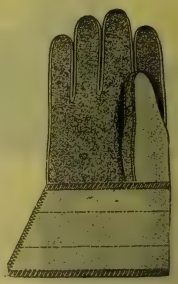
You'll need a big supply of Tapatco Cotton Gloves this year

Increased activities on the farm and in the field of production generally will boost the demand for TAPATCO Gloves.

These are high-grade, easy-selling gloves that will stand up and satisfy under the most severe service. There are none better for use in field, garden, workshop or factory.

Order through your jobber now and play up TAPATCO—the glove of service and quality. Made in Band Top, Knit Wrist and Gauntlet Styles, light, medium and heavy weight. Jersey gloves and mitts in Oxford, Tan and Slate.

We also make a leatherette-faced glove that is a winner everywhere.



The American Pad and Textile Co.

CHATHAM, ONTARIO

If interested, tear out this page and keep with letters to be answered.

Meakins Brushes

Meakins' made brushes have quality, service and style built right into them. And the profit is good.

Send for the Meakins catalogue, which shows a large variety of styles and sizes.

"It's yours for the asking."

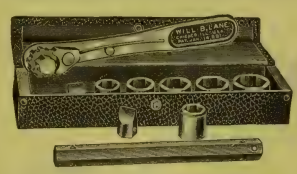
WE SOLICIT EXPORT BUSINESS.

MEAKINS & SONS, LIMITED

Hamilton : Ontario : Canada

Warehouses: Winnipeg London Toronto Montreal

If interested, tear out this page and keep with letters to be answered.



FORD SET

The Ford Set contains: 1 Handle 7 inches in length; 2 Screw-driver Bits; 1 Extension Bar 6 inches in length; SIX SOCKETS to fit all nuts and bolt heads on Ford Car, including the cylinder head.

STANDARD SET

Standard Set contains: 1 Handle 7 inches in length; 2 Screw-driver Bits; 7 Sockets to fit semi-finished Hex nuts, as follows: U.S. Standards from ¼ to ½ in.; A.L.A.M. Standards from 5-16 to 11-16 in.; Cap Screw Heads from 5-16 in. to ⅝ in.

Autoists like that ratchet feature

Lane's Unique Ratchet Wrench is ideal for close work

The autoist who has once discovered a few of the hard-to-get-at nuts and screws on his car is only too pleased to have some one introduce to him Lane's Unique Ratchet Wrench. He sees at a glance how effective the ratchet feature would be in close quarters where an ordinary tool would be absolutely useless.

Play up this ratchet feature and so arrange auto accessory displays that when motorists get up against the tool problem they will remember Lane's-Unique Ratchet Wrench and come to you for a set.

Representotives

BRITISH COLUMBIA
Millen & Son, Ltd. - - - - Vancouver
Wood-Vallance & Legatt - - - Vancouver

ALBERTA
Marshall-Wells Alberta Co. - - Edmonton
Wood-Vallance & Adams - - - - Calgary
Merchants Hdwe. Specialties - - Calgary
The Chapin Company - - - - Calgary
Motor Car Supply Co., Ltd. - - - Calgary
Great West Saddlery Co. - - - Edmonton
Great West Saddlery Co. - - - Calgary

SASKATCHEWAN
J. H. Ashdown Hdwe. Co. - - Saskatoon
Bowman Brothers - - - - Saskatoon
Western Motor Supply, Ltd. - - Regina
W. W. Cooper Co. - - Swift Current
Great West Saddlery Co. - - - Regina
Great West Saddlery Co. - - - Saskatoon

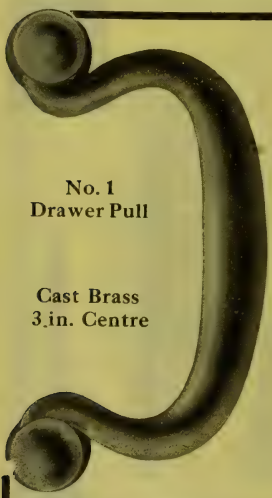
MANITOBA
J. H. Ashdown Hdwe. Co., Ltd. - Winnipeg
Marshall-Wells Hdwe Co., Ltd. - Winnipeg
Wood-Vallance & Co. - - - - Winnipeg
Great West Saddlery Co. - - - Winnipeg
Merrick-Anderson Co., Ltd. - - Winnipeg
Miller-Morse Hdwe. Co., Ltd. - - Winnipeg
Michael Ert, Ltd. - - - - Winnipeg

ONTARIO
Hobbs Hardware Co. - - - London
D. H. Howden & Co., Ltd. - - - London
London Engine Supply Co. - - - London
Wood-Vallance & Co. - - - Hamilton
Alexander Hardware Co. - - - Hamilton
H. S. Howland, Sons Co., Ltd. - Toronto
Kennedy Hdwe. Co., - - - - Toronto
Aikenhead Hdwe., Ltd. - - - Toronto
Rice Lewis & Son, Ltd. - - - Toronto
Millen & Son, Ltd. - - - - Toronto
A. Chown & Co. - - - - - Kingston
Edwin Chown & Son - - - - Kingston
W. B. Dalton & Sons, Ltd. - - - Kingston
Thomas Birkett & Sons Co. - - - Ottawa

QUEBEC
Caverhill, Learmont & Co. - - - Montreal
Lewis Brothers, Ltd. - - - - Montreal
Millen & Son, Ltd. - - - - Montreal
Mechanics Supply Co. - - - - Quebec
J. H. Mitchell & Co. - - - Sherbrooke
La Cie Codire & Fils - - - Sherbrooke

Will B. Lane - Chicago, Ill.

180 North Dearborn Street



No. 1
Drawer Pull

Cast Brass
3 in. Centre

Sell These Latest Ideas in Furniture Trimmings and Builders' Hardware

We want every Hardware Dealer to send for his copy of our New Catalogue, in which will be found the very latest ideas in Furniture Trimmings of all kinds, Sash Locks, Sash Lifts, Casement Fasteners, Door Pulls, Hat Hooks, Transom Catches, Key Plates, Flush Bolts, Sash Push and Pull Plates, House Numbers, Door Knockers, Casement Adjusters, etc. Some of these new ideas may mean money to you.

Write to

The Stratford Brass Company, Limited

STRATFORD, ONTARIO

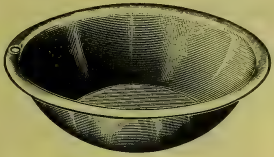
If interested, tear out this page and keep with letters to be answered.

The LOUIS McLAIN LINE

THE LARGEST LINE OF PURE ALUMINUM COOKING UTENSILS IN CANADA

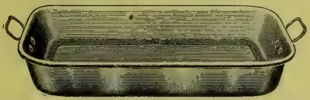
Preserving Kettles.

Qts. 3, 4, 5, 6, 8, 10, 12, 14. Beautifully Polished.



Wash Basin.

Diam., Top, 11½ in.; Depth, 3⅛ in. Dip Finish.



Drip Pan (Seamless)

Top, 11⅝ x 10½ in.; Bottom, 13¼ x 9¼ in.; Depth, 2 in.

Beautifully Finished. Tray length, 7 in.; width, 9¼ in.; Scraper, length, 10½ in.; width, 2¼ in.

Dairy Pail.

Size, 10 Qts.

Candlestick Holders.

Diam., Top, 1¾ in; Bottom, 3¾ in.; Height, 2¼ in. Polish Finish.

Poultry Leg Bands.

Natural Bright Finish. Numbered Consecutively 1 to 100.

ORDER

Dippers.

Cap., 1 pt.; length, 13¼ in.; diam. bowl, 5 in.; 1 qt., length, 14¼ in.; diam. bowl, 6 in. Bowls Polish Finish.

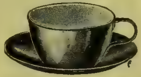
Soap Box.

Length, 3¾ in.; width, 2½ in.; height, 1½ in. Satin Finish Embossed.

Clothes Sprinklers.

One dozen on Display Card. Dip Finish.

NOW



Cup and Saucer

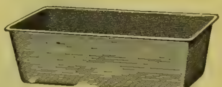
Cup, cap., 9 oz.; diam., top, 3¾ in.; depth, 2⅛ in.; saucer, diam., top, 5¾ in.; depth, ¾ in.

Paring Knife.

Length, 6⅝ in. Handle Dip Finish. Polished Steel Blade.

Soap Dish.

Length, 4⅜ in.; width, 2⅞ in.



Bread Pan (Seamless).

Top, 9¾ x 5⅝ in.; bottom, 8⅜ x 4¼ in.; depth, 2¾ in.

Spun Aluminum, Cast Aluminum, Steam Cookers and Fireless Cook Stoves, Hardware Specialties.

The LOUIS McLAIN COMPANY, LIMITED

WRITE FOR CATALOG.

WINNIPEG, MANITOBA

If interested, tear out this page and keep with letters to be answered.

E. T. WRIGHT CO., LIMITED

Hamilton, Canada

Wright's No. 4 Cold Blast Lantern

Improved burner, brass filler cap, patent undetachable bail handle, self-erecting, bottom lift. No opening in tubes to affect draft. Handle can never drop off. Made in re-tinned, Japanned, Japanned with brass well, and in all brass.

Victor Flour Sifter

Tin reel—tin rimmed basket. Reel fits basket accurately and can be easily removed to clean. There is only one genuine "Victor." Packed one dozen in a carton.

Canuck Bread Mixer

—A world-wide necessity in every home—a real win-the-war adjunct. Easy to operate. Eight loaf capacity.

Canada Fly Killer

Kills but does not crush—flies may be killed on glass or on delicate surfaces without danger of breaking or soiling.

Balloon Fly Trap

Capacity unlimited—always room for one more—a most desirable and cleanly method of fly extermination.

Machine Oiler

With drip cup, spring bottom that retains elasticity as long as the oiler lasts. Made in different sizes and various lengths of spout.

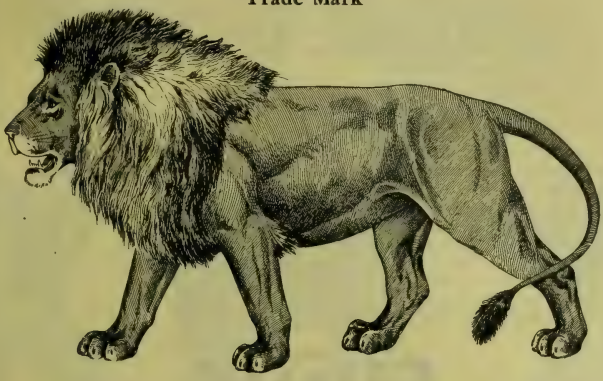
Mowing Machine Oiler

No. 705—with large filler opening—oil may be poured in without using a funnel and without spilling a drop. Well threaded, spout cannot drop off.

WE INVITE EXPORT INQUIRIES

If interested, tear out this page and keep with letters to be answered.

Trade Mark



Trade Mark Trade Mark

Trade Mark

"Lion Brand"

Cordage

are

of Canadian manufacture—the outcome of all experiments—perfected for universal use —pure Manilla fibre—expert workmanship.

IMMEDIATE DELIVERY

"Coast to Coast Service"

COMSUMERS CORDAGE COMPANY, LIMITED

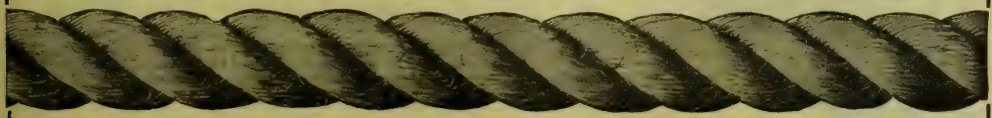
Head Office: MONTREAL, CANADA

Agents and stocks at

MONTREAL ST. JOHN, N.B. HALIFAX TORONTO

TEES & PERSSE, LIMITED, WINNIPEG, REGINA, SASKATOON, MOOSE JAW, CALGARY, EDMONTON

JAMES BISSET & CO., QUEBEC MACGOWAN & CO., VANCOUVER



If interested, tear out this page and keep with letters to be answered.

THE VERY BEST BRUSHES YOU CAN SELL YOUR CUSTOMERS ARE "SIMMS' SET IN RUBBER" BRUSHES, for this process of holding bristles in the ferrule overcomes the most frequent difficulty experienced with brushes, viz.: the shedding of bristles.

In SIMMS' SET IN RUBBER BRUSHES the bristles are securely embedded in Hard, Vulcanized Rubber that is not detrimentally affected when used in any of the following solvents: alcohol, water, turpentine, grease, oil, benzine, naphtha, kerosene, crude oil, banana oil, varnish, paint, enamel, lacquers, boiling water, glue, paste.

Imitations under various proprietary names are offered, but are worthless when used in many of the above solvents.

SIMMS' SET IN RUBBER BRUSHES are made by skilled workmen under expert supervision and the methods and equipment used are unequalled in any other brush factory in the world.

The growing demand for Brushes made in this way is a very evident sign of the appreciation of Brush users.

QUALITY TRADE SIMMS SET IN RUBBER MARK MARK

Made in Canada only by

T. S. SIMMS & COMPANY, Limited

ST. JOHN, N.B.

Carhartt's $1 Gloves

The kind your customers will ask for again

Sample Pairs or Dozens gladly sent upon request. Charges paid

HAMILTON CARHARTT COTTON MILLS, Ltd.

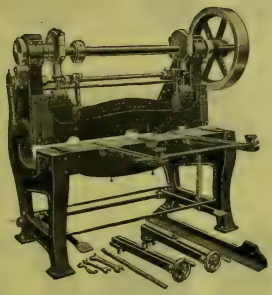
TORONTO UNIT

Toronto Montreal Winnipeg Vancouver Liverpool

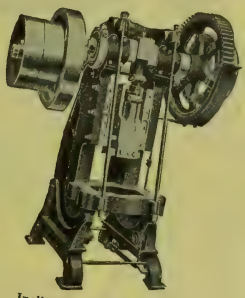
If interested, tear out this page and keep with letters to be answered.

Tools of Quality

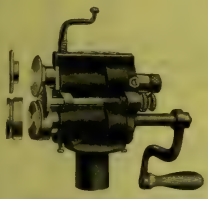
Double Crank Press



Power Gap Shear

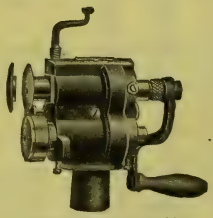


Inclinable Power Press



Encased Small Turner

We manufacture a full line of tinsmith and sheet metal working tools and machinery. Our constant aim to have the most efficient and up-to-the-minute equipment on the market, insures you tools of a high standard at all times.



Encased Burring Machine

Tin Folder

B.B. Tools have a reputation that must be maintained. It is your best safeguard.

Stove Pipe Former

The Brown-Boggs Co., Limited

HAMILTON, CANADA

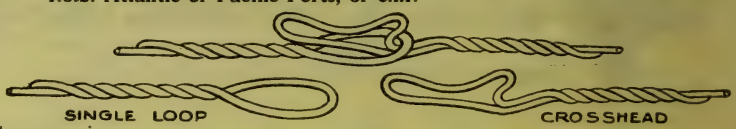
Manufacturers of Tinsmith and Sheet Metal Working Tools

If interested, tear out this page and keep with letters to be answered.

Nails and Wire

We have actually shipped to all the principal countries in the world. From experience we know how to pack and ship for export, and importers abroad are assured of satisfactory service.
We solicit inquiries from merchants in the British Empire and foreign countries. Quotations are made f.o.b. Atlantic or Pacific Ports, or c.i.f.

We are manufacturers of:
WIRE NAILS — All sizes and patterns, as used in European, Asiatic and Australasian markets. Packed in bags, or in steel-bound, paper-lined kegs.
WIRE—Bright, Annealed, Varnished, Coppered Weaving, Mattress and other fine tinned wires.



Special Hay Baling Wire

WIRE BALE TIES—Made in the usual gauges and cut to any length desired. For baling hay, straw and other compressible materials.

Packed in 56-lb. bundles, oiled with linseed oil. Single loop tie has loop at one end; cross head tie has loop at one end and hook at other, as illustrated above.

FENCE STAPLES—Bright and Galvanized.

The Laidlaw Bale-Tie Co., Limited
HAMILTON, CANADA

A. T. Diggins, Stair Building, TORONTO, ONT.; Harry F. Moulden, WINNIPEG, MANITOBA; H. E. O. Bull, MONTREAL, QUEBEC.

LONDON, ENGLAND: M. BRYAN, 24 ALDGATE

All Atlantic Ports from Baltimore north, are equally convenient to Hamilton.

If interested, tear out this page and keep with letters to be answered.

Boxer Wall Papers

MODERN MANUFACTURING EQUIPMENT—COMPETENT EXPORT DEPARTMENT

A complete selection of wall-papers in all grades. Entirely new patterns every year of distinctive style and decorative individuality. Sizes and measurements of rolls to suit the requirements of all foreign countries.

Inquiries from all parts of the Empire and from foreign countries are solicited.

The Reg. N. Boxer Co., Limited

Makers of Wallhangings

TORONTO, CANADA

Los papeles decorativos BOXER tienen caracter e individualidad distintiva proprios y son de rendimiento seguro para los comerciantes de la America latina.

Estos papeles forman muchos conjuntos nuevos atractivos y alegres; despiertan fuertemente el deseo de usar papeles de buen gusto y de primera calidad. Las existancias BOXER se venden con facilidad.

Los articulos BOXER son fabricados en el Canada. El material de que se hallan fabricados nuestros papeles es mas fuerte que el empleado por los fabricantes de otros paises, cuyos productos se venden a los mismos precios.

La Cia Reg. N. Boxer Co., Limitada Fabricantes

Papeles de Colgadura

TORONTO, CANADA

FACTORY:
NEW TORONTO

HEAD OFFICES:
FOY BUILDING, 32-34
Front St. W., Toronto

BRANCHES:
Montreal Winnipeg

Export to Great Britain, Australia, New Zealand, South Africa, South America

If interested, tear out this page and keep with letters to be answered.

TRADE MARKS

Any trade-mark shown on this page, when stamped on an article of hardware, is the manufacturer's personal "O.K." guaranteeing the quality of the product.

OWL BABBITT METALS

A composition of pure virgin Metals with unusual wearing qualities. Always specify Owl Brand. Made in the West by

THE OWL METAL CO., LTD.
WINNIPEG, MAN.

NORCROSS
Garden Cultivator-hoes

"Used the World Over"
Send for Catalog

C.S. Norcross & Sons, Bushnell, Ill.

STEEL STAMPS

Drop a card for prices and particulars.

HAMILTON STAMP & STENCIL WORKS, LTD.
HAMILTON, ONT.

"Climax" Paper Balers

Turn Waste Paper Into Money

FREE—10 DAYS' TRIAL.

12 sizes.
Made of Steel.
Reduces your fire risk.
Salesmen and Dealers Wanted.

CLIMAX BALER CO.
HAMILTON, ONT.

BLUE LABEL LAMPS
ALWAYS SATISFY
Made by
The Canadian Tungsten Lamp Co., Limited
Hamilton, Canada

STERLING
Hack Saw Blades and Machines
Manufactured by
Diamond Saw & Stamping Works
BUFFALO, N.Y.

FOOD CHOPPERS
Knives and plates made from wrought Swedish steel of finest quality. These choppers may be had tinned all over or enamelled white inside and japanned red outside. Stock carried.

F. W. LAMPLOUGH & CO.
Unity Bldg., Montreal

BATH ROOM FITTINGS

K NIAGARA

KINZINGER, BRUCE & CO., LIMITED
NIAGARA FALLS, CANADA
WHAT WE MAKE WE GUARANTEE

AUTO ACCESSORIES

BEAR BRAND LAMP BLACKS

A Germantown of quality that gets big business

WILCKES, MARTIN, WILCKES CO.
135 WILLIAM ST. NEW YORK

PATENTS

PATENT YOUR IDEAS

Get list wanted by manufacturers and our "Reference Guide for Inventors." Send sketch for free report as to patentability. Patents secured or our fees returned.

Harold C. Shipman & Co., Patent Attys.
Central Chambers, Ottawa, Canada

THE CLIPPER

There are three things that destroy your lawn: Dandelions, Buck Plantain and Crab Grass. In one season the Clipper will drive them all out. All dealers should investigate a selling possibilities. Drop us a line and we will send circular and prices.

CLIPPER LAWN MOWER CO. Dixon, Ill.

Manufacturers of Builders' Hardware, Carriage and Steel Stampings.

NATIONAL HARDWARE CO. LIMITED
GUELPH ONTARIO. CANADA

The PARMENTER BULLOCH CO., Ltd
GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

CANADIAN CANOES

All Wood and Canvas Covered
Catalogue "H" on request

THE CANADIAN CANOE COMPANY LIMITED
210 RINK STREET PETERBOROUGH ONT.

Strong, Serviceable Trucks of all Kinds

Stocked for immediate delivery. Rubber-tired if desired. Also platform trucks. Repairs supplied.

John Watson Mfg. Co., Ltd.
Winnipeg

TRADE SAWYER MARK Registered

STITCHED CANVAS BELTS

"THE QUALITY BELT"

PLEWES LIMITED, Distributors, WINNIPEG

POULTRY
LEG BANDS & EAR TAGS FOR STOCK

25

Poultry Leg Bands and Ear Tags for Stock. Tag your stock and mark your poultry. Best means of identification for Sheep, Cattle and Poultry. Name, address and number stamped on tag. Samples and prices on request.

THE RIDEAU SPECIALTY CO.,
Smiths Falls, Ont.

ALLEN FLUX

If you want to get better soldering results with less labor and more certainty — send for our circulars.

Bissett & Webb, Ltd.
126 Lombard St.
Winnipeg, Canada

If interested, tear out this page and keep with letters to be answered.

Wanted

SITUATIONS VACANT

TRAVELLING SALESMAN WANTED. MUST have good knowledge of Builders' Hardware. One who has had either actual road experience or who has been accustomed to selling contractors and builders. Permanent position. Apply promptly by letter, stating age, experience, and salary required, to Canada Steel Goods Co., Hamilton.

WANTED—TRAVELLER FOR TORONTO AND surrounding district to sell automatic screw machine products. Must have had experience. Apply with full particulars to Box 445, Hardware and Metal.

WANTED — EXPERIENCED HARDWARE clerk; give references and salary expected. McMurtry Hardware Co., Galt.

HARDWARE CLERK WITH 2 OR 3 YEARS' experience. Single. Class C man preferred. Mills Hardware Co., Hamilton.

WANTED—A HARDWARE SALESMAN WITH either wholesale or retail experience by large Maritime concern. State age, married or single, qualification and salary expected. D. E. F., Hardware and Metal, Toronto.

WANTED AT ONCE—AN EXPERIENCED hardware salesman. State references. Apply to J. M. Adam. St. Marys, Ont.

SITUATIONS WANTED

MARRIED MAN WITH 15 YEARS' EXPERIence desires position as traveller or head salesman. A1 references. Box 441, Hardware and Metal.

TRAVELLING SALESMAN, OVER TWENTY-five years on the road, with best connections in Quebec Province, wants side line, light samples. Write confidentially. T.R.T., 13½ Plateau St., Montreal.

COMMISSION SALES AGENT CALLING ON Montreal hardware trade, departmental stores, manufacturers, etc., can handle another good line for Montreal and some outside points. Address Box 900, Hardware and Metal, Montreal.

FOR SALE

AT $4.50 A DOZEN TO REDUCE OUR SURplus stock, a quantity of seven-inch galvanized stove pipe elbows, 3-piece, Wright pattern. W. H. Turnbull & Sons, Brantford.

HARDWARE STOCK AND BUSINESS FOR sale in live town of 800. First-class farmers' trade. Hydro just coming in. Apply Box 860, Hardware and Metal.

FOR SALE—BUILDING AND HARDWARE stock in good live Saskatchewan village. Stock on hand about $6,000. Living rooms above. Good opportunity and terms for right man. Box 726, Hardware and Metal.

HARDWARE BUSINESS FOR SALE. STOCK about $25,000; right on the main street; buildings 25 x 120, two-story; owner retiring. Apply P.O. Box 275, Sudbury, Ont.

NUMBER 128 HECLA FURNACE, USED short time. Good as new. No. case. $75. D. G. Reid, Bothwell, Ont.

This page is the logical place for anyone in the Canadian hardware trade to place his "condensed" advertisements if he wants anything that can be supplied by any other Canadian hardwareman.

Do you want a clerk or store manager?

Do you want a position as clerk or travelling salesman?

Do you want a traveller?

Do you want to sell or exchange your business?

Do you want to buy a hardware business?

Do you want to buy or sell any store equipment?

If so, sit down now, and draft an advertisement for Hardware and Metal's "Wanted" page, setting forth just what you want, and stating your needs or qualifications.

Such an advertisement will automatically seek out for you, the only people you want to reach—those who are actively engaged in selling hardware, in Canada.

The cost?

Trifling! Two cents per word for first insertion and one cent per word for each subsequent insertion of the same advertisement. Each figure is counted as a word, and a charge of 5 cents extra per insertion is made when Box Number is required. In this way the advertiser's name is kept confidential.

Copy for Condensed Advertisements should reach the Toronto office of Hardware and Metal not later than Thursday morning to catch the current week's issue. In order to save unnecessary correspondence and bookkeeping, please remit with copy, preferably by money order.

MISCELLANEOUS

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Ltd. Supplied by the trade throughout Canada (tf)

ADDING TYPEWRITER WRITE, ADD OR subtract in one operation. Elliott Fisher, Limited, Room 314 Stair Building, Toronto.

DOUBLE YOUR FLOOR SPACE—BY INstalling an Otis-Fensom hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only $70. Write for catalogue "B," Otis-Fensom Elevator Co., Toronto.

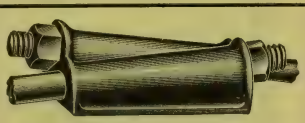
GOOD STENOGRAPHERS ARE WHAT EVERY employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

FIFTY DOLLARS TIED UP IN OLD FIXtures that you are no longer using would make a lot of money for you if invested in stock and turned over three or four times a year. Get your money out, by selling the fixtures to one of Hardware and Metal's readers who may be looking for exactly what you have to offer.

THE SUREST WAY FOR THE MANUFACturers' agent to connect with good live firms, is to tell the manufacturers who read Hardware and Metal, all about his ability to sell their goods. Try an advertisement on the Condensed Ad. Page of Hardware and Metal, under this heading.

Your Ad In This Paper

will get the attention of the busy men. They find here what they want, and they use it as a catalogue when they are in need. Will they see your ad?



Malleable Iron Lugs

SILOS TANKS
WOOD PIPE LINES

Variety of patterns, using round and flat bands.

Otterville Manufacturing Co.
LIMITED
OTTERVILLE, ONT.

THE BUYERS' GUIDE

If what you want is not here, write us, and we will tell you where to get it. Let us suggest that you consult also the advertisers' index facing the inside back cover, after having secured advertisers' names from this directory. The information you may desire may be found in the advertising pages. This department is maintained for the benefit and convenience of our readers. The insertion of advertisers' headings is gladly undertaken, but does not become part of any advertising contract.

Abrasives
The Carborundum Co., Niagara Falls, N.Y.
Canadian B. K. Morton Co., Montreal.

Aluminum
British Aluminum Co., Toronto.
Canada Metal Co., Toronto.
A. C. Leslie & Co., Montreal.
Louis McLain Co., Ltd., Winnipeg, Man.

Aluminum Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.
Louis McLain Co., Ltd., Winnipeg, Man.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
Ware Mfg. Co., Oakville, Ont.

Ammunition
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Dominion Cartridge Co., Montreal.
Lewis Bros., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.

Auto Accessories
Adamson Mfg. Co., Hamilton, Ont.
Boston Varnish Co., Everett Station, Boston, Mass.
Canadian Carbon Co., Toronto.
Canada Cycle & Motor Co., Ltd., Weston, Ont.
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Cannon Oiler Co., Keithsburg, Ill.
The Carborundum Co., Niagara Falls, N.Y.
Canada Dry Cells, Ltd., Winnipeg.
Cummings Bros., Flint, Mich.
Cushman Motor Works, Ltd., Winnipeg, Man.
Great West Electric Co., Ltd., Winnipeg, Man.
Geo. W. Griffiths & Son., Stratford, Ont.
Hyslop Bros., Toronto.
C. Kloepper, Limited, Toronto, Ont.
Leeks & Potts, Hamilton, Ont.
Line, Hansen & Kimball Co., Moose Jaw, Sask.
Metal Specialties Mfg. Co., Chicago, Ill.
Frank Mossberg Co., Attleboro, Mass.
McKinnon Chain Co., St. Catharines.
New Era Spring Specialty Co., Grand Rapids, Mich.
Northern Electric Co., Ltd., Montreal.
Will B. Lane, Chicago, Ill.
Reeder Weeks Mfg. Co., Hamilton, Ont.
Rock Island Mfg. Co., Chicago, Ill.
C. A. Shafer Co., Waupun, Wis.
Thermoid Rubber Co., Trenton, N.J.
Samuel Trees & Co., Toronto.
Trimont Mfg. Co., Roxbury, Mass.
Wilkinson & Kompass, Hamilton.
Kinzinger, Bruce & Co., Niagara Falls, Ont.
Uneeda Ford Demountable Wheel Co., Toronto.
Vernald Mfg. Co., North East, Pa.

Axes
Thos. Birkett & Son Co., Ltd., Ottawa.
Canada Foundries & Forgings, Brockville.
Can. Warren Axe and Tool Co., St. Catharines.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.

Babbitt Metal
Thos. Birkett & Son Co., Ltd., Ottawa.
Can. B. K. Morton Co., Montreal.
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal.
Hoyt Metal Co., Toronto.
Owl Metal Co., Ltd., Winnipeg.
Lewis Bros., Ltd., Montreal.
Tallman Brass & Metal Co., Hamilton.

Barrel Liners
J. N. Warminton & Co., Montreal, Que.

Basins, China and Enamelled Iron
Empire Mfg. Co., London, Ont.

Batteries, Dry
Canadian National Carbon Co., Toronto.
Canada Dry Cells, Ltd., Winnipeg.
Great West Electric Co., Ltd., Winnipeg, Man.
Canadian General Electric Co., Toronto.
Dominion Battery Co., Ltd., Toronto, Ont.
Northern Electric Mfg. Co., Montreal.

Baths, Enamelled and Copper
Canada Metal Co., Toronto.
Empire Mfg. Co., London, Ont.

Bath Room Fixtures
Empire Mfg. Co., London, Ont.
Kinzinger, Bruce & Co., Ltd., Niagara Falls, Ont.
Newell Mfg. Co., Prescott, Ont.

Bends, Brass, Iron and Lead
Empire Mfg. Co., London, Ont.
Jas. Morrison Brass Mfg. Co., Toronto.

Bibbs, Basin and Bath Cocks, Compression
Empire Mfg. Co., London, Ont.
Jas. Morrison Brass Mfg. To., Toronto.
United Brassfounders, Ltd., Manchester, Eng.

Bibbs, Basin and Bath Cocks, Fuller
Empire Mfg. Co., London, Ont.
Jas. Morrison Brass Mfg. To., Toronto.
United Brassfounders, Ltd., Manchester, Eng.

Brass Goods
Stratford Brass Co., Ltd., Stratford, Ont.

Brass Castings and Goods
Booth-Coulter Co., Toronto.
Canada Metal Co., Toronto.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Empire Mfg. Co., London, Ont.
Jas. Morrison Mfg. Co., Toronto.
Tallman Brass & Metal Co., Hamilton.
United Brass Founders, Ltd., Manchester, Eng.
Williams Bros. & Piggott, Ltd., Birmingham, Eng.

Brass, Sheets and Rods
Booth-Coulter Co., Toronto.
Canada Metal Co., Toronto.
Empire Mfg. Co., London, Ont.
A. C. Leslie & Co., Montreal.
Tallman Brass & Metal Co., Hamilton.

Bevels
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Belting, Rubber
Can. Consolidated Rubber Co., Montreal, Que.
Dunlop Tire & Rubber Co., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Belting, Cotton
Dominion Belting Co., Hamilton, Can.

Blacksmiths' Supplies
D. Ackland & Son, Winnipeg.

Blankets, Saddle
Burlington Windsor Blanket Co., Ltd., Toronto.
Galt Robe Co., Galt, Ont.

Bolts and Nuts
Baines & Peckover, Toronto.
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
C. Kloepper, Limited, Toronto, Ont.
Lewis Bros., Ltd., Montreal.
London Bolt & Hinge Works, London, Ont.
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton.
Northern Bolt & Screw Co., Owen Sound.
Wilkinson & Kompass, Hamilton.

Boiler Tubes
Baines & Peckover, Toronto.

Boilers, Heating and Range
Empire Mfg. Co., London, Ont.

Bolts, Panic
Wm. Newman & Sons, Birmingham, Eng.

Bone Grinders
Toronto Lock Mfg. Co., Toronto.

Boxes, Wood
Canadian Wood Products Co., Toronto, Can.

Boot Calks and Tools
Steel Co. of Canada, Ltd., Hamilton.

Boring Bars
Pratt & Whitney Co., Ltd., Dundas.

Box Opening Tools
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Bale Ties
Beauchamp, J. E., Montreal.
Laidlaw Bale Tie Co., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

Bale Tie Buckles
J. N. Warminton & Co., Montreal, Que.

Barbed Wire
Banwell, Hoxie Wire Fence Co., Ltd., Hamilton.

Baskets
Walter Woods & Co., Hamilton.

Barn Door Hangers
Canada Steel Goods Co., Hamilton.
National Mfg. Co., Sterling, Ill.
Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Guelph, Ont.

Barrel Stands
Wakyte Mfg. Co., Winnipeg.

Balers, Steel
Climax Baler Co., Hamilton.
Spielmann Agencies, Montreal.

Bit, Braces
Caverhill, Learmont & Co., Montreal.
Russell, Jennings Mfg. Co., Chester, Conn.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Brackets, Shelf
Canada Steel Goods Co., Hamilton.
The Stanley Works, New Britain.

Box Strapping
J. E. Beauchamp & Co., Montreal.
The Stanley Works, New Britain, Conn.
J. N. Warminton & Co., Montreal, Que.

Blasting Supplies
Dupont Powder Co., Wilmington, Del.

Butter Molds
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Walter Woods & Co., Hamilton, Can.

Butter Workers
Beatty Bros., Ltd., Fergus, Ont.

Butts and Hinges
Canada Foundries & Forgings, Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Caverhill, Learmont & Co., Montreal.
Chicago Spring Butt Co., Chicago, Ill.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.

Burrs
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton.
Parmenter & Bullock, Gananoque.

Bread and Cake Makers
Thos. Davidson Mfg. Co., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.

Breast Drills
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.

Brushes and Brooms
Boeckh Bros. Co., Ltd., Toronto.
Meakins & Sons, Ltd., Hamilton.
Megantic Broom Co., Lake Megantic, Que.
T. S. Simms & Co., Ltd., St. John.
Walter Woods & Co., Hamilton.

Bits, Auger
Caverhill, Learmont & Co., Montreal.
Russell, Jennings Mfg. Co., Chester, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.
Wilkinson & Kompass, Hamilton.
Scythes, Ltd., Toronto.

Bits, Forstner
Progressive Mfg. Co., Torrington, Conn.

Bicycles
A. E. Bregent & Co., Montreal, Que.
Canada Cycle & Motor Co., Toronto.
Hyslop Bros., Ltd., Toronto.
Iver Johnson Arms & Cycle Works, Ltd., Fitchburg, Mass.

Canada Cycle & Motor Co., Ltd., Weston, Ont.

Builders' Hardware
J. Brais & Co., Cleveland, Ohio.
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Canada Steel Goods Co., Hamilton.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
National Hardware Co., Orillia, Ont.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.
Stratford Brass Co., Ltd., Stratford, Ont.
Toronto Lock Mfg. Co., Toronto.

Cabinet Hardware
Stratford Brass Co., Ltd., Stratford, Ont.

Calipers and Dividers
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Cans
A. R. Whittall Can Co., Montreal, Que.

Cans, Gasoline, Oil
Cannon Oiler Co., Keithsburg, Ill.

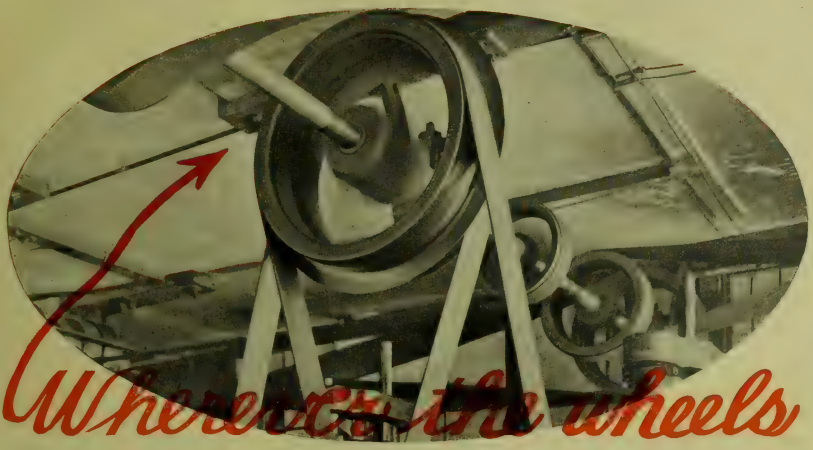
Canoes
Canadian Canoe Co., Peterboro, Ont.

Carriage Hardware
Stratford Brass Co., Ltd., Stratford, Ont.

Cartridges
Dominion Cartridge Co., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.

Cash Carriers
Gipe-Hazard Store Service Co., Tweedie.

Casters
Faultless Caster Co., Evansville, Ind.
Canada Foundries & Forgings, Ltd., Brockville, Ont.



Where the wheels of Industry turn

Go into the best shops and factories in the Dominion of Canada and there you will see shafting and machinery running smoothly without friction because the bearings are protected by—

Harris Heavy Pressure Babbitt Metal

This "Metal without a Fault" is giving excellent service for General Machinery Bearings. Agents are enthusiastically boosting it because they find that where it gets the opportunity to demonstrate its good qualities it always makes firm friends and constantly repeating orders.

Order from our nearest factory. We solicit enquiries from abroad.

OUR SPECIALITIES
BABBITT, SOLDER, LEAD PIPE, SHEET LEAD
AND
ALL INGOT METALS

The Canada Metal Co., Limited

TORONTO, CANADA

HAMILTON MONTREAL WINNIPEG VANCOUVER

THE BUYERS' GUIDE

Carpet Sweepers
Bissell Carpet Sweeper Co., Niagara Falls, Ont.
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Walter Woods & Co., Hamilton.

Chains, Coil, Boom, Hammock, Tether, Dog, Halter, Cow, Breast, Trace, Tire
McKinnon Chain Co., St. Catharines, Ont.
Reeder-Weekes Mfg. Co., Ltd., Hamilton, Ont.

Cable Carriers
Gipe-Hazard Store Service Co., Toronto

Cement, Roofing
Geo. W. Reed & Co., Ltd., Montreal, Que.

Chisels, Cape, Cold, etc.
Brown-Boggs Co., Ltd., Hamilton.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
Buck Bros., Millbury, Mass.
Stanley Rule & Level Co., New Britain, Conn.
National Machinery & Supply Co., Hamilton.

Checking Floor Hinges
Chicago Spring Butt Co., Chicago, Ill.
Toronto Lock Mfg. Co., Toronto.

Chemical Closets
Wakyte Mfg. Co., Winnipeg, Man.

Chemical Specialties
Vol-Peek Mfg. Co., Montreal.

Chucks, Tap
Wells Bros. of Canada, Galt.

Churns, Hand and Power
Beatty Bros., Ltd., Fergus.
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Dowswell, Lees Co., Hamilton.
Faultless Caster Co., Evansville, Ind.
Landers, Frary & Clark, New Britain, Conn.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
Reliable Churn Co., Toronto, Can.
Walter Woods & Co., Hamilton.

Clocks
Western Clock Co., La Salle, Ill.

Clothes Racks
Walter Woods & Co., Hamilton.

Clamps
Can. Foundries & Forgings, Ltd., Brockville, Ont

Clippers
American Shearer Mfg. Co., Nashan, N.H.
Chicago Flexible Shaft Co., Chicago, Ill.

Closet Seats
Can. Foundries & Forgings, Ltd., Brockville, Ont

Clothes Dryers
Dowswell, Lees Co., Ltd., Hamilton, Can.

C
Canadian Woodenware Co., St. Thomas, Ont.

Coffee Percolators and Urns
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Landers, Frary & Clark, New Britain, Conn.

Corrugated Fasteners
J. E. Beauchamp, Montreal.
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

Collar Pads
American Pad & Textile Co., Chatham.

Cotton Gloves
American Pad & Textile Co., Chatham.

Coal Chutes
Toronto Lock Mfg. Co., Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Coal Hods
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

Cobblers' Sets
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Cookers, Steam
Louis McLain Co., Ltd., Winnipeg, Man.

Cookers, Fireless
Royal Fireless Cooker Co., Ottawa, Ont.

Concrete, Reinforcing Steel
Baines & Peckover, Toronto.

Conductor Pipe, Hooks, etc.
Metallic Roofing Co., Toronto and Winnipeg.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Winnipeg Ceiling & Roofing Co., Winnipeg.
Wheeler & Bain, Toronto.
Empire Mfg. Co., London, Ont.

Coping Saws
Thos. Birkett & Son Co., Ltd., Ottawa.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Cordage
Brantford Cordage Co., Brantford, Ont.
Consumers Cordage Co., Montreal.
Plymouth Cordage Co., Toronto.

Cooking Ware
Corning Glass Works, Corning, N.Y.

Crowbars
R. J. Coghlin & Co., Montreal.

Cultivators
J. E. Gilson Mfg. Co., Port Washington, Ill.
C. S. Norcross & Sons, Bushnell, Ill.

Cutlery
Bridgeport Hdwe. Mfg. Co., Bridgeport, Conn.
Geo. Butler & Co., Ltd., Sheffield, Eng.
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
James Hutton & Co., Montreal.
Canadian Wm. A. Rogers, Ltd., Toronto.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
Lewis Bros. Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Wm. Rogers Mfg. Co., Niagara Falls, Ont.
J. Wiss & Sons.

Cutters
Butterfield & Co., Inc., Rock Island, Que.
Trimont Mfg. Co., Roxbury (Boston, Mass.).

Cuspidors
Thos. Davidson Mfg. Co., Ltd., Montreal.

Dairy Pails
Thos. Davidson Mfg. Co., Ltd., Montreal.

Dampers, Stove Pipe
Canada Foundries & Forgings, Brockville.

Dampers, Fire Place
Toronto Lock Mfg. Co., Toronto.

Desks, School
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Dies, Stocks, Etc.
Butterfield & Co., Rock Island, Que.
Canadian Fairbanks-Morse Co., Montreal.
Pratt & Whitney Co., Ltd., Dundas, Ont.
Wells Bros. Co. of Canada, Galt.

Dish Washers
Home Helps Sales Co., Montreal.

Display Racks and Stands
Cameron & Cameron, Toronto.
National Mfg. Co., Sterling, Ill.

Doors, Metal
Metallic Roofing Co., Toronto and Winnipeg.

Doors, Screen
Kent Skreene Dore Co., Toronto.

Door Bolts
Canada Steel Goods Co., Hamilton, Can.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.
Toronto Lock Mfg. Co., Toronto.

Door Checks
Canadian Yale & Towne, St. Catharines.
G. W. Mallory Co., Blenheim, Ont.
Wm. Newman & Sons, Birmingham, Eng.
Toronto Lock Mfg. Co., Toronto.

Door Hangers
Canada Steel Goods Co., Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.
National Mfg. Co., Sterling, Ill.
Toronto Lock Mfg. Co., Toronto.

Door Springs
Jas. Carland & Son, Ltd., Birmingham, Eng.
G. W. Mallory, Blenheim, Ont.
Wm. Newman & Sons, Birmingham, Eng.

Door Pulls
Stratford Brass Co., Ltd., Stratford, Ont.

Draining Tools
Canadian Shovel & Tool Co., Hamilton, Can.

Drills, Breast
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.

Drill Chucks
Goodell-Pratt Co., Greenfield, Mass.

Drills, Blacksmiths'
Canada Foundries & Forgings, Brockville.

Drills
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Butterfield & Co., Inc., Rock Island, Que.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.
Wilkinson & Kompass, Hamilton, Ont.

Dry Colors
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
Ottawa Paint Works, Ottawa.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.
Martin-Senour Co., Ltd., Montreal.
McArthur Irwin, Montreal.

Dusters
Channell Chemical Co., Toronto.

Dynamite
Du Pont American Industries, Wilmington, Del.

Dry Cells
Canada Dry Cells, Ltd., Winnipeg.
Canadian National Carbon Co., Toronto.
Canadian H. W. Johns-Manville Co., Toronto.
Canadian General Electric Co., Ltd., Toronto.
Dominion Battery Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Spielmann Agencies, Ltd., Montreal, Que.

Eavetrough
Metallic Roofing Co., Toronto and Winnipeg.
Pedlar People, Limited, Oshawa.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Toronto Lock Mfg. Co., Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Egg Beaters
Louis McLain Co., Ltd., Winnipeg, Man.
Collette Mfg. Co., Collingwood.

Egg Cases
Walter Woods & Co., Hamilton.

Ejectors and Syphons
Jas. Morrison Brass Mfg. Co., Toronto.

Elbows
Thos. Davidson Mfg. Co., Ltd., Montreal.
Pedlar People, Ltd., Oshawa, Ont.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Electric Bells
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Electric Fans
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.
A. C. Gilbert Co., New Haven, Conn.

Electric Fixtures
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.
Tallman Brass & Metal Co., Hamilton.

Electric Grates
Great West Electric Co., Ltd., Winnipeg, Man
Toronto Lock Mfg. Co., Toronto.

Electric Plates
Louis McLain Co., Ltd., Winnipeg, Man.

Electric Specialties
Benjamin Electric Co., Toronto.
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
Dominion Battery Co., Ltd., Toronto, Ont.
Factory Products Co., Toronto.
A. C. Gilbert Co., New Haven, Conn.
Great West Electric Co., Ltd., Winnipeg, Man
Interstate Electric Novelty Co., Toronto.
Landers, Frary & Clark, New Britain, Conn.
National Electric Heating Co., Toronto.
Northern Electric Co., Ltd., Montreal.
Spielmann Agencies, Ltd., Montreal, Que.

Electrical Toys
A. C. Gilbert Co., New Haven, Conn.

Electro-plating
Toronto Lock Mfg. Co., Toronto.

Enamels
Boston Varnish Co., Everett Station, Boston, Mass.

Enamelled Ware
McClary Mfg. Co., London, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
E. T. Wright Co., Hamilton, Can.

Engines
Cushman Motor Works, Ltd., Winnipeg, Man.

Emery Glass and Papers
John Oakey & Sons, London, Eng.

Eveners
Gregg Mfg. Co., Ltd., Winnipeg, Man.
D. Auckland & Son, Ltd., Winnipeg, Man.

Expansion Tanks
Pease Foundry Co., Ltd., Toronto.

Explosives
Du Pont Powder Co., Wilmington, Del.

Escutcheon Pins
Parmenter & Bulloch Co., Ltd., Gananoque, Ont.

Extinguishers, Fire
Booth-Coulter Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man
Northern Electric Co., Montreal.

Fanlight Openers
Jas. Cartland & Son, Ltd., Birmingham, Eng.

Fanning Mills
Cushman Motor Works, Ltd., Winnipeg, Man.

Fasteners, Storm, Sash and Screen
National Mfg. Co., Sterling, Ill.
Stratford Brass Co., Ltd., Stratford, Ont.
The Stanley Works, New Britain, Conn.

Farm Lighting Outfits
Canadian General Electric Co., Ltd., Toronto.
Northern Electric Co., Montreal.

Faucets, Petroleum
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Feed Boxes
Canada Foundries & Forgings, Brockville.
Toronto Lock Mfg. Co., Toronto.

Feed Cookers
Wheeler & Bain, Toronto.
James Bros. Co., Perth.

Fencing and Gates
Banwell-Hoxie Wire Fence Co., Hamilton.
McGregor-Banwell Fence Co., Ltd., Walkerville.
Standard Tube & Fence Co., Woodstock.
Steel Co. of Canada, Ltd., Hamilton.

Ferrules, Brass, Iron and Lead
Empire Mfg. Co., London, Ont.

Fibre Ware
E. B. Eddy Co., Hull, Que.

Files
E. C. Atkins Co., Hamilton, Can.
G. & H. Barnett Co., Philadelphia.
Can. B. K. Morton Co., Montreal, Toronto.
Delta File Works, Philadelphia.
Henry Disston & Sons, Ltd., Philadelphia, Pa
Nicholson File Co., Port Hope, Ont.
Plewes, Ltd., Winnipeg.
Port Hope File Mfg. Co., Port Hope, Ont.
Simonds Canada Saw Co., Montreal.
Wilkinson & Kompass, Hamilton.

Fillers
Boston Varnish Co., Everett Station, Boston, Mass.

Fire Arms
Colts Patent Fire Arms Mfg. Co., Hartford, Conn.
Johnson Iver Arms & Cycle Works, Fitchburg Mass.

Fire Door Fittings
Taylor-Forbes Co., Guelph, Ont.
Toronto Lock Mfg. Co., Toronto.

Fire Department Supplies
Booth-Coulter Co., Toronto.
Canadian Consolidated Rubber Co., Montreal.
Dunlop Tire & Rubber Co., Toronto, Can.
Gutta Percha & Rubber, Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
Northern Electric Co., Montreal.

NUMBER ONE

IN 1896, Wilbur Wright and Orville Wright of Dayton, Ohio, decided to abandon several small business enterprises in which they were interested and concentrate their entire force and inventive genius on the perfection of a flying machine. Up to the time they entered the field no one had ever studied the subject with such scientific skill or such undaunted courage.

The Wright Brothers were masters in all their work. After years of concentration they gave to humanity a gift which ranks in importance with the noblest achievements the world has ever known.

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CONCENTRATION

The same principle of concentration, which enabled the Wright Brothers to perfect their Airplane, has enabled us to create the Victor Hack Saw Blade—which is recognized everywhere as the last word in Hack Saw Economy.

For twelve years we have focused all our force on the perfection of this one tool—the Victor Hack Saw. We have centered our powers on making exhaustive experiments and on the development of new processes.

Logic told us that by concentrating all our energies on one tool, we were more likely to produce a Hack Saw Blade which would excel all others, than if we tried to perfect a dozen or a hundred different tools.

As a result of this concentration, we have created the most enduring and efficient Hack Saw Blade known to science. There is nothing vague about the economy of the Victor Hack Saw Blade. It has been proven.

VICTOR SAW WORKS, Ltd.
HAMILTON, CANADA

VICTOR HACK SAWS Get a Box and Try One

If interested, tear out this page and keep with letters to be answered.

THE BUYERS' GUIDE

Furnaces
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Flashlights, Electric
Canadian General Electric Co., Ltd., Toronto
Canadian National Carbon Co., Toronto.
Canada Dry Cells, Ltd., Winnipeg.
Dominion Battery Co., Ltd., Toronto, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
Metal Specialties Mfg. Co., Chicago.
Northern Electric Co., Montreal.
Spielmann Agencies, Montreal.

Flatware
Canadian Wm. A. Rogers, Toronto.
Oneida Community, Ltd., Oneida, N.Y.

Food Choppers
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Merchants Hardware Specialties, Ltd., Calgary, Alta.

Force Cups
Canadian Consolidated Rubber Co., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Funnels
Thos. Davidson Mfg. Co., Ltd., Montreal.

Fixtures, Store
Milbradt Mfg. Co., St. Louis, Mo.

Furnaces
Canada Foundries & Forgings, Brockville.
Enterprise Mfg. Co., Sackville, N.B.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.
Hall Zryd Foundry Co., Ltd., Hespeler, Ont.
Merchants Hardware Specialties, Ltd., Calgary, Alta.

Fruit Jars
Dominion Glass Co., Ltd., Montreal.
Walter Woods & Co., Hamilton.

Furniture Polish
Canada Paint Co., Montreal.
Sherwin-Williams Co., Montreal.
Channell Chemical Co., Toronto.

Fuse Wire
Canada Metal Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Floor Stands
Jenkins Bros., Ltd., Montreal.

Floor Checks, Single or Double
Chicago Spring Butt Co., Chicago, Ill.
Toronto Lock Mfg. Co., Toronto.

Flint Cloths
John Oakey & Sons, London, Eng.

Galvanized Steel Sheets
Dominion Sheet Metal Co., Ltd., Hamilton.
A. C. Leslie & Co., Montreal
Pedlar People Ltd., Oshawa, Ont.
Wheeler & Bain, Toronto
Winnipeg Ceiling & Roofing Co., Winnipeg.

Garden Cultivators and Weeders
J. E. Gilson Co., Port Washington, Wis.
C. S. Norcross & Sons, Bushnell, Ill.
Erie Iron Works, St. Thomas, Ont.
Eureka Planter Co., Woodstock.

Garner Hardware
Allith Mfg. Co., Hamilton, Can.
Canada Steel Goods Co., Hamilton, Can.
National Mfg. Co., Sterling, Ill.
Richards Wilcox Canadian Co., London, Ont.
The Stanley Works, New Britain, Conn.

Garbage Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.
J. Samuels, Toronto.
Soren Bros., Toronto.

Galvanized Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.

Galvanizing
Thos. Davidson Mfg. Co., Ltd., Montreal.
Toronto Lock Mfg. Co., Toronto.

Galvanized Iron Cornices
Metallic Roofing Co., Toronto and Winnipeg.
Pedlar People Ltd., Oshawa, Ont.

Galvanized Pipe
Canada Metal Co., Ltd., Toronto.

Generators
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Glass Jars
Dominion Glass Co., Ltd., Montreal.

Gas Water Heaters
Empire Mfg. Co., London and Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.

Gasoline
Imperial Oil Co., Toronto.
Prairie City Oil Co., Winnipeg.

Gauges
L. S. Starrett Co., Athol, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Wells Bros. Co. of Canada, Galt.
Canadian Fairbanks-Morse Co., Ltd., Montreal.

Glassware
Leeks & Potts, Hamilton, Ont.

Glass, Window, Plate, Ornamental
Leeks & Potts, Hamilton, Can.
Toronto Plate Glass Importing Co., Toronto.
G. F. Stephens Co., Winnipeg.

Glue, Sheet and Ground
Canada Glue Co., Brantford, Ont.
R. C. Jamieson & Co., Montreal.
A. Ramsay & Son Co., Montreal.

Glass Cutters
Goodell-Pratt Co., Greenfield, Mass.

Glass Benders
Toronto Plate Glass Importing Co., Toronto.

Glaziers' Diamonds
Cushman Motor Works, Ltd., Winnipeg, Man.
A. Ramsay, Son & Co., Montreal, Que.
Sharrett & Newth, London, Eng.
A. Shaw & Son, London, Eng.

Gloves
Hamilton-Carhartt Co., Toronto.

Granaries, Portable, Metallic
Pedlar People Ltd., Oshawa, Ont.
Metallic Roofing Co., Toronto and Winnipeg.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Greases
Prairie City Oil Co., Ltd., Winnipeg, Man.

Grinders, Hand and Power
American Grinder Mfg. Co., Milwaukee, Wis.
The Carborundum Co., Niagara Falls, N.Y.
Merchants Hardware Specialties, Ltd., Calgary, Alta.

Grindstones
The Carborundum Co., Niagara Falls, N.Y.
Cleveland Stone Co., Cleveland, Ohio.

Grindstone Fixtures
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Grinding Wheels
American Grinder Mfg. Co., Milwaukee, Wis.
The Carborundum Co., Niagara Falls, N.Y.

Guns
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.
Harrington & Richardson Arms Co., Worcester, Mass.
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.

Gunsights
Marble Arms & Mfg. Co., Gladstone, Mich.

Hack Saws
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.
National Machinery & Supply Co., Hamilton.
Victor Saw Works, Ltd., Hamilton, Ont.

Hack Saw Blades
Diamond Saw & Stamping Wks., Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Henry Disston & Sons, Ltd., Toronto.
Victor Saw Works, Ltd., Hamilton, Ont.

Hack Saw Frames
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Henry Disston & Sons, Ltd., Toronto.
Goodell-Pratt Co., Greenfield, Mass.
National Machinery & Supply Co., Hamilton.
L. S. Starrett Co., Athol, Mass.

Hack Saw Machines
Diamond Saw & Stamping Wks., Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Victor Saw Works, Hamilton.

Halters
G. L. Griffith Son, Stratford, Ont.
Johnson Halter Co., Sarnia, Ont.
E. R. Kinsead, Winnipeg, Man.

Hammers
Canada Foundries & Forgings, Brockville.
Stanley Rule & Level Co., New Britain, Conn.

Hammocks
Galt Robe Co., Galt, Ont.

Hand Drills
Goodell-Pratt Co., Greenfield, Mass.

Handles
J. H. Steel Mfg. Co., St. Thomas, Ont.

Hand Pulls
North Bros. Mfg. Co., Philadelphia, Pa.

Hangers, Door
Allith Mfg. Co., Hamilton, Can.
Beatty Bros., Ltd., Fergus.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton, Can.
Cushman Motor Work, Ltd., Winnipeg, Man.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
National Machinery & Supply Co., Hamilton.
National Mfg. Co., Sterling Ill.
F. E. Myers & Bro., Ashland, Ohio.
The Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Guelph, Ont.
Toronto Lock Mfg. Co., Toronto.

Hangers, Door and Track
Allith Mfg. Co., Hamilton, Can.
Beatty Bros., Fergus, Ont.
Canada Steel Goods Co., Hamilton.
Cushman Motor Work, Ltd., Winnipeg, Man.
National Mfg. Co., Sterling Ill.

Hooks, Hat and Coat
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Hangers, Storm, Sash and Screen
National Mfg. Co., Sterling Ill.
The Stanley Works, New Britain, Conn.

Hand Taps
Wells Bros. Co. of Canada, Galt.

Handscrews
National Machinery & Supply Co., Hamilton.

Harness
Samuel Trees & Co., Toronto.

Hardware Specialties
Belleville Hardware Mfg. Co., Belleville, Ont.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Lyons & Marks, Toronto.
Lewis McLain Co., Ltd., Winnipeg, Man.
Metal Specialties Mfg. Co., Chicago, Ill.
National Mfg. Co., Sterling Ill.
Stratford Brass Co., Ltd., Stratford, Ont.
Taylor-Forbes Co., Guelph, Ont.
Toronto Lock Mfg. Co., Toronto.

Duluth Show Case Co., Duluth, Minn.

Hardware Shelving
Duluth Show Case Co., Duluth, Minn.

Hardware Store Fittings
Stratford Brass Co., Ltd., Stratford, Ont.

Hatchets
Canada Foundries & Forgings, Ltd., Brockville, Ont.
Marble Arms & Mfg. Co., Gladstone, Mich.

Hasps
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton.
National Mfg. Co., Sterling Ill.

Headlights, Auto
Canadian Lamp & Stamping Co., Ford, Ont.

Heaters
Beauchamp, J. E., Montreal.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.

Hinges, Strap and Tee
Canada Steel Goods Co., Hamilton, Can.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
National Mfg. Co., Sterling, Ill.

Hinges, Adjustable Ball
Toronto Lock Mfg. Co., Toronto.

Hockey Sticks
J. H. Still Mfg. Co., St. Thomas.
St. Mary's Wood Specialty Co., St. Mary's, Ont.

Hoes
Ward & Payne, Sheffield, Eng.

Hoists
Manitoba Bridge & Iron Works, Ltd., Winnipeg.

Hones
American Hone Co., Winnipeg, Man.

Horse Singers
Collins Mfg. Co., Toronto.

Hones, Razor
The Carborundum Co., Niagara Falls, N.Y.

Horse Covers, Rubber
Canadian Consolidated Rubber Co., Montreal.

Horse Nails
C. Kloepper, Limited, Toronto, Ont.

Horse Shoes
D. Ackland & Son, Winnipeg.
C. Kloepper, Limited, Toronto, Ont.
Steel Co. of Canada, Ltd., Hamilton.
Wilkinson & Kompass, Hamilton.

Hose, Fittings and Supplies
Canadian Consolidated Rubber Co., Montreal.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Empire Mfg. Co., London, Ont.
Lewis Bros., Ltd., Montreal.
Jas. Morrison Brass Mfg. Co., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Hollow Ware
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Ice Scrapers
James Bros. Co., Perth, Ont.

Ice Cream Freezers
Wm. Crane & Sons Co., Ltd., Newmarket, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.

Implement Repairs
D. Ackland & Son, Ltd., Winnipeg.

Incubators
Colliss Mfg. Co., Toronto.
Cushman Motor Works, Ltd., Winnipeg, Man.

Indicators, Speed
H. Disston & Son, Ltd., Toronto.
L. S. Starrett Co., Athol, Mass.

Injectors, Automatic
Jas. Morrison Brass Mfg. Co., Toronto.

Instruments of Precision
L. S. Starrett Co., Athol, Mass.

Iron Enamels
Boston Varnish Co., Everett Station, Boston, Mass.

Iron Boards
J. E. Beauchamp & Co., Montreal.

Iron, Corrugated
Baines & Peckover, Toronto.
Canada Metal Co., Toronto.
Metallic Roofing Co., Toronto and Winnipeg.

Iron Handles
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Iron and Steel Bars
Baines & Peckover, Toronto.
Thos. Birkett & Son Co., Ltd., Ottawa.
Can. Rolling Mills Co., Ltd., Montreal, Que.
Caverhill, Learmont & Co., Montreal.
Dominion Iron & Steel Co., Sydney, N.S.
A. C. Leslie & Co., Ltd., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
Lewis Bros., Ltd., Montreal.
London Rolling Mills, London, Ont.
Manitoba Bridge & Iron Works, Winnipeg, Man.
Nova Scotia Steel Co., New Glasgow, N.S.
Toronto Lock Mfg. Co., Toronto.

Iron and Steel, Structural
Baines & Peckover, Toronto.

Irons
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Irons, Gas and Gasoline
Merchants Hardware Specialties, Ltd., Calgary, Alta.
National Stamping & Electric Works, Chicago.
Royal Iron Mfg. Co., Big Prairie, Ohio.

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THE BUYERS' GUIDE

Jack Planes
National Machinery & Supply Co., Hamilton.

Jack Screws
Canada Foundries & Forgings, Brockville, Ont.

Japans
Boston Varnish Co., Everett Station, Boston, Mass.

Kettles
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Keyhole Saws
Bridgeport Hardware Co., Bridgeport, Conn.

Kitchen Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.

Kitchen Ware, Transparent
Corning Glass Works. Corning, N.Y.

Knife Sharpeners
J. E. Beauchamp & Co., Montreal.

Knives, Pocket and Table
Geo. Butler & Co., Ltd., Sheffield, Eng.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
James Hutton & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Merchants Hardware Specialties, Ltd., Calgary, Alta.

Knives, Sportsmen's
Marble Arms & Mfg. Co., Gladstone, Mich.

Knives, Putty
Bridgeport Hardware Co., Bridgeport, Conn.

Ladders, Step, Extention, Store, etc.
Beatty Bros., Ltd., Fergus, Ont.
John Calander Mfg. Co., St. Paul, Minn.
Milbradt Mfg. Co., St. Louis, Mo.
Evan L. Reed Mfg. Co., Sterling, Ill.

Lath, Metallic
Baines & Peckover, Toronto.
Metallic Roofing Co., Toronto and Winnipeg.

Lamps, Nitrogen and Tungsten
Basters Jackson Co., Toronto.
The Canadian Laco-Philips Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Churton & Taylor, Toronto.

Lamp Black
L. Martin Co., New York, N.Y.
A. Ramsay & Son Co., Montreal.
Witkes-Martin-Wilckes Co., New York.

Lamp Chimneys
Walter Woods & Co., Hamilton.

Lamp Coloring and Frosting
Great West Electric Co., Ltd., Winnipeg, Man.
Spielmann Agencies, Ltd., Montreal.

Lamps, Bicycle and Automhobile
Dominion Battery Co., Ltd., Toronto, Ont.

Lamps, Laaterns, Electric, Hand
Canadian General Electric Co., Toronto.
Canadian National Carbon Co., Toronto.
Dominion Battery Co., Toronto.
Interstate Electric Novelty Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Spielmann Agencies, Montreal.

Lamps, Tungsten
Canadian Laco-Philips Co., Toronto.
Canadian Tungsten Lamp Co., Hamilton, Ont.

Lamps, Nitrogen
Canadian Laco-Philips Co., Toronto.
Canadian Tungsten Lamp Co., Ltd., Hamilton, Toronto, Montreal, Winnipeg.

Lamps and Lanterns, Gasoline and Kerosene
National Stamping & Electric Works, Chicago, Ill.
Powerlight Co., Winnipeg, Man.

Lanterns, Oil
Thos. Davidson Mfg. Co., Montreal.
Ontario Lantern & Lamp Co., Hamilton, Ont.
Schultz Mfg. Co., Hamilton, Can.
E. T. Wright Co., Hamilton, Ont.

Latches
Can. Foundries & Forgings, Ltd., Brockville, Ont.
National Mfg. Co., Sterling, Ill.

Laundry Tubs, Iron, Plate, Cement
Empire Mfg. Co., London, Ont.

Lawn Swings
J. E. Beauchamp & Co., Montreal.

Lawn Mowers
Canada Foundries & Forgings, Ltd., Brockville, Ont.
Clipper Lawn Mower Co., Dixon, Ill.
Milbradt Mfg. Co., Sterling, Ill.
Taylor-Forbes Co., Guelph, Ont.
S. P. Townsend & Co., Orange, N.J.

Lead, Black
John Oakey & Sons, London, Eng.

Leather Belting and Soles
Beardmore & Co., Toronto.

Lead, Sheets and Pipe
Canada Metal Co., Toronto.
Empire Mfg. Co., London, Ont.
Hoyt Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

Lead Traps and Bends
Canada Metal Co., Toronto.
Empire Mfg. Co., London and Toronto.
Hoyt Metal Co., Toronto.

Lace Leather
Wm. Taylor, Parry Sound, Ont.

Lead Washers
Canada Metal Co., Ltd., Toronto.

Lens
McKee Glass Co., Buffalo, N.Y.
Stoplare Co., Hamilton, Can.

Levels
H. Disston & Sons, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

Level Glasses
Stanley Rule & Level Co., New Britain, Conn.

Lines, Wire, Clothes
Walter Woods & Co., Hamilton.
Western Wire & Nail Co., London.

Linoleum Finishes
Boston Varnish Co., Everett Station, Boston, Mass.

Linseed Oil
Brandram-Henderson, Montreal.
Dominion Linseed Oil Co., Baden and Toronto.
R. C. Jamieson & Co., Ltd., Montreal.
Prairie City Oil Co., Winnipeg, Man.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Ltd., Montreal.

Lumber Tools
Canadian Warren Axe & Tool Co., St. Catharines, Ont.
Thos. Pink & Co., Pembroke, Ont.

Mantles, Gas
Hamilton Gas Mantle Co., Hamilton, Can.

Marine Brass Work
Empire Mfg. Co., London, Ont.

Matches
E. B. Eddy Co., Hull, Que.

Mauls
Can. Foundries & Forgings, Ltd., Brockville, Ont

Meat Choppers
Landers, Frary & Clark, New Britain, Conn.

Metal Boxes and Drawers
Cameron & Campbell, Toronto.

Metals, Expanded
Baines & Peckover, Toronto, Ont.

Metals, Expanded, Ingot, Sheet, Tubes, etc.
Atlas Metals & Alloys Co., Montreal.
Baines & Peckover, Toronto.
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
Tallman Brass & Metal Co., Hamilton, Can.
A. C. Leslie & Co., Montreal.
Empire Mfg. Co., London, Ont.

Metallic, Ceilings, Walls, Roofing, Skylights.

Siding, Cornices, Ventilators, Valley Windows. Doors, etc.
Metallic Roofing Co., Toronto.
Pedlar People, Oshawa, Ont.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Menders, Utensils
Collette Mfg. Co., Collingwood.
H. Nagle Co., Montreal.

Meters
Canadian General Electric Co., Toronto.

Menders, Graniteware, Pot and Pan
Vol-Peek Mfg. Co., Montreal.

Micrometers
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.
Canadian Fairbanks-Morse Co., Ltd., Montreal.

Milling Cutters
Pratt & Whitney Co., Ltd., Dundas.

Milk Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.

Mirrors
Leeks & Potts, Ltd., Hamilton, Ont.
Toronto Plate Glass Importing Co., Toronto.

Mitre Boxes
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Mitre Box Saws
H. Disston & Sons, Ltd., Toronto.

Molasses Gates
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Mops
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Motor Trucks
Ford Motor Co., Ford Ont.

Motors
Canadian General Electric Co., Ltd., Toronto.

Motor Cycles
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.

Motor Generators
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal.

Nails, Wire
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Colonial Wire Mfg. Co., Ltd., Montreal.
H. S. Howland, Sons & Co., Toronto.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Lewis Bros., Ltd., Montreal.
Steel Co. of Canada, Ltd., Hamilton, Ont.
Parmenter & Bullock, Gananoque, Ont.
Western Wire & Nail Co., London.

Nail Pullers
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn

Nails, Horse Shoe
Steel Co. of Canada, Ltd., Hamilton, Ont.

Neckyokes
Gregg Mfg. Co., Ltd., Winnipeg, Man.

Oil Cans
Cannon Oiler Co., Keithsburg, Ill.

Oil Cake and Meal
Dominion Linseed Oil Co., Toronto.

Oil, Coal
Imperial Oil Co., Toronto.

Oils, Cylinder
Prairie City Oil Co., Winnipeg, Man.

Oil Hole Covers
Canadian Winkley Co., Windsor.

Oil, Motor, Road, Harness, Neatsfoot, Separator and gas Engine
Prairie City Oil Co., Ltd., Winnipeg, Man.

Oil Stoves
Thos. Davidson Mfg. Co., Ltd., Montreal.

Oil Tanks and Pumps
S. F. Bowser & Co., Inc., Toronto, Can.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Oilers
Cannon Oiler Co., Keithsburg, Ill.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Orange Derinders
J. E. Beauchamp & Co., Montreal.

Ornamental Tile Roofings
Metallic Roofing Co., Toronto and Winnipeg.

Ornaments, Pressed Zinc
Metallic Roofing Co., Toronto and Winnipeg.

Ornamental Fence
Banwell Hoxie Wire Fence Co., Ltd., Hamilton.
McGregor, Banwell Fence Co., Ltd., Walkerville.

Ornamental Gates
McGregor, Banwell Fence Co., Ltd., Walkerville.

Packings
Consumers Cordage Co., Montreal.
Jenkins Bros., Ltd., Montreal.
Scythes, Ltd., Toronto.

Paint, Ready Mixed, Barn, Roof, Flat Wall, Concrete, Floor, Cement, Aluminum, Marine
Brandram-Henderson, Ltd., Montreal.
Canada Paint Co., Montreal.
R. C. Jamieson & Co., Montreal.
Imperial Varnish & Color Co., Toronto.
Lowe Bros, Ltd., Toronto.
Martin-Senour Co., Montreal.
McArthur Irwin, Ltd.
The Ottawa Paint Works, Ottawa.
A. Ramsay & Son Co., Montreal.
Sanderson, Pearcy Co., Ltd., Toronto.
Standard Paint & Varnish Co., Ltd., Windsor, Ont.
Sherwin-Williams Co., Montreal.
G. F. Stephens Co., Winnipeg.
Benjamin Moore & Co., Toronto.

Paint Brushes
Boeckh Bros., Toronto.
Meakins & Sons, Hamilton.
T. S. Simms & Co., St. John, N.B.

Paint and Varnish Remover
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Martin-Senour Co., Ltd., Montreal.
Sherwin-Williams Co., Montreal.
A. Ramsay & Son Co., Montreal.

Paper Balers
Climax Baler Co., Hamilton.
Spielmann Agencies, Montreal.

Parcel Carriers
Gipe-Hazard Store Service Co., Montreal.

Paris Green
Canada Paint Co., Montreal.
McArthur Irwin, Montreal.
Sherwin-Williams Co., Montreal.

Paper Bags
Walter Woods & Co., Hamilton.

Paper, Wrapping
Walter Woods & Co., Hamilton.

Packing Rubber
Canadian Consolidated Rubber Co., Montreal.
Dunlop Tire & Rubber Co., Toronto.
Gutta Percha & Rubber Co., Ltd., Toronto.

Pads
D. Ackland & Sons, Winnipeg.

Pads for Horses
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto.

Pails
Thos. Davidson Mfg. Co., Ltd., Montreal.
Soren Bros., Toronto.

Pails, Wooden
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Perforated Sheet Metals
B. Greening Wire Co., Ltd., Hamilton.

Percolators, Coffee
Canadian General Eletric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Landers, Frary & Clark, New Britain, Conn.
Northern Electric Co., Ltd., Montreal.

Pick Handles
J. H. Sill Mfg. Co., St. Thomas, Ont.

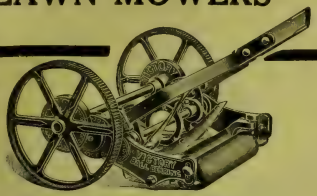
Pickling Machines
Cushman Motor Works, Ltd., Winnipeg, Man.

Pistols
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.

Phosphor Tin and Copper
Canada Metal Co., Ltd., Toronto.

Phonographs
Canadian Phonograph & Sapphire Disc Co., Winnipeg, Man.
Dominion Sewing Machine-Phonograph Co., Winnipeg

TOWNSEND'S
LAWN MOWERS



BUILT LIKE A WATCH

TOWNSEND MOWERS are superior in every feature of design and construction. In strength, durability and high character of work they do, they have no rivals.

No Noise but the Swish of the Blades

All Blades are of crucible steel, oil tempered. Ball Bearings originally adapted to lawn mowers by Mr. Townsend, insure easy, quiet operation. Triple Compound Gears permit of maximum strength with minimum weight. They are entirely enclosed and prevent dirt or grass clogging the pinions. Handsomely finished in colors and gold.

We manufacture a full line of mowers for use on Golf Courses. Send for complete illustrated catalogue and trade terms.

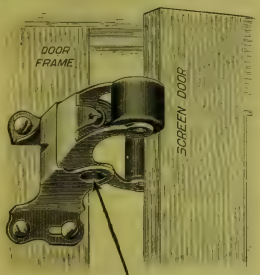
S. P. TOWNSEND & CO.
ORANGE NEW JERSEY

Tallman Double Action Pump

Easy on Your Back

Saves Your Tires

Tallman Brass & Metal Co.
HAMILTON, ONT.



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The Mallory Marvel Door Spring

For Screen, Storm and Light Doors.

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If interested, tear out this page and keep with letters to be answered.

THE BUYERS' GUIDE

Pig Iron
A. C. Leslie & Co., Ltd., Montreal
Nova Scotia Steel Co., New Glasgow, N.S.
Steel Co. of Canada, Ltd., Hamilton

Pins, Escutcheon
Parmenter & Bulloch, Gananoque

Pipe Cutters (Stand)
Trimont Mfg. Co., Roxbury (Boston), Mass.

Pipe Stocks and Dies
Wells Bros. Co., of Canada, Ltd., Galt

Pipe, Black and Galvanized
American Rolling Mills, Middletown, Ohio.
Canada Metal Co., Toronto
Canadian Tube & Iron Co., Ltd., Montreal
Caverhill, Learmont & Co., Montreal.
Empire Mfg. Co., London, Ont.
Steel Co. of Canada, Ltd., Hamilton
Thos. Davidson Mfg. Co., Ltd., Montreal.
Lewis Bros., Ltd., Montreal
Pease Foundry Co., Ltd., Toronto

Pipe, Galvanized, Conductor
Metallic Roofing Co., Toronto and Winnipeg
Pedlar People, Ltd., Oshawa
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg
Winnipeg Steel Granary Co., Winnipeg.

Pipe, Lead
Canada Metal Co., Toronto
Hoyt Metal Co., Toronto

Pipe, Stove
Collins Mfg. Co., Toronto
Soren Bros., Toronto

Pipe, Rain Water Conductor
Canada Metal Co., Toronto
Metallic Roofing Co., Toronto

Pliers, Cutting
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Pliers, Combination
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Goodell-Pratt Co., Greenfield, Mass.

Plowshares
D. Ackland & Son, Winnipeg

Plugs, Rubber
Canadian Consolidated Rubber Co., Montreal

Plumbers' Tools
Empire Mfg. Co., London, Ont.

Planes
Caverhill, Learmont & Co., Montreal
National Machinery & Supply Co., Hamilton.
Stanley Rule & Level Co., New Britain, Conn.

Plates, Plain and Chequererd
Baines & Peckover, Toronto.

Polishes
Buffalo Specialty Co., Buffalo, N.Y.
Channel Chemical Co., Toronto.

Polishing Heads
Goodell-Pratt Co., Greenfield, Mass.

Polishes, Knife
Jno. Oakey & Sons, London, Eng.

Poles, Electric Light
Northern Electric Co., Montreal

Pole Line Material
Canadian General Electric Co., Ltd., Toronto
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal
Pedlar People Ltd., Oshawa
Metallic Roofing Co., Toronto and Winnipeg.

Portable Coal Baskets
Toronto Lock Mfg. Co., Toronto.

Poultry Netting
Thos. Birkett & Son Co., Ltd., Ottawa.
A. C. Leslie & Co., Ltd., Montreal
B. Greening Wire Co., Ltd., Hamilton.

Poultry Leg Bands
Rideau Specialty Co., Smith's Falls, Ont.

Pulls
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Pumps
Beatty Bros., Ltd., Fergus
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Empire Mfg. Co., London, Ont.
R. McDougall Co., Ltd., Galt.
F. E. Myers & Bro., Ashland, Ohio.

Pump Oilers
Cannon Oiler Co., Keithsburg, Ill.

Punches, Centre Drive, etc.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.

Punches, Ticket
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Putty
Brandram-Henderson, Montreal.
R. C. Jamieson & Co., Ltd., Montreal
Canada Paint Co., Montreal
Benjamin Moore & Co., Ltd., Toronto
A. Ramsay & Son Co., Montreal
Steel Co. of Canada, Ltd., Hamilton
G. F. Stephens & Co., Winnipeg
Sherwin-Williams Co., Montreal

Pneumatic Tubes
Gipe Hazard Store Service Co., Toronto

Pulleys
Canada Foundries & Forgings, Brockville

Quoits
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Racks, Hay
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Radiators
Empire Mfg. Co., London, Ont.

Radiator Valves
Jenkins Bros., Ltd., Montreal

Railings, Brass
Jas. Morrison Brass Mfg. Co., Toronto

Rakes
Doust Specialty Co., Toronto.
Ward & Payne, Sheffield, Eng.

Razors
Auto-Strop Safety Razor Co., Toronto
Geo. Butler & Co., Ltd., Sheffield, Eng.
Caverhill, Learmont & Co., Montreal
James Hutton & Co., Montreal
Gillette Safety Razor Co., Ltd., Montreal
Landers, Frary & Clark, New Britain, Conn.
Wilkinson Sword Co., Sheffield, Eng.

Reamers
Pratt & Whitney Co., Ltd., Dundas
Butterfield & Co., Rock Island, Que.

Ratchet Drills
Goodell-Pratt Co., Greenfield, Mass.

Reciprocating Drills
Goodell-Pratt Co., Greenfield, Mass.

Refrigerators
Thos. Davidson Mfg. Co., Ltd., Montreal.
Renfrew Refrigerator Co., Renfrew, Ont.
Soren Bros., Toronto

Refrigerator Hardware
Toronto Lock Mfg. Co., Toronto.

Registers
Barton Netting Co., Ltd., Windsor, Ont.
Canada Foundries & Forgings, Brockville
Enterprise Mfg. Co., Sackville, N.B.
Jas. Stewart Mfg. Co., Woodstock, Ont.

Rifles
Harrington & Richardson Arms Co., Worcester, Mass.

Rivets
Parmenter Bulloch Co., Gananoque, Ont.

Roadlighters
C. A. Shaler Co.

Roofing, Ready
Bird & Son, Hamilton, Can.
Bishopric Wall Board Co., Ltd., Ottawa, Ont.
Thos. Birkett & Son Co., Ltd., Ottawa.
Brantford Roofing Co., Ltd., Brantford, Ont.
Canadian Roofing Co., Ltd., Windsor, Ont.
Standard Paint Co., of Canada, Ltd., Montreal.

Rules
Jas. Chesterman & Co., Sheffield, Eng.
Lufkin Rule Co., Windsor, Ont.
L. S. Starrett Co., Athol, Mass.

Saws, Hand and Circular
E. C. Atkins Co., Hamilton, Can.
Henry Disston & Sons, Toronto.
Simonds Canada Saw Co., Montreal.

Scoops
Canadian Shovel & Tool Co., Hamilton, Can.

Screws
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Screw and Bolt Cases
Duluth Show Case Co., Duluth, Minn.

Screw Machines
Stratford Brass Co., Ltd., Stratford, Ont.

Shades, Electric
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Sheets, Galvanized and Black
American Rolling Mills, Middleton, Ohio.
Baines & Peckover, Toronto.
A. C. Leslie & Co., Montreal, Que.
Dominion Sheet Metal Co., Hamilton.
M. & L. Samuel Benjamin Co., Toronto.
B. & S. H. Thompson, Montreal, Que.

Shovels
Canadian Shovel & Tool Co., Hamilton, Can.

Show Cases
Duluth Show Case Co., Duluth, Minn.

Silo Lugs
Otterville Mfg. Co., Otterville, Ont.

Sinks
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Empire Mfg. Co., London, Ont.

Silver Plated Ware
Canadian Wm. A. Rogers Co., Toronto.
Oneida Community, Ltd., Niagara Falls, Ont.

Solder
Canada Metal Co., Toronto
Empire Mfg. Co., London and Toronto
Hoyt Metal Co., Toronto
Northern Electric Co., Montreal
Owl Metal Co., Ltd., Winnipeg
Geo. W. Reed, Montreal
Tallman Brass & Metal Co., Hamilton, Ont.

Soldering Paste
Canada Metal Co., Toronto
Great West Electric Co., Ltd., Winnipeg, Man.

Solderall
Thos. Davidson Mfg. Co., Ltd., Montreal.

Soap Dishes
Kinzinger Bruce & Co., Niagara Falls, Ont.

Spades
Canadian Shovel & Tool Co., Hamilton, Ont.
Erie Iron Works, St. Thomas, Ont.

Spark Plugs
Canadian Carbon Co., Ltd., Toronto
Canada Cycle & Motor Co., Ltd., Weston, Ont.
Canada Sales Co., Toronto, Can.
Great West Electric Co., Ltd., Winnipeg, Man.
Champion Spark Plug Co., Windsor, Ont.
Dominion Battery Co., Ltd., Toronto, Ont.
Eclipse Mfg. Co., Indianapolis, Ind.
W. T. Evans, 1684 St. Urbain St., Montreal
Hyslop Bros., Toronto
Interstate Electric Novelty Co., Montreal
Northern Electric Co., Ltd., Toronto
Sharp Spark Plug Co., Cleveland, Ohio.

Spiders
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Spoke Shaves
Stanley Rule & Level Co., New Britain, Conn.

Sponge Baskets
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Sprayers
Collins Mfg. Co., Toronto
Thos. Davidson Mfg. Co., Ltd., Montreal.
Eureka Planter Co., Woodstock

Springs
B. J. Coghlin Co., Ltd., Montreal, Que.

Spring Dies
Wells Bros. Co. of Canada, Galt

Stable Fittings
Beatty Bros., Fergus, Ont.
Canada Foundries & Forgings, Brockville.
Toronto Lock Mfg. Co., Toronto.

Store Fixtures
Cameron & Campbell, Toronto.
Milbrad Mfg. Co., Sterling, Ill.
Walker Bin & Store Fixture Co., Kitchener, Ont.

Stoves
Burrow, Stewart & Milne, Hamilton, Can.
Canada Foundries & Forgings, Brockville.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Enterprise Foundry Co., Sackville, N.B.
Findlay Bros., Carleton Place
Gurney Foundry Co., Toronto
Hoosier Stove Co., Marion, Ind.
McClary Mfg. Co., London, Ont.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
Record Foundry & Machine Co., Moncton, N.B.
Jas. Stewart Mfg. Co., Ltd., Woodstock

Stoves, Fireless Cook
Louis McLain Co., Ltd., Winnipeg, Man.

Stoves, Gasoline
National Stamping & Electric Works, Chicago

Stove Lining
Geo. W. Reed, Montreal.

Stove Pipe
Collins Mfg. Co., Toronto
Thos. Davidson Mfg. Co., Ltd., Montreal.

Stretchers, Wire
Banwell Hoxie Wire Fence Co., Ltd., Hamilton
Merchants Hardware Specialties, Ltd., Calgary, Alta.

Steel, Reinforcing
Baines & Peckover, Toronto.
Canadian Rolling Mills Co., Ltd., Montreal
Canadian Tube & Iron Co., Ltd., Montreal
London Rolling Mill Co., London, Ont.
Manitoba Rolling Mills Co., Winnipeg

Steel, Strip
Baines & Peckover, Toronto, Ont.
Dominion Sheet Metal Co., Ltd., Hamilton

Stencils and Ink
Hamilton Stamp & Stencil Co., Hamilton

Steamers and Boilers
Thos. Davidson Mfg. Co., Ltd., Montreal.

Steel Bending Brakes
Steel Bending Brake Works, Chatham

Steel, Mild, Sleigh Shoe, Tire
Baines & Peckover, Toronto, Ont.
Canadian Rolling Mills Co., Ltd., Montreal
Canadian Tube & Iron Co., Ltd., Montreal
London Rolling Mill Co., London, Ont.
Manitoba Rolling Mills Co., Winnipeg
Steel Co. of Canada, Hamilton

Stains
Brandram-Henderson, Montreal
Canada Paint Co., Ltd., Montreal
Dougall Varnish Co., Ltd., Montreal
The Lowe Bros. Co., Toronto
R. C. Jamieson & Co., Ltd., Montreal
Martin-Senour Co., Ltd., Montreal
McArthur-Irwin, Ltd.
Benjamin Moore & Co., Ltd., Toronto
A. Ramsay & Sons Co., Montreal
The Ottawa Paint Works, Ottawa.
Sanderson Pearcy & Co., Toronto.
Sherwin-Williams Co., Montreal
Standard Paint & Varnish Co., Windsor Ont.
Spielman Agencies Ltd., Montreal
G. F. Stephens & Co., Winnipeg

Staples
Canada Steel Goods Co., Hamilton
Laidlaw Bale-Tie Co., Ltd., Hamilton
National Mfg. Co., Sterling, Ill.
Steel Co. of Canada, Ltd., Hamilton
Western Wire & Nail Co., London

Stays, Friction
Toronto Lock Mfg. Co., Toronto.

Stools
Evan L. Reed Mfg. Co., Sterling, Ill.

STUCCO BOARD
Bishopric Wall Board Co., Ltd., Ottawa, Ont.

Sweat Pads
American Pad & Textile Co., Chatham
Burlington Windsor Blanket Co., Toronto.

Switches, Switchboards
Canadian General Electric Co., Ltd., Toronto
Great West Electric Co., Ltd. Winnipeg, Man.
Northern Electric Co., Montreal.

Supply Pipes, Iron and Brass, Bath and Basin
Empire Mfg. Co., London, Ont.

Talking Machines
Dominion Sewing Machine & Phonograph Co. Winnipeg

"WILL OUTWEAR ANY WARE"

Oakville Pure Aluminium Ware makes good with the most critical

The growing tendency on the part of housewives to buy good aluminium ware in preference to tin and graniteware has developed a greater expertness in the choice of kitchen utensils. Aluminium ware is expected to give longer service than other materials and consequently is required to show greater beauty of design and more expertness of manufacture.

The housewife is now buying kitchen utensils to last, and is naturally more critical—that's why it pays to sell her **Oakville Pure Aluminium Ware.**

This genuine, honestly made, beautiful ware fulfills her expectations and answers all her demands for greater beauty and better workmanship at a price that she is always willing to pay.

A trial order will get our prompt attention. Ask for catalog and price list of complete line.

WARE MANUFACTURING COMPANY

OAKVILLE, ONTARIO, CANADA

Caverhill, Learmont Co., Montreal - - Selling Agents for Quebec and Maritime Provinces
Geo. Borgefelt Co., Toronto - - - Selling Agents for Ontario and Western Provinces
Geo. Borgefelt Co., New York - - - - - - - - - Foreign Selling Agents

HARDWARE BUSINESS WANTED — IN good Ontario town or city. Replies treated strictly confidential. Box 167, Hardware and Metal, Toronto.

This little advertisement inserted in HARDWARE AND METAL not long ago immediately brought eleven replies to the advertiser. And the cost was only 47 cents, including 5 cents for Box Number.

USE THE WANT AD PAGE

Tie Your Store to "BISHOPRIC" PRODUCTS

Tie it by sales—by quick turnovers—by profit—by mutual interests.

The steadily increasing cost of ordinary building materials and labor have steadily increased the demand for

BISHOPRIC STUCCO BOARD

Because the people realize the big savings to be made by using "Bishopric Stucco Board" and "Wall Board," instead of lath, plaster, building papers and sheathing board.

Write for samples, booklets, advertising matter and other sales helps—and tie up your store with "Bishopric."

THE Bishopric Wall Board Co., Ltd.

Ottawa, Canada.

If interested, tear out this page and keep with letters to be answered.

THE BUYERS' GUIDE

Tanks, Cistern
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Tanks, Galvanized Steel
Empire Mfg. Co., London and Toronto
Winnipeg Ceiling & Roofing Co., Winnipeg
Taps
Butterfield & Co., Rock Island, Que.
Pratt & Whitney Co., Dundas, Ont.
Wells Bros. Co. of Canada, Galt, Ont.
Tap Holders
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Tapping Attachments
Pratt & Whitney Co., Dundas, Ont.
Wells Bros. of Canada, Galt
Tapes, Measuring
Caverhill, Learmont & Co., Montreal
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
Lufkin Rule Co., Ltd., Windsor, Ont.
L. S. Starrett Co., Athol, Mass.
Tea Pots and Urns, Tea Ball
Landers, Frary & Clark, New Britain, Conn.
Terne Plates
A. C. Leslie & Co., Ltd., Montreal
Thimbles, Smoke Pipe
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Tiling, Walls and Floor
Barton Netting Co., Windsor
Tiling, Rubber
Gutta Percha & Rubber Co., Ltd., Toronto.
Tinsmiths' Machinery
Brown, Boggs Co., Hamilton, Ont.
Steel Bending Brake Works, Chatham.
Tire Carriers, Automobile
Kinzinger Bruce & Co., Niagara Falls, Ont.
Tires and Tubes, Automobile
Canadian Consolidated Rubber Co., Montreal.
Dunlop Tire & Rubber Co., Toronto, Can.
Gutta Percha & Rubber Co., Toronto.
McGraw Tire & Rubber Co., East Palestine, O.
Tools
Buck Bros., Millbury, Mass.
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
B. J. Coghlin Co., Ltd., Montreal, Que.
Northern Electric Co., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.
Pratt & Whitney, Dundas, Ont.
Ward & Payne, Sheffield, Eng.
Tools, Garden
Eureka Planter Co., Woodstock
Ward & Payne, Sheffield, Eng.
Tools, Harvest
Beatty Bros., Ltd., Fergus, Ont.
F. E. Myers & Bro., Ashland, O.
Toys
American Flyer Mfg. Co., Chicago, Ill.
J. E. Beauchamp & Co., Montreal
A. C. Gilbert Co., New Haven, Conn.
Tools, Blacksmiths'
D. Ackland & Son, Winnipeg.
Tools, Machinists'
L. S. Starrett Co., Athol, Mass.
Goodell-Pratt Co., Greenfield, Mass.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
Tools, Woodworkers'
National Machinery & Supply Co., Hamilton
Towel Bars
Kinzinger Bruce & Co., Niagara Falls, Ont.
Newell Mfg. Co., Prescott, Ont.
Traps, Brass, Iron, Lead
Canada Metal Co., Toronto.
Empire Mfg. Co., London, Ont.
Traps, Game
Oneida Community, Ltd., Niagara Falls, Ont.
Troughs
Beatty Bros., Fergus, Ont.
Trammel Points
Stanley Rule & Level Co., New Britain, Conn.
Trowels
H. Disston & Sons, Toronto
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Ward & Payne, Sheffield, Eng.
Trucks, Warehouse
Canada Foundries & Forgings, Brockville
John Watson Mfg. Co., Ltd., Winnipeg, Man.
Try Squares
Henry Disston & Sons Co., Toronto
Stanley Rule & Level Co., New Britain, Conn.
Truing Devices
Cleveland Stone Co., Cleveland, Ohio
Tungsten Lamps
Canadian Tungsten Lamp Co., Hamilton, Ont.
Canadian Laco-Phillips Co., Toronto
Great West Electric Co., Ltd., Winnipeg, Man.
Turning Tools
Buck Bros., Millbury, Mass.
Ward & Payne, Sheffield, Eng.
Tubs
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Tumbler Holders
Kinzinger Bruce & Co., Niagara Falls, Ont.
Tubing, Steel
Standard Tube & Fence Co., Woodstock
Twines
Consumers Cordage Co., Montreal
Scythes & Co., Ltd., Toronto.
Walter Woods & Co., Hamilton
Valves, Standard, Globe, Angle and Check
Canadian Fairbanks-Morse Co., Montreal.
Empire Mfg. Co., London, Ont.
Jenkins Bros., Montreal, Que.
Jas. Morrison Brass Mfg. Co., Toronto.
T. McAvity & Sons, Ltd., St. John, N.B.
Penberthy Injector Co., Limited, Windsor, Ont.
United Brass Founders, Ltd., Manchester, Eng.
Valves, Radiator and Air, Iron Body, Composition, Globe, Angle, Check
Canadian Fairbanks-Morse Co., Montreal, Que.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Empire Mfg. Co., London, Ont.
Jenkins Bros Co., Montreal, Que.
Jas. Morrison Brass Mfg. Co., Toronto.
T. McAvity & Sons, Ltd., St. John, N.B.
Penberthy Injector Co., Limited, Windsor, Ont.
United Brass Founders, Ltd., Manchester, Eng.
Varnishes
Berry Bros., Walkerville
Boston Varnish Co., Everett Station, Boston.
Brandram-Henderson, Montreal
Canada Paint Co., Montreal
Dougall Varnish Co., Ltd., Montreal
McArthur Irwin, Montreal
Martin-Senour Co., Ltd., Montreal
Benjamin Moore & Co., Ltd., Toronto
A. Ramsay & Son, Montreal
R. C. Jamieson & Co., Montreal
Pratt & Lambert, Bridgeburg, Ont.
Sanderson, Pearcy & Co., Toronto.
Sherwin-Williams Co., Montreal
G. F. Stephens & Co., Ltd., Winnipeg
Ottawa Paint Works, Ottawa.
Wilkinson & Kompass, Hamilton
Ventilators, Metallic
Metallic Roofing Co., Toronto and Winnipeg
Winnipeg Ceiling & Roofing Co., Winnipeg
Vises
Thos. Birkett & Son Co., Ltd., Ottawa.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal
Goodell-Pratt Co., Greenfield, Mass.
Lewis Bros., Ltd., Montreal
National Machinery & Supply Co., Hamilton
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.
Vulcanizers
Adamson Mfg. Co., Hamilton
Northern Electric Co., Montreal
C. A. Shaler Co., Waupun, Wis.
Wagon Hardware
Gregg Mfg. Co., Ltd., Winnipeg, Man.
Wagons
Woodstock Wagon Mfg. Co., Woodstock, Ont.
WALLBOARD
Bishopric Wall Board Co., Ltd., Ottawa, Ont.
Warmers, Foot
Chicago Flexible Shaft Co., Chicago, Ill.
Washers
C. Kloepfer, Ltd., Toronto
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton
Wilkinson & Kompass, Hamilton
Washing Machines, Electric, Hand and Power
Beatty Bros., Fergus, Ont.
Canadian Woodenware Co., St. Thomas, Ont.
J. H. Connor & Son, Ltd., Ottawa
Cushman Motor Works, Ltd., Winnipeg, Man.
Dowswell, Lees & Co., Hamilton.
Great West Electric Co., Ltd., Winnipeg, Man.
Maytag Co., Winnipeg, Man.
Northern Electric Co., Montreal
Waste, Cotton
Acme Waste Mfg. Co., Toronto.
Scythes & Co., Ltd., Toronto
Wilkinson & Kompass, Hamilton
Wash Boards
Canadian Woodenware Co., St. Thomas, Ont.
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
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Empire Mfg. Co., London, Ont.
Weather Stripping
Swan Mfg. Co., Winnipeg
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Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canadian Warren Axe & Tool Co., St. Catharines, Ont.
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Collins Mfg. Co., Toronto
Spramotor Co., London, Ont.
Weeders, Garden (hand)
J. E. Gilson Mfg. Co., Port Washington, Wis.
C. S. Norcross & Sons, Bushnell, Ill.
Weights
Can. Foundries & Forgings, Ltd., Brockville, Ont
Wheels, Well
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Wholesale Hardware
Thos. Birkett & Co., Ottawa, Ont.
Caverhill, Learmont & Co., Montreal
Frothingham & Workman, Montreal
H. S. Howland Sons & Co., Toronto.
Lewis Bros., Ltd., Montreal
Millman Mfg. Co., Winnipeg, Man.
Rice, Lewis & Sons, Ltd., Toronto
White's, Ltd., Collingwood, Ont.
White Lead
Brandram-Henderson, Montreal
Canada Paint Co., Ltd., Montreal
Carter White Lead Co., Montreal
Steel Co. of Canada, Ltd., Hamilton
McArthur Irwin, Montreal
Windows, Kalameined
Metallic Roofing Co., Toronto and Winnipeg
Windshields
Leeks & Potts, Hamilton, Ont.
Wire Cloth
B. Greening Wire Cloth Co., Ltd., Hamilton
Wire Cutters
Bridgeport Hardware Co., Bridgeport, Conn.
Northern Electric Co., Montreal
Wire Hoops
Laidlaw Bale-Tie Co., Ltd., Hamilton
Steel Co. of Canada, Ltd., Hamilton
Wire
Canadian Tube & Iron Co., Ltd., Montreal
Caverhill, Learmont & Co., Montreal
B. Greening Wire Cloth Co., Ltd., Hamilton
Laidlaw Bale-Tie Co., Ltd., Hamilton
Lewis Bros., Ltd., Montreal
Northern Electric Co., Montreal
Northern Bolt Screw & Wire Co., Owen Sound
Steel Co. of Canada, Hamilton
Western Wire & Nail Co., London
Wire Mats
B. Greening Wire Cloth Co., Ltd., Hamilton
Wire Rope
Baines & Peckover, Toronto.
Wrenches and Accessories
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Goodell-Pratt Co., Greenfield, Mass.
Keystone Mfg. Co., Buffalo, N.Y.
L. S. Starrett Co., Athol, Mass.
Trimont Mfg. Co., Roxbury, Mass.
Will B. Lane, Chicago, Ill.
J. H. Williams Co., Brooklyn, N.Y.
Wrenches, Alligator
Bridgeport Hardware Co., Bridgeport, Conn.
Wrenches, Ratchet
L. S. Starrett Co., Athol, Mass.
Spielman Agencies, Montreal
Wrought Nipples
Canadian Tube & Iron Co., Ltd., Montreal
Wrought Couplings
Canadian Tube & Iron Co., Ltd., Montreal
Wringers, Hand and Power
Beatty Bros., Fergus, Ont.
Caverhill, Learmont & Co., Montreal
Dowswell, Lees & Co., Hamilton.
J. H. Connor & Sons, Ltd., Ottawa
Lewis Bros., Ltd., Montreal
Merchants Hardware Specialties, Ltd., Calgary Alta.
Zinc, Bar
Canada Metal Co., Ltd., Toronto

WINNING THE BUYER'S FAVOR

THE best possible buyer is not made an actual buyer at a single step It is one thing to win the buyer's favor for an article and another to make adjustments incident to closing the sale. Winning the buyer's favor is the work of trade paper advertising. Under ordinary conditions it should not be expected to do more.

MacLean's Magazine For MAY

Canada at the Peace Conference

THE British Empire will have a representative or representatives at the Peace Conference. The question is—Who? Who will be Canada's choice? Will Canada have any part in that conference of momentous import? H. G. Wells, one of the greatest writers of the age, has written on the subject of who is to represent the Empire at the Peace Conference. He has written this article for MACLEAN'S MAGAZINE and it appears in the May issue. (Mr. Wells parcelled this manuscript and addressed it himself, for MACLEAN'S MAGAZINE.)

How Does a Retreating Army Behave?

GEORGE EUSTACE PEARSON tells how in the May MACLEAN'S. Mr. Pearson is a Princess Pat man, and was gassed at St. Julien. He is now lecturing for the American Government in Texas and elsewhere. He is a Toronto man, and his war stories are of sensational interest. The **Saturday Evening Post** has published two of his stories, and other American magazines will. Mr. Pearson is well known to readers of MACLEAN'S MAGAZINE, and this wonderful contribution to the May MACLEAN'S will be read with intensest interest. Mr. Pearson is a wonderful delineator of war.

Robert W. Service in the May Number

Service is perhaps Canada's best known poet. He is at the front, and ever since going there two years ago his verse has been appearing in MACLEAN'S MAGAZINE—a fine compliment to Canada and MACLEAN'S. In the May number he has a stirring ballad—"The Twa Jocks"—great stuff!

Stephen Leacock is There, Too

Mr. Leacock likes MACLEAN'S. He is loyal to Canada. He gives to the Canadian people the children of his fancy—and he makes this gift through MACLEAN'S MAGAZINE. "May-time in Mariposa" is his contribution to the May MACLEAN'S. Lou Skuce illustrates it.

A. C. Allenson has a Story

MR. ALLENSON is another Canadian whom the editors of American magazines appreciate, and show their appreciation by buying his stories. Mr. Allenson remains loyal to MACLEAN'S which has been his cradle, as it were. We rejoice to be able to say that we shall have many stories from this Canadian short-story writer. His story in the May MACLEAN'S is "Drop Behind and Lose Two"—amusing and tender. W. B. King, a Saturday Evening Post illustrator, has made the drawings that accompany Mr. Allenson's story.

The Departments Everybody Likes

MACLEAN'S MAGAZINE is liked by many because it has an admirable **Review of Reviews Department.** This department condenses for busyreaders the best things appearing in the leading magazines and reviews of Great Britain and the United States. * * * **Women and Their Work** is a department that satisfies women. Women are bearing so many of the world's burdens nowadays that their fields of endeavor and interest deserve the recognition which they receive in MACLEAN'S. * * * **The Business Outlook, The Investment Situation** and **The Nation's Business** are departments valued by the business man.

(Circulation of MACLEAN'S is now 60,000—10,000 more than it was six months ago.)

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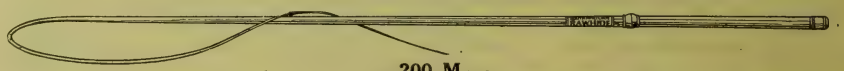
FARM UTILITY WHIPS
for NATIONAL SERVICE

—introducing something new in farm whips

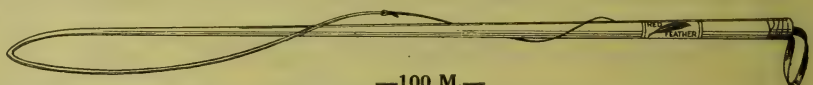
"Whip up" your whip sales by displaying a representative showing of the "Major" line in a prominent place in your store. The Major is the most serviceable whip ever made; can be utilized for Buggy, Carriage, Team, Plough and almost any other purpose. This is the reason the Major is called

THE UTILITY WHIP



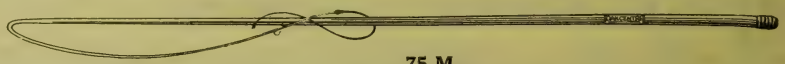
—200 M.—

The most serviceable whip ever made; can be utilized for Buggy Whip, Carriage Whip, Team Whip, Plough Whip, and for almost any other purpose for which a whip can be used. It is made of the very finest materials procurable. The centre is 4½" extra heavy selected imported rawhide. The other materials used in this whip are carefully tested. This whip has a rubberine lining under the thread, then heavy textile cotton lining at the top. The outer cover is 6-cord Phoenix silk finish. The cracker is hand braided Horsehide and hand worked sea island twine snap. It is fitted with two solid rubber buttons. An examination of this whip will prove to any farmer that it is the most economical whip he can buy.



—100 M.—

This whip is constructed of nothing but leather and thread. The centre is solid leather. The outer cover is 4-cord Phoenix silk, with a hand braided White Horsehide cracker, hand braided sea island twine snap. This whip is especially recommended for all kinds of heavy team work and for general use around the farm. "It's a bear for wear," and almost unbreakable. A real leader.



—75 M.—

The centre of this whip is a live oak stock. The top is made from strongest textile cotton. The outer cover is of 4-cord Phoenix silk. Cracker is 4-plat hand-made White Horsehide, with hand braided sea island twine snap. Can't be beat for the money.

—50 M.—

A good, durable whip for general purpose, steel loaded, leather lash. A big seller.

—40 M.—

A good whip at the money. Sells at a low price.

We invite your enquiry re prices, etc.

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In keeping with the times

PURELY MILITARY

We manufacture a complete line of Swagger Sticks, Non-Commissioned Officers' Canes, Officers' Riding Crops, Nurses' Canes, Officers' Trench Billies, Combination Officers' Trench Billie and Crop. Whips for Cavalry and Artillery Men.

Write for Prices, Etc.

HAMILTON WHIP COMPANY, Hamilton, Canada

If interested, tear out this page and keep with letters to be answered.

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ADVERTISING to be successful does not necessarily have to produce a basketful of inquiries every day.

The best advertising is the kind that leaves an indelible, ineffaceable impression of the goods advertised on the minds of the greatest possible number of probable buyers, present and future.

The First Trial Means a Constant User

All the unpleasant features of cleaning toilet bowls are eliminated by

Sani-Flush

A small amount of this chemical powder shaken into the bowl and left standing long enough to dissolve the incrustation, produces a clean, sanitary, odorless condition.

All you need do is to sell the first tin to a customer. After that **Sani-Flush** sells itself.

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"HENDRYX"

Parrot Cages

The cage that satisfies both the consumer and dealer at once. The former demands quality, the latter—profits.

The cups are of tinned iron, non-rusting and indestructible.

Order a stock for May and June—the parrot season.

THE ANDREW B. HENDRYX CO.
New Haven, Conn.

"Multiped"

The Garden Hose That Doesn't Kink

A MOULDED, CORRUGATED HOSE OF EXTRAORDINARY STRENGTH, MADE IN LENGTHS OF ABOUT 500 FEET.

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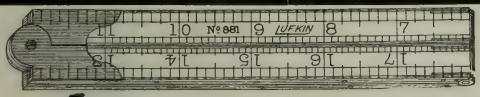

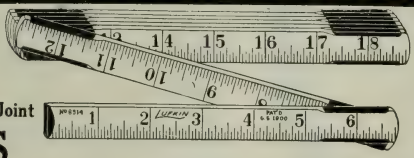

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Boxwood and Spring Joint

RULES

MEASURING TAPES

ALL SOLD UNDER THAT BROAD, DEFINITE GUARANTEE, ABSOLUTE SATISFACTION TO DEALER AND USER.

Complete Lines.

THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.

Prompt shipments from stock.

TINKER TOM'S TALKS.

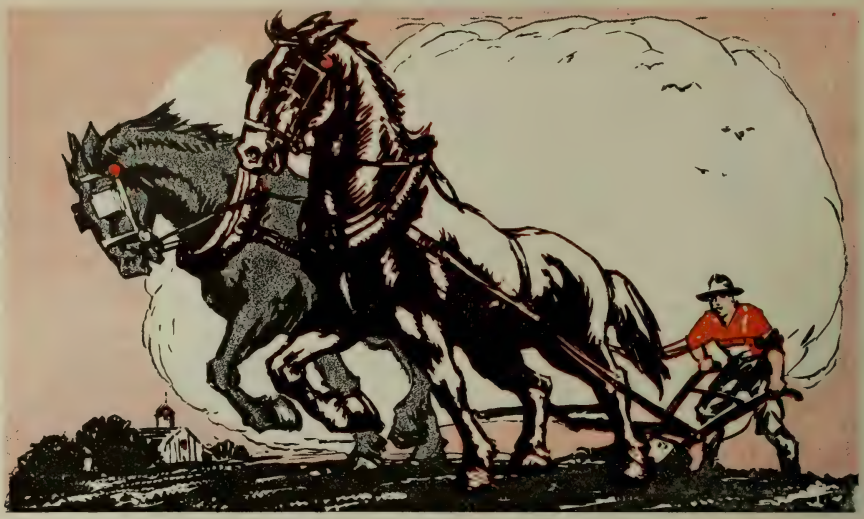
Talk Number One Hundred and Forty-Eight

You have been reading about the action of the steel men who agreed at a recent meeting in New York to give the United States and Allied Governments 100% of Steel Production as long as needed. It takes such measures to win this war.

TINKER TOM.

Look out for Talk 149 next week.

DOMINION SHEET METAL CO., Ltd.
HAMILTON, CANADA



DREADNAUGHT

Steel Hames ***Doubletrees***

Designed and built on scientific principles. The two pieces of selected steel forming the body of Dreadnaught Hames reinforce each other, as do the steel rod and wood of Dreadnaught Doubletrees. They form a perfect Truss—the strongest possible construction. They are mechanically correct. For the heavy pulls and terrific strains of rough spring work they have no equal.

HELP THE FARMERS PLOW DEEP

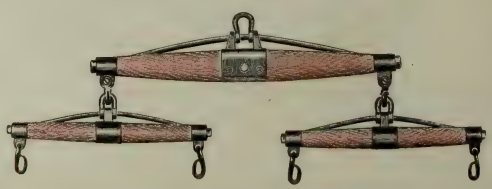
We need big crops. Equip your farmers with Dreadnaught Hames and Doubletrees so they can do their bit. Write to-day for prices and description of these dependable, profit-making lines.

McKinnon Industries, Ltd.

ST. CATHARINES, ONTARIO

No. 8382

Two Piece Double Strength



No. 8382

Anti-Rust Treated Durable

HARDWARE AND METAL

Vol. XXX
No. 20

PUBLISHED EVERY SATURDAY SINCE 1888

THE MACLEAN PUBLISHING COMPANY, LIMITED

PUBLICATION OFFICE: TORONTO, CANADA

May 18
1918

Circulation of Hardware and Metal has been audited by the Audit Bureau of Circulations

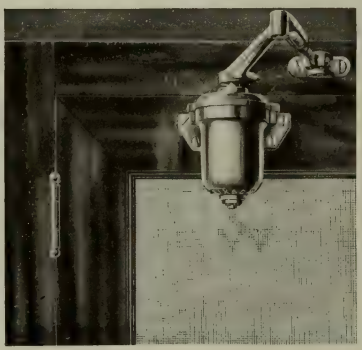
RIXSON

LIQUID CHECK

for Screen Doors

CHECK ONLY

Has no spring, and is designed for use on doors hung with spring hinges.



NO RIGHT NOR LEFT

Can be applied to Right or Left hand doors without any change of mechanism

BOTH as to mechanism and price this device meets a long and persistent demand for a reliable Liquid Check at moderate cost that will close a screen door quickly and yet noiselessly.

The numerous air checks put on the market have only served to accentuate this demand as these devices cannot be adjusted so as to operate a door properly, air being too elastic to use for this purpose. If the valve in an air check is set to-day so that the door will not slam, it will probably hold the door open for a minute or two to-morrow, which is a common sight with screen doors equipped with such devices, and which the large Screen Manufacturers well know, we only draw attention to it here for the benefit of the user.

There are several good liquid checks on the market, but in the first place the price is against them all; then they have been designed for general use on light doors and not specially designed for screen doors. The result is that the checking stroke is too long and does not permit of the adjustment required in an ideal Screen Door Check.

No. 1—Iron Check, gold bronze or dead black, also supplied in plated finishes, solid bronze or brass metal.

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Manufacturers of the Famous "Rixson" Door Checks, Checking Floor Hinges, Builders' Cabinet, Refrigerator and Structural Hardware.

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CISTERN PUMPS

FIG. 90—LIFT

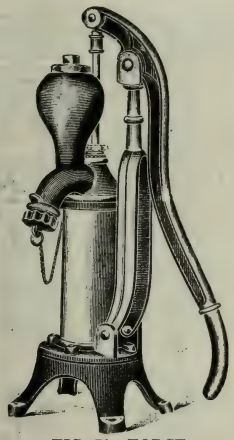


FIG. 70—FORCE

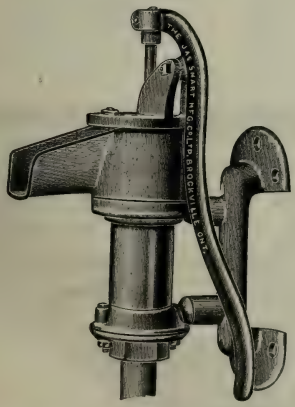


FIG. 85—BRACKET, LIFT

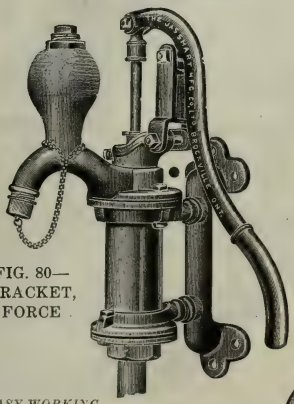


FIG. 80—
BRACKET,
FORCE

WE CARRY A FULL LINE OF EASY-WORKING CISTERN AND WELL PUMPS

JAS. SMART PLANT BROCKVILLE, ONT.
WINNIPEG - MAN.

If interested, tear out this page and keep with letters to be answered.

A Cost Cutter In Making Butter

MAKES
TWO POUNDS
OF
MERGED BUTTER
FROM
ONE POUND OF
BUTTER
AND
ONE PINT OF
MILK

HOW IT IS DONE

Pour one pint of sweet milk into the "Universal" Merger and add one pound of butter shaved in thin slices and one teaspoonful of salt. Place the jar in warm water to soften the butter. Do not melt it. Put jar back in churn frame and churn for two or three minutes until thoroughly mixed. Butter and milk are now ready to put in a cool place to harden.

UNIVERSAL

TURNS EVERY TRYER INTO A BUYER

LANDERS, FRARY & CLARK, New Britain, Conn.

Canadian Representatives: A. McFARLANE & COMPANY, LTD., MONTREAL

If interested, tear out this page and keep with letters to be answered.

Dazey Churns *The price is moderate.* Dazey Churns

We are receiving small shipments every week; if we haven't the goods in stock when the order is received, the orders are placed on fyle and shipped according to priority.

Write for full particulars.

Satisfaction Guaranteed.

DIRECTIONS FOR MAKING 2 LBS. OF MERGED BUTTER FROM 1 LB. OF BUTTER AND 1 PINT OF MILK

1st. Pour the milk into the glass jar of the merger, then add one teaspoonful of fine salt (more or less to suit the taste).

2nd. Cut the butter into thin slices and put in jar with the milk.

3rd. Set the jar with its contents into a pan of as hot water as you can bear your hand in with comfort, and allow to remain until the butter softens, but not long enough to melt. This can best be determined by feeling the butter with a spoon.

4th. As soon as the butter is soft enough, remove jar from water, screw on top, and turn handle fast until all butter and milk is thoroughly mixed. Now remove the top and empty the butter into a bowl (do not work it), then set in a cool place to harden.

You will now have two pounds of merged butter; sweet, wholesome and nutritious, and preferred by many to creamery butter.

Should the yellow color of creamery butter be desired, add to the milk before churning, ten to fifteen drops of Dandelion Vegetable Butter Coloring Extract; for sale by most grocery and drug stores.

See our Catalogue No. 50, page 637a

LEWIS BROS., LIMITED, MONTREAL

WHOLESALE DISTRIBUTORS

If interested, tear out this page and keep with letters to be answered.

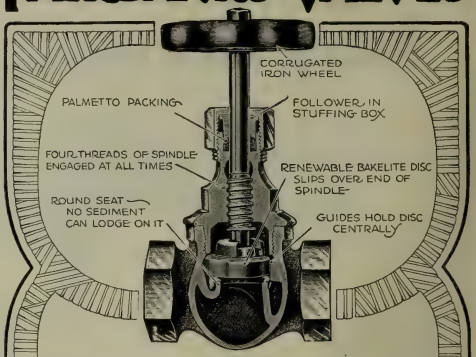
Priest's Toilet Clippers

Making Clippers for fifty years has given us an experience that reflects in the quality of our line. Ask your jobber about Priest's Clippers.

A. MacFarlane & Co. Montreal, Canada
Wiebusch & Hilger, Ltd. New York City

Selling Agents

FAIRBANKS VALVES



Renewable Disc Valves

The only tool required is a wrench to remove the bonnet. The vise, hammer and cold chisel are all eliminated. Once sold, always demanded by your trade.

The Canadian Fairbanks-Morse Co., Limited

"Canada's Departmental House for Mechanical Goods"

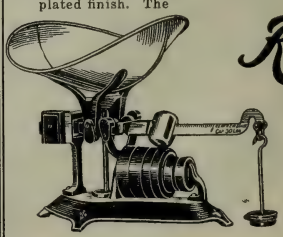
St. John, Quebec, Montreal, Ottawa, Toronto, Hamilton, Windsor, Winnipeg, Saskatoon, Calgary, Vancouver, Victoria.

Show Her the Way

FOR goodness' sake, cries the average housewife, show us how to save money out of the deluge of sky-high prices for meats, sugar, flour—everything. And seldom a thought has she of what a tidy sum can be saved every little while by checking up the honest mistakes of grocer, butcher, etc. Show her.

Just a bit of enterprise, pushing the Renfrew Scale to the front—displaying it—and showing her how it soon pays for itself will stir up a tidy lot of sales worth while. Right now is the "psychological moment."

Clinch your sales by showing the Government Inspector's Certificate of correct weights accompanying every Renfrew. Scales supplied in black or all nickel-plated finish. The



Renfrew

HOUSEHOLD SCALE

Capacity ½ oz. to 30 lbs.

Government inspector's certificate accompanies every scale.

Write to-day for literature and attractive selling proposition to

The Renfrew Machinery Co., Limited

Head Office and Works, Renfrew, Ont.

Eastern Branch, Sussex, N.B.

Western Representatives: P. A. C. McIntyre & Co., 206 Scott Block, Winnipeg, Man.; Crandall Co., Ltd., Vancouver, B.C. Our Other Lines: "Renfrew" Cream Separators; 2,000-lb. Farmers' Truck Scale, Tractors, Wood-Saws, Grain Grinders, etc.

If interested, tear out this page and keep with letters to be answered.

National No. 806 Garage Door Set

as neat in appearance as it is effective in operation

Note the neat, clean appearance from the outside. No structural iron work is visible, track and hanger being on the inside. Note also how the one door opens without disturbing the others, thus giving free access to the garage without necessitating opening of all doors.

These are two of the features which recommend this set to builders and motorists.

This set opens the doors inwards, preventing any trouble from ice and snow. Its action is easy and certain, without friction or binding. The Hanger operates on a swivel, which permits the wheels to follow the track without sticking. A gentle push opens all doors; a slight pull closes them.

Set No. 806 includes: No. 27 Latch, 1 Swivel Hanger, 6-foot Braced Rail, 4½ pair 4x4 inch Jap. No. 505 T.P. Butts, 1 No. 820 Chain Bolt, 1 No. 830 Foot Bolt, 1 No. 5 Pull, 1 No. 30 Safety Hopp (4½-inch), and all necessary bolts and screws.

National Manufacturing Company

STERLING, ILLINOIS

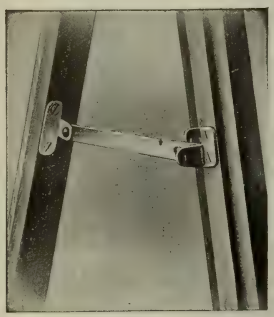
If interested, tear out this page and keep with letters to be answered.

No. 1717. Applied to window, holds the sash secure and prevents rattling.

Every Home A Prospect

No other way of hanging screen or storm sash can compare with the Peerless method which permits hanging the sash easily and quickly from the inside of the building.

Every home owner you show and explain its special features to is a possible customer.



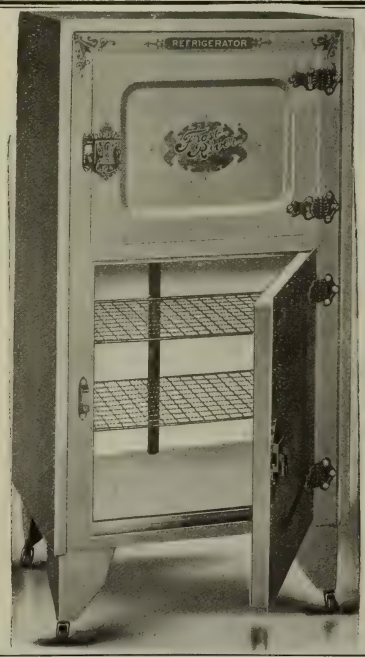
No. 1719. Applied to window, holds sash open, and when closed is self-locking.

For Peerless Window Hangers and Fasteners

They are easy to put up—no trouble to operate and generally satisfactory and economical. Made of wrought steel, japanned or galvanized, to prevent rust, and packed with screws.

Canada Steel Goods Co., Ltd.

HAMILTON, CANADA



Davidson's Well Known FROST RIVER

Refrigerator shown herewith

Made entirely of Sheet Steel Galvanized

The exterior is Japanned French Grey, beautifully finished with neatly decorated panels and corner scrolls.

The Food Chamber is coated with white enamel, thoroughly hardened and baked on in an oven of high temperature.

All inside parts are removable for cleaning purposes.

The drip pipe for the waste water has been carried outside the body, and does not run through the Food Chamber—as usual in other refrigerators.

Made in three sizes, the largest with double doors.

NOW is the time to get your Orders in for these goods and ensure prompt shipment.

The Thos. Davidson Mfg. Co.

LIMITED

Toronto Montreal Winnipeg

If interested, tear out this page and keep with letters to be answered.

HOWLAND'S
SAMSON
(TRADE MARK REGISTERED)
QUALITY
H.S.HOWLAND SONS & CO.
LIMITED
TORONTO.

This
SAMSON
TRADE MARK

on Farm and Garden Tools is more than a mere trade mark.

It indicates a tool that is a strictly high-grade product both in material and workmanship, which is "insured" against any possible flaw or dissatisfaction on the part of the user by our

ABSOLUTE
GUARANTEE

H. S. HOWLAND SONS & CO., LIMITED

Wholesale Hardware

TORONTO

If interested, tear out this page and keep with letters to be answered.

He wants to take the pump away with him

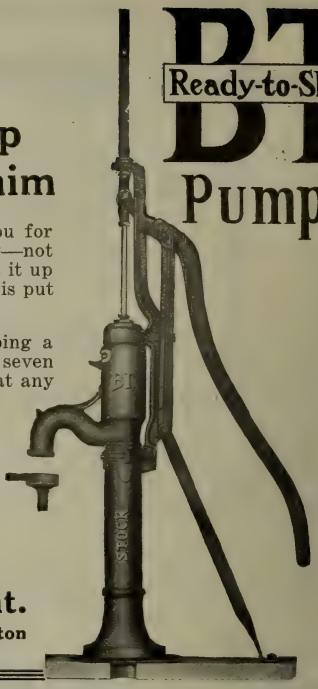
When Mr. Farmer drops in on you for a BT Pump he wants it right away—not next week. He has planned to set it up when he gets home, and he'll not be at all pleased if he is put off because you haven't the pump to suit him.

With only seven pumps in the complete BT line, keeping a stock is comparatively simple and inexpensive. These seven BT Pumps equip you fully for all the pump business that any locality can produce. They enable you to supply a better pump, at less cost, for any type or depth of well without being forced to carry a cumbersome stock.

See that your BT Pump stock is complete now, don't wait until the season is right on you.

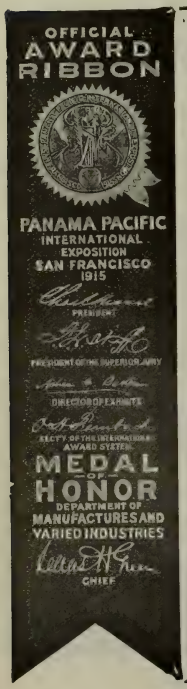
New cylinders and leathers are easily applied to BT Pumps, so it's wise to have sufficient of these on hand.

Ready-to-Ship BT Pumps



Beatty Bros., Head Office: **Fergus, Ont.**

St. John, N.B. Montreal Winnipeg Edmonton



TRIMO TOOLS

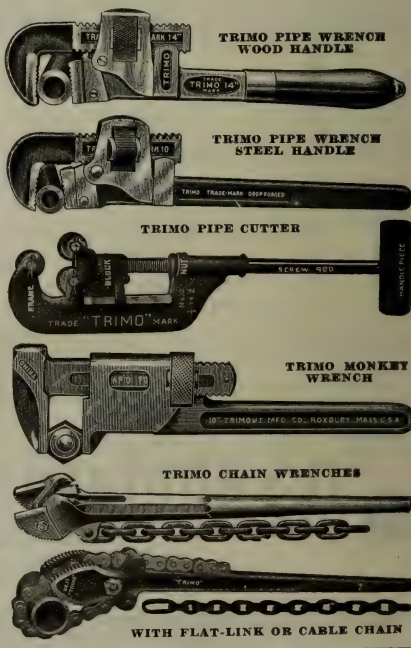
Nut with Nut Guards

BE sure to ask for the Trimo Wrenches, both Pipe and Monkey. They are equipped with Nut Guards that prevent the accidental turning of the adjusting nut in close quarters, and with Steel Frames in the principal size that will not break.

SEND FOR CATALOG NO. 55.

TRIMONT MFG. CO.

55-71 Amory Street
Roxbury, Mass.
U.S.A.



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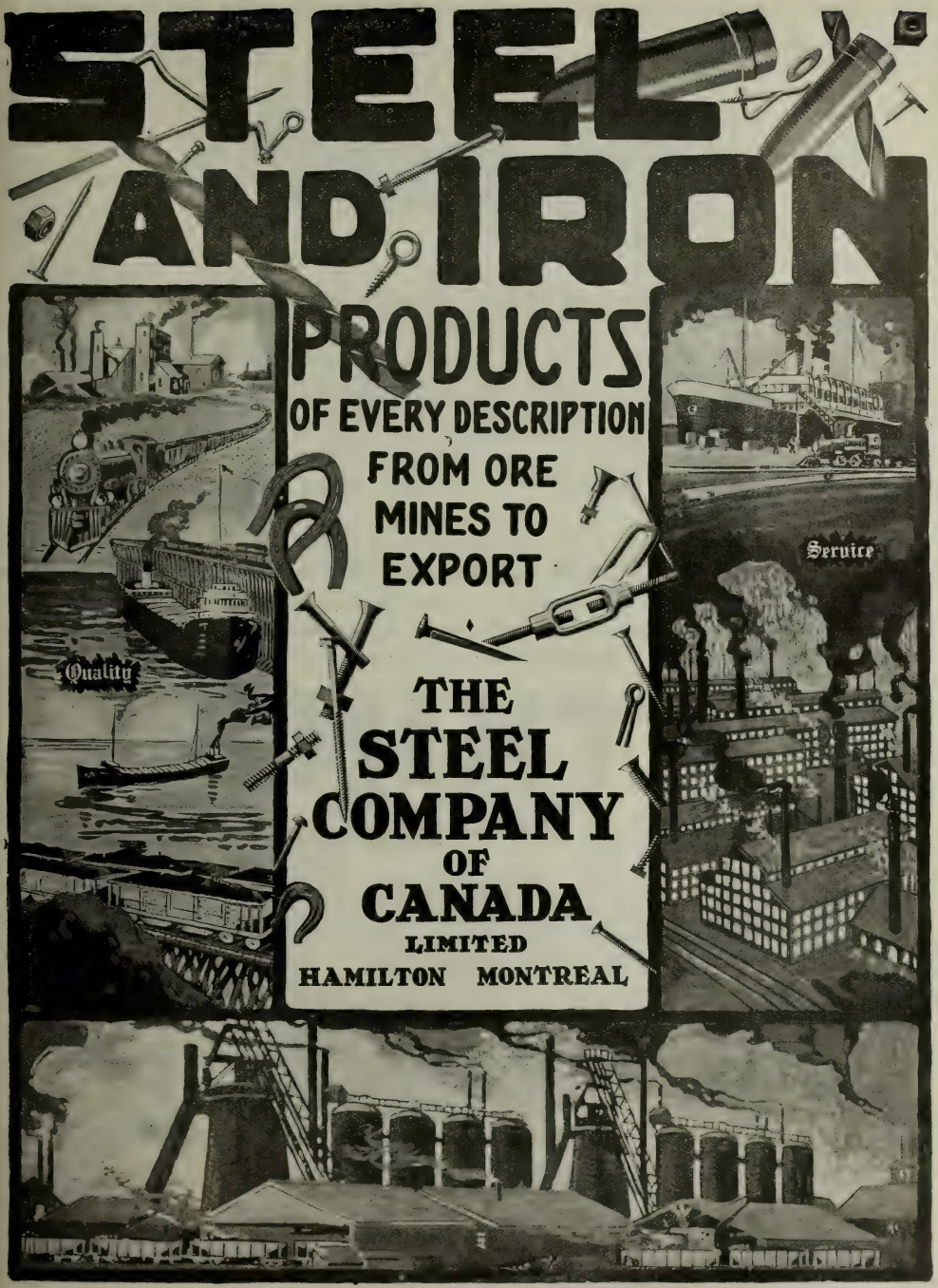

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UNIFORMITY

USED THE WORLD OVER

SATISFACTION

Atlas Babbitts

MADE IN CANADA

AMACOL TENAXAS TIN-TOUGHENED MASCOT ATLAS W. E. W. BABBITT

In recommending this line of babbitts to your customers

A WORLD-WIDE REPUTATION FOR UNIFORMITY AND RELIABILITY STANDS BEHIND YOU

PRESSURE AND SPEED DEFIED — Large Stocks

THEY MAKE GOOD EVERYWHERE — Prompt Shipment

Atlas Metal & Alloys Company of Canada, Limited

Office: 49 Common Street, Montreal Works: Riverside Street, Montreal

ATKINS

Sterling Quality Cross-Cut Saws

No. 5

The Saw that brings a *higher price*—a *bigger profit*. Their Service makes them worth it.

Sterling quality steel backed by sixty years' experience has produced these popular Saws. Get quotations and resale prices immediately. *Ask for catalog "H.M."*

Made in Canada.

E. C. ATKINS & CO.

Makers of Sterling Saws

Factory—Hamilton Ont. Vancouver Branch—109 Powell St.

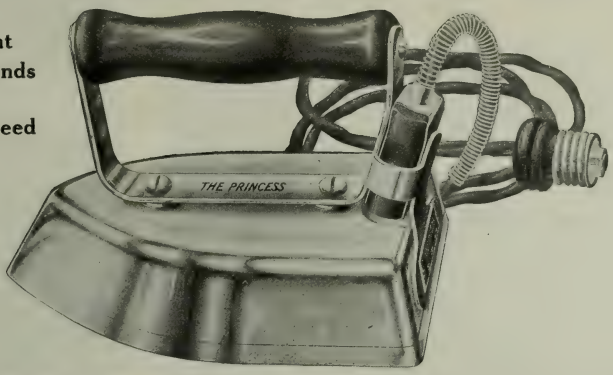
If interested, tear out this page and keep with letters to be answered.

THE PRINCESS

The Hardware Trade Electric Iron

Weight
Six Pounds

Guaranteed



The Hardware Store is the logical place for people to buy electric flat irons which are rapidly coming into general use where there is electric service. A number of your customers will buy electric irons this summer.

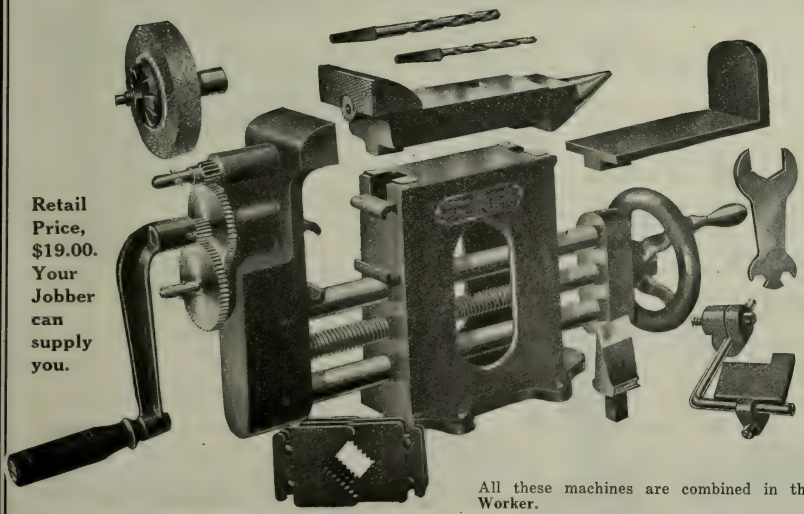
SELL THEM THE PRINCESS

The Best Electric Iron Money and Skill can Produce

Order from Your Jobber or Write Us for Particulars

THE STEWART HANDY WORKER

Six-in-One Tool for the Farm, Shop, Garage and Home



Retail Price, $19.00. Your Jobber can supply you.

Most everybody needs this remarkable tool. It's a wonderfully quick seller—and an article that pays you a big, fat profit.

Comprises

Two-speed drill press, grinding outfit, powerful vise and pipe vise, heavy anvil, metal cutter, and a sturdy three-speed machine with clamp spindle for attaching and operating emery wheels, scratch brushes, buffing wheels, etc.

All these machines are combined in the **Stewart Handy Worker.**

CHICAGO FLEXIBLE SHAFT COMPANY

Twelfth Street and Central Avenue **Chicago, Ill., U.S.A.**

If interested, tear out this page and keep with letters to be answered.

Look at Your "Famous Five" Files

Test the balance of them. See how hard they are. Run your finger over the teeth and note their sharpness and regularity.

These qualities of the "FAMOUS FIVE" Files were not arrived at by accident.

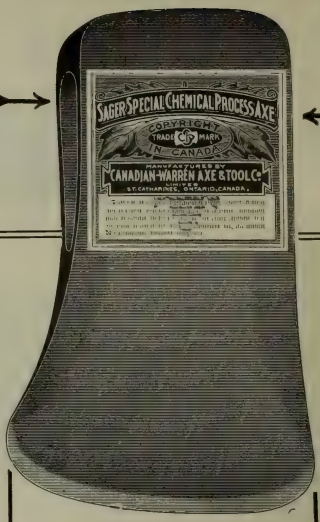
They are the result of expert knowledge of the exact needs of every trade. This knowledge has helped us to standardize the merits of "FAMOUS FIVE" Files in the mind of every user.

Specify them when ordering from your jobber.

They are:

KEARNEY & FOOT
GREAT WESTERN
AMERICAN
ARCADE
GLOBE

Made in Canada by

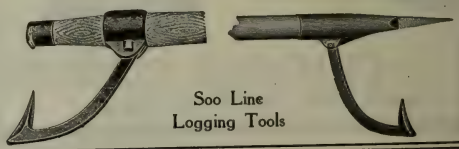


WHY NOT BE GUIDED BY THE JUDGMENT OF HUNDREDS OF WELL KNOWN LUMBERMEN, WHO ACKNOWLEDGE THE SUPERIORITY OF

"SAGER AXES"
AND
"SOO LINE"
LOGGING
TOOLS?

GET THE HABIT.
(AND THE PROFIT)

Canadian Warren Axe & Tool Co.
LIMITED
ST. CATHARINES, ONT.



Soo Line
Logging Tools

If interested, tear out this page and keep with letters to be answered.

"Quality METALLIC First"

SHINGLES SIDING CEILING CORRUGATED IRON TROUGH AND PIPE SKYLIGHTS

The Labor Cost is Light

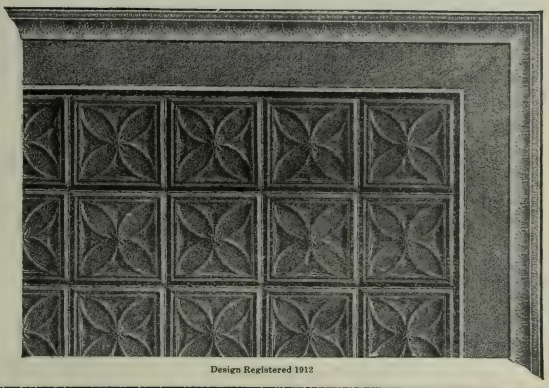
"Metallic" ceiling and wall jobs are profit-makers for you and satisfaction-givers to the customer from first to last. Send us a list of prospects and watch us get busy on them in your interests. We've been 32 years at the business and our service will get you big results.

Write to-day for catalogue and full particulars.

Stock carried by

GEO. W. REED & CO., LTD.

37 St. Antoine Street Montreal



Design Registered 1912

The Metallic Roofing Co., Limited

TORONTO MANUFACTURERS WINNIPEG

The Excellence of the Products is Establishing the Line!

Write Now for Warm Weather Sales

PROFIT and PREMIER Electrical Appliances are linked together. Especially during warm weather days. For now is the time that the comfort and convenience of electricity appeal most strongly. And now is the time to cash in on the PREMIER advertising campaign.

You'll find PREMIER appliances "all that the name implies," all that we claim for them, all that you would expect from this organization.

They are built by men who have grown up with the industry, men who are known throughout the trade for producing appliances of merit, for fair dealing, for progressive ideals.

Few trades are harder to break into with a new line than the electrical appliance field. Yet, PREMIER distribution is coming faster even than we had hoped. That's because PREMIER appliances are sturdier, more handsome in design and finish, better value.

They carry a guarantee that has no strings or qualifications.

Test the PREMIER line now—while warm weather is stirring sales. Write for facts and figures, illustrated folders.

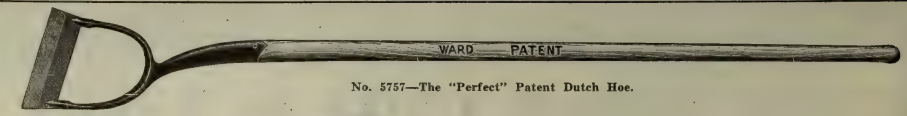
Superior Electrics, Limited, Pembroke

PREMIER

"All That the Name Implies"

Electrical Appliances

If interested, tear out this page and keep with letters to be answered.



No. 5757—The "Perfect" Patent Dutch Hoe.

No. 5574—Weed Fork

WARD & PAYNE

W P
WARD

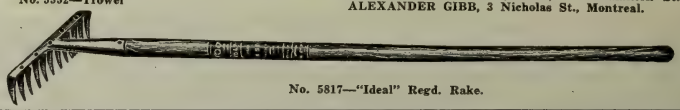
SHEFFIELD

Everybody will be gardening

Food production is to be increased more than ever this year, which means greatly increased sales of garden tools to the merchants prepared. Offer your customers Ward & Payne's, the very best in Garden Tools, and collect your reward in more sales and greater profits. These are beautifully finished goods of the highest quality.

CANADIAN AGENTS:
SHERMAN F. AINSLIE, Spadina Avenue, Toronto.
ANTHONY FERGUSON, LTD., 1150 Hamilton St., Vancouver, B.C.
ALEXANDER GIBB, 3 Nicholas St., Montreal.

No. 5552—Trowel



No. 5817—"Ideal" Regd. Rake.

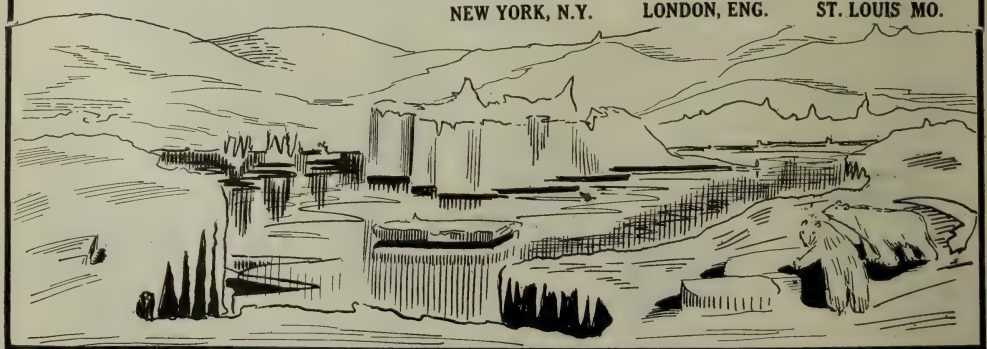
What if it is cold in your factory?

Mr. Manufacturer, if you were using Hoyt's Frost King Babbitt in your machinery bearings you wouldn't worry about the damage the cold might accomplish. Frost King can stand more chilly weather than an Eskimo and it'll keep your factory wheels turning steadily and smoothly in the frostiest weather known.

Try Frost King in the coldest part of your establishment. That's a test for any metal, but Frost King will make good.

HOYT METAL CO., Toronto

NEW YORK, N.Y. LONDON, ENG. ST. LOUIS MO.



If interested, tear out this page and keep with letters to be answered.

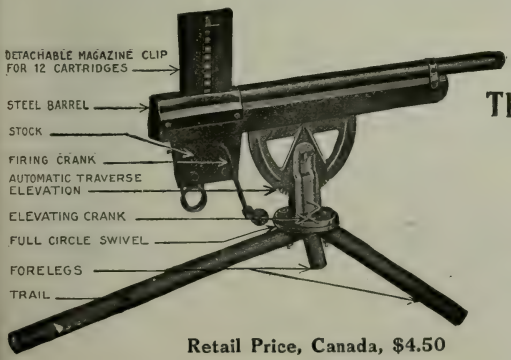
Gilbert
Machine Gun For Summer Business

Here's the biggest opportunity you ever had to do a profitable summer business on toys. Boys everywhere want a practical toy with which they can play war. And the Gilbert Machine Gun meets this demand. Your customers are going to want them this summer.

We have improved and perfected it until it represents the best value possible —it is genuine in its realistic uses—and ideal for summer play.

We have planned an advertising campaign in the boys' publications to appear during June and July and have a particularly attractive proposition to offer you in conjunction with it. It is a new idea in Toy marketing and will enable you to make your Toy Department pay you a profit during its usually dull season.

Our representatives are now on the road and will be glad to call on you —or we will give you complete information direct.

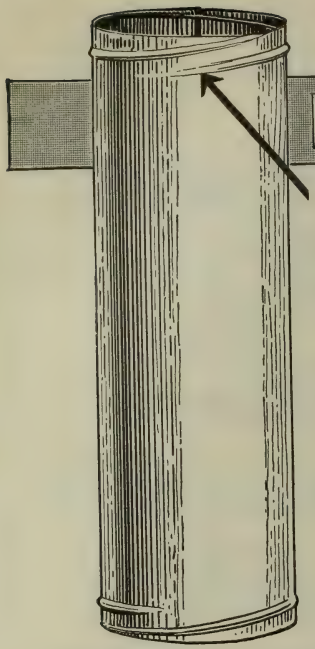


Retail Price, Canada, $4.50

The A. C. Gilbert-Menzies Co.
Limited
439 King St., W., Toronto

Canadian Branch:
The A. C. Gilbert Co., New Haven, Conn.

If interested, tear out this page and keep with letters to be answered.



NEW SAFETY STOVE PIPE

The lock that holds

No. 1—Costs same as ordinary pipe.
No. 2—Made in 6 and 7-inch sizes.
No. 3—Made of 29 gauge iron.
No. 4—Telescope pipe does away with half lengths.
No. 5—No wiring needed. Can't be pulled apart.
No. 6—Pipe is nested, saving freight rates and storage room in store.
No. 7—Eliminates all danger of pipe falling down; easy to put up; absolutely leak-proof; cannot come apart; locks automatically; good appearance.
No. 8—New patent lock effects saving on each pipe, making a saving of one length in every 12 of ordinary pipe.
No. 9—Can be used any place where ordinary pipe is used, or can be used along with ordinary pipe.
No. 10—Patented in Canada and the United States, and "Made in Canada" by Fairgreave & Son, Toronto.

When you sell the new Safety Stove Pipe, same price as ordinary pipe, you are assured of repeat business because your customer receives the latest in stove pipe construction, the pipe with which no trouble will be experienced in joining the pipes or in keeping them in place after they are put up. The automatic lock on each joint is so easily operated that even a child can put the pipe together. The screw joint which connects and holds the pipe together makes a strong, solid connection which eliminates all danger of the pipe falling down, and which also eliminates necessity of using stove pipe wire, ceiling hooks and the consequent loss of time and annoyance which accompany the erection of pipes that need supports of various kinds.

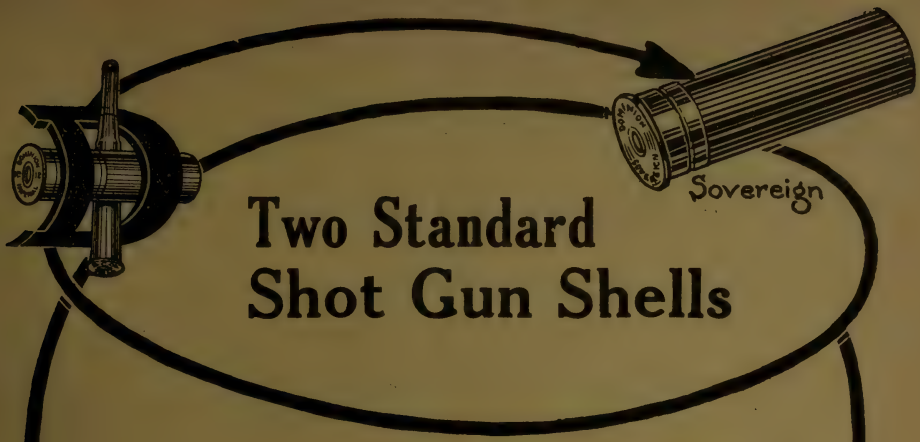
Retailers, clerks and customers save time where this line is handled, and above all, the customer receives a product which satisfies him and agreeably surprises him to such an extent that he will pass the "tip" about the new stove pipe on to his neighbor. Write for prices.

PATENAUDE & BERINI

Timmins, Ontario

Manufactured by Fairgreave & Sons, Toronto, Ontario

If interested, tear out this page and keep with letters to be answered.



Two Standard Shot Gun Shells

The sportsmen—trapshooters and hunters—who stand at your counter know the superior qualities of

Sovereign and Regal
Shot Gun Shells

The double assurance of strong, safe casings, due to the knurled base and the steel reinforced head in both the Sovereign and Regal are points that interest your sportsman customer. Care in loading — well seated wads — the large Dominion 3B primer all help to develop the

Speed—Pattern—Penetration

that have meant so many successful days for Dominion users —your customers.

Show the loading to the doubters by slicing the side of a Sovereign or Regal shell. Demonstrate further by pressing the cut paper back in place and firing the shell at a large piece of paper spread out on a board. Point out to him the number of pellets of shot that have hit and how evenly they are spread on the paper—Pattern. Show him how deeply the shot has gone into the board—Speed and Penetration. The customer will not mind missing a shell from a box when such quality is demonstrated.

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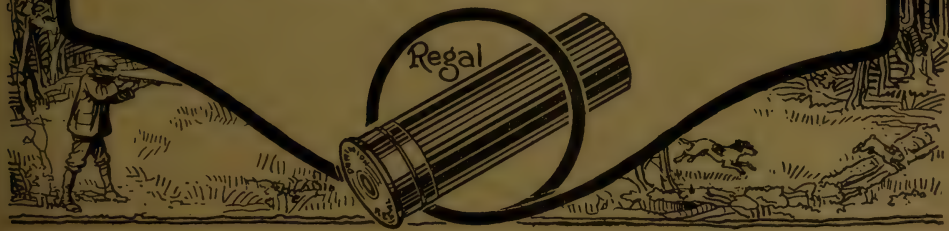

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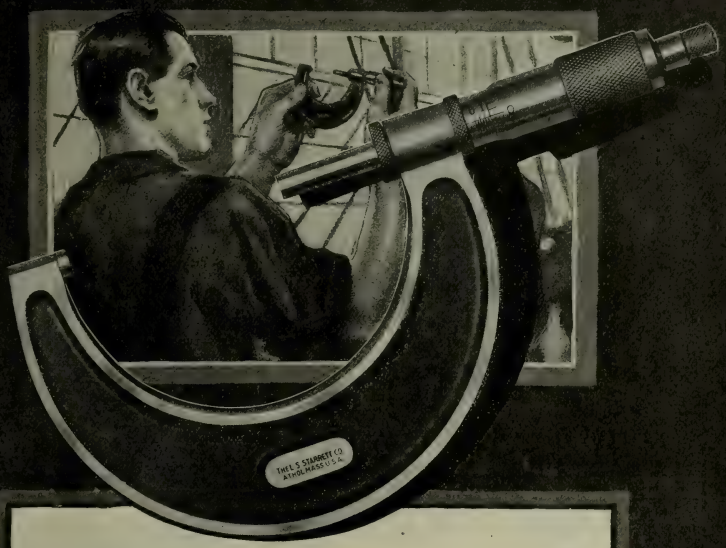

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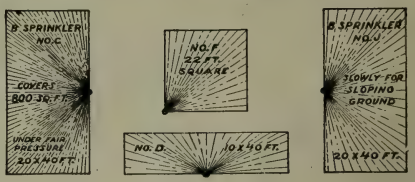

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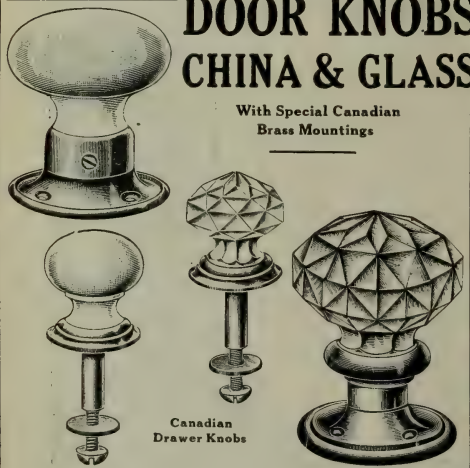

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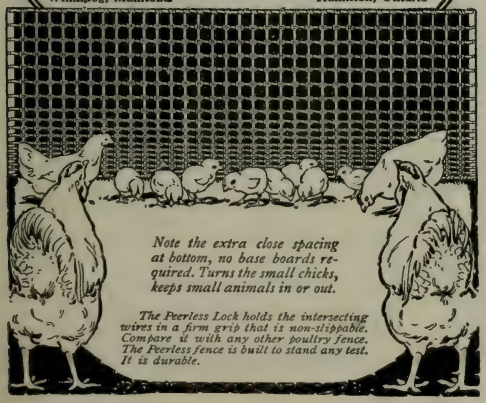

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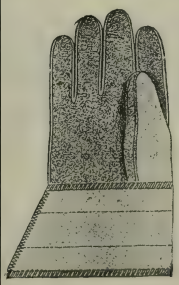

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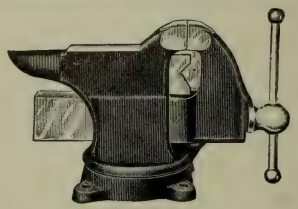

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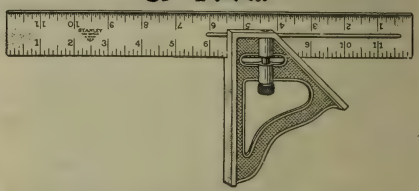

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The Blade is adjustable, and as it can be reversed, provides any size of try or mitre square within the capacity of the tool. In reversing, it is not necessary to remove the blade from the handle, consequently the tool is always assembled and ready for use.

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Both Handle and Blade are nickel-plated. Made in three sizes—6, 9, 12-inch blades.

Send for special circular

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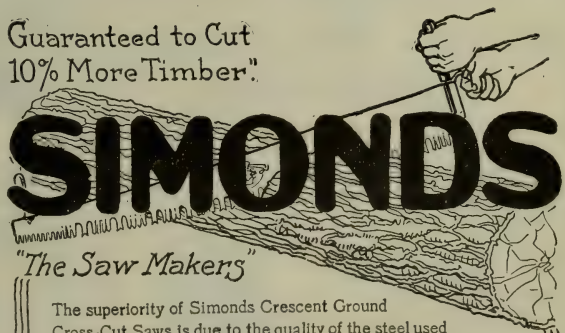
18-15

HARDWARE DEALERS

This sketch illustrates the Simonds No. 237 One-Man Cross-cut Saw with Lion Handle. We would like to send you our descriptive booklet and complete discounts covering Simonds Cross-cut, Hand and Hack Saws.

SIMONDS CANADA SAW CO., LIMITED



The superiority of Simonds Crescent Ground Cross-Cut Saws is due to the quality of the steel used in them and the method of grinding. Crescent grinding is an exclusive process, used only in Simonds Saws. It means teeth of even thickness throughout the length of the saw, and the blade tapered for clearance to the greatest degree consistent with strength. This grinding makes cutting easy because it prevents binding in the kerf. Write for Booklet.

Simonds Canada Saw Company, Limited,
St. Remi Street and Acorn Avenue,
MONTREAL, Quebec. S-3
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A Fairbanks Scale is a guarantee of accuracy appreciated by your customers.

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A SUGGESTION

Have you a stock of Spring Hinges that have distinctive selling features which your salesman can offer and which would make the prospective purchaser buy them and no other?

Chicago "Triplex" Spring Butts

offer this advantage to you. The appearance, durability and finish of this article are unsurpassed, and in consideration of prices that are conservative in respect to value, the up-to-date dealer cannot afford to neglect this profitable business.

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Chicago Spring Butt Company.

CHICAGO TRADE CSB CO MARK NEW YORK

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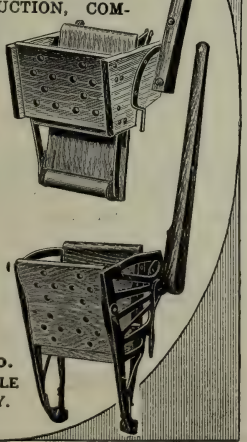
EASE OF OPERATION, THEIR GREAT UTILITY AND THEIR SUBSTANTIAL CONSTRUCTION, COMBINED WITH THEIR PRICE, MAKES THE WHITE MOP WRINGER A RAPID SELLER.



Made of malleable iron and the best of hard woods — Maple or Birch. Fits any kind of pail and wrings the mop thoroughly.

It has more than one use —often used for fruit and vegetable presses and works perfectly. The advent of the White Mop Wringer proved a boon to the housewife—it sells itself and is a good profit-maker.

White Mop Wringer Co.
FULTONVILLE
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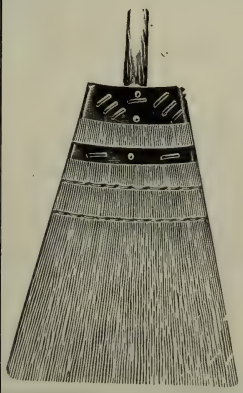
Keystone Stapled Metal Case Brooms



Keystone Stapled Metal Case Brooms are built for the heaviest work, of all corn or corn and bamboo, in various weights. The broom cannot be pulled or broken from the heavy Maple handle, nor can the corn become broken or cut at the shoulder.

Keystone Stapled Metal Cased

Write to-day for prices, etc.

Made by
Stevens-Hepner Co.
LIMITED
Port Elgin - Ont.

Also makers of the famous "Nugget" brooms.

Made in Canada

CANADIAN CONSOLIDATED RUBBER CO. LIMITED
DOMINION
RUBBER SYSTEM
AND ASSOCIATED COMPANIES

Made in Canada

Everything in Rubber

There is hardly a rubber need that the Dominion Rubber System cannot supply. *"Everything in rubber"* is a reality with us. Not only is our line complete, but values are the best within your reach.

Behind all is the Dominion Rubber System service. Branches in all the principal cities in Canada make it possible for you to secure deliveries on the shortest notice.

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Canadian Consolidated Rubber Co.
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Our aim is to serve and please

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HARDWARE AND METAL

CANADA'S NATIONAL HARDWARE WEEKLY

Vol. XXX. TORONTO, MAY 18, 1918 No. 20

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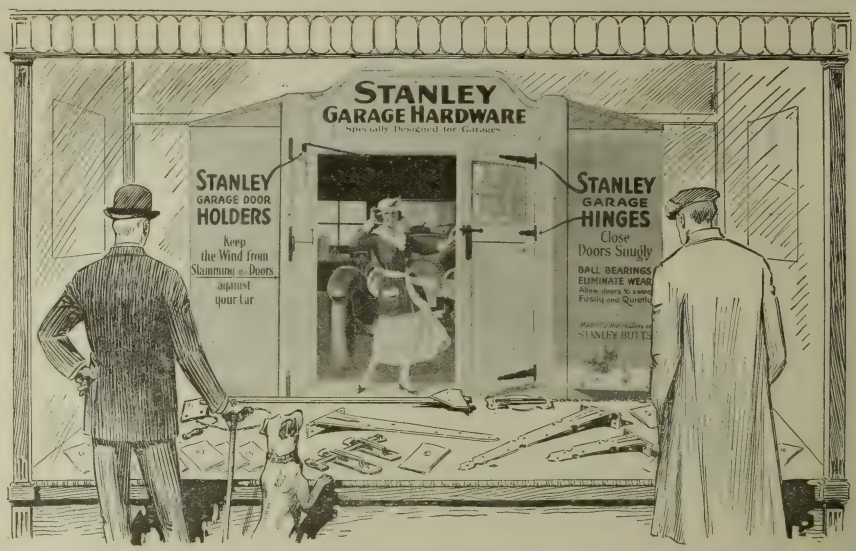

Make them stop, and look, and buy!

PUT this handsome cut-out in your window and observe the attention it gets from auto and garage owners. It livens up the window wonderfully and puts new interest into the auto and garage accessories grouped around it.

This cut-out is exceptionally effective. It is 50 inches long by 36 inches high, splendidly lithographed in 9 colors, made of heavy cardboard, and can be adjusted in no time.

It is of unusual value in making sales. We can send it only to those dealers who stock 10-inch and 24-inch Garage Hinges No. 1457 and Stanley Garage Door Holder No. 1774. If you are not now selling these goods, send in your order for a reasonable amount and we'll ship the display to you free.

Mention the name of the jobber through whom your Stanley Garage Hardware is to be shipped. Write for this useful display now.

Stanley Garage Hardware is stocked by leading builders' hardware dealers and jobbers.

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Manufacturers of Wrought Bronze and Wrought Steel Hinges and Butts of all kinds, including Stanley Ball Bearing Butts. Also Pulls, Brackets, Chest Handles, Peerless Storm Sash Hangers and Fasteners; Screen Window and Blind Trimmings; Twinrold Box Strapping, and Cold Rolled Strip Steel.

Stanley Garage Hardware is adaptable for factory and mill use.

Canadian Representative: A. MacFarlane & Company, Coristine Bldg., Montreal.

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Canada's National Hardware Weekly

HARDWARE AND METAL

Published Every Saturday Since 1888

Vol. 30 TORONTO, MAY 18, 1918 No. 20

Canada Third in Number of Autos

L. B. Howland, President of Canadian Automobile Association, so Asserts at Convention Held in Hamilton—To be no Gasoline Restrictions—Alberta and Saskatchewan Show Gains

THAT Canada is coming to be an important field for automobile accessories can be gleaned from the announcement made at Hamilton during the recent convention of the Canadian Automobile Association by the president, L. B. Howland. Mr. Howland asserted that there were over 200,000 cars in use in Canada, and that this country now ranks third among the countries of the world in the number of automobiles. United States is, of course, first in point of numbers. From this fact it will be seen that one of the most important markets for automobile accessories is right here in Canada. Hardwaremen are appreciating this fact, evidenced by the large number who already have started to handle this line and the interest taken in the matter by many others.

No Restriction on Gasoline

That the authorities at Ottawa did not contemplate putting any restriction on the sale of gasoline at the present time was a further announcement made by Mr. Howland. To a deputation that recently waited on the Fuel Controller the intimation was made by the latter that he did not consider it necessary to interfere with the importation of gasoline. He intimated that there was sufficient gasoline in America to go round. There was a shortage of gasoline in England at the present time, but that was caused through the shipping situation.

Some rather startling figures were given out at the convention as to the number of thefts of automobiles during the course of a year. In the City of Toronto alone there were some 800 cars stolen, while in the City of Winnipeg there were in the neighborhood of 1,000 stolen. The estimated losses on cars stolen throughout the Dominion during last year was $200,000.

Rapid Increase in Saskatchewan

The growth in the number of automobiles in the Province of Saskatchewan is fairly indicative of the great strides that are being made in the sale of automobiles. It is needless to point out that with every sale of an automobile there is a prospect for the sale of accessories. Ten years ago that province only had 74 automobiles. During the first four months of the present year the number of licenses issued amounted to 33,000 and the year is still young. There will be many more issued before the close of the present year. During the first four months of the present year more licenses were issued in that province than in the entire year of 1917. The total number of licenses issued last year in Saskatchewan amounted to 32,705.

Up to April 30 of last year there were issued only 12,838 licenses, compared with 33,000 at the similar period during the present year. Between May 1 and December 31 the number of licenses issued was approximately 20,000. If the same record is maintained for the present year the province expects to have a total of over 50,000 licenses by the end of 1918.

Alberta Also Ahead

There has been a noticeable increase in the number of automobiles in use in Alberta during the first four months of the present year, according to reports which have recently been received. During the year 1917 the total number of licenses issued was 20,639, while during the first four months of the present year the number of licenses issued was 21,080, or 441 more than the whole of last year. While the margin in Saskatchewan for the first four months of the present year is 295 more than the total number in 1917, it will be noted that the Province of Saskatchewan leads Alberta in the number of cars in use, Saskatchewan having 33,000 and Alberta 21,080. Saskatchewan has in the past maintained a lead over Alberta by about 50 per cent. in number, and this record is apparently being maintained during the present year.

The record of the way the automobiles have grown in numbers in the Province of Saskatchewan makes interesting reading. In the year 1906 there were only 22 automobiles in the whole province. Ten years later the number had reached 15,680. Folowing shows the number of licenses granted year by year since 1906 in that province:

1906	22
1907	55
1908	74
1909	147
1910	531
1911	1,304
1912	2,268
1913	4,659
1914	8,027
1915	10,225
1916	15,680
1917	32,705
1918 (four months)	33,000

Growth Because of Economy

Advices from the Western provinces indicate that this development in the automobile industry in the Western provinces has been directly attributable to the fact that the automobile is a great time and money saver for the farmer. It is something akin to the telephone in this respect, as it has been demonstrated to be a fact that it means a real economy as well as a great convenience. In the busy seeding and harvesting seasons, when the loss of a day by a breakdown, it may be in some piece of machinery on the farm, is a serious matter for the farmer. With an automobile ready at hand a quick run can be made to town to secure the needed part or repair and with very little lost time.

Growth of Auto Accessories

The growth of the auto accessory business is bound to keep time with the growth in the number of automobiles. Wherever a new machine is installed there is a prospect for the sale of additional accoutrements. From the record of development in the West it will be seen that that section of the country will need its full share of accessories in the days that are to come. Hardware dealers in the Western section of the Dominion have not been slow to realize the possibilities in this respect, as many have already taken up handling of these commodities and find them a most profitable line to carry.

Cream Separator Business Shifting

Number of Hardware Firms Have Recently Taken on Line—Logical Place, Because Hardware Merchant Carries Many Lines That Are Connected With Dairying

Interior of Store of S. L. Adolph, Listowel, Ont., Showing Neat Arrangement of Stock on Tables, Shelves and in Show Cases. Cream Separators Are Given Prominent Place on Store Floor in Order That Demonstration May Be Made to Prospective Customers.

THERE was a time when the implement man held almost supreme sway in the handling of cream separators. Why the implement man should handle this business was somewhat beyond the comprehension. For the hardwareman already handled churns, butter bowls, cream cans, milk pails, butter workers, milk strainers—in fact almost every line required by the dairying interests, with the exception of cream separators. Manufacturers of late have come more to the realization that the hardware store was the logical place for the cream separator to be handled. They have not been altogether satisfied with the service that the implement men have been able to give in the way of distributing their goods. The lines that the hardwareman has to sell are more varied. For the hardwareman is withal a merchant, whereas the implement man is very often an agent. The difference in the two terms very accurately describes the difference between the two as salesmen. The one has an investment in a business that belongs to himself while the other in many instances simply carries the stock of the manufacturer.

Recently there has been a return of interest in the cream separator business and quite a number of hardwaremen have again taken on the handling of these goods. One of the large manufacturers is authority for the statement that upwards of fifty hardware dealers in different parts of the country have started handling a line of cream separators since the beginning of the present year. About half of this number are located in Ontario, while the balance are distributed in different parts of Manitoba, Saskatchewan, Alberta and British Columbia. Manufacturers in some instances have come to the realization that the hardwareman is the best channel through which to handle their goods. The hardwareman is a merchant primarily—a salesman—whereas the implement man who in the past handled the goods is an agent.

One of the Ontario hardwaremen to take up this line is S. L. Adolph of Listowel. About March 1 Mr. Adolph put on a demonstration for the benefit of the farmers who were attending the Fair. The store was filled on the occasion and much interest was aroused. This demonstration resulted in one sale and eight or ten live prospects. Mr. Adolph is very well satisfied with the prospects in the cream separator business up to the present time. With the assistance of the manufacturers he hopes to carry on an aggressive campaign in the interests of the cream separator end of his business. The selling profit in cream separators is from 35 to 50 per cent. and as each sale amounts to a goodly sum the return on this line is fairly large. Mr. Adolph believes that it is good policy to pick a number of specialty lines to which he can devote his attention. To this end he intends to concentrate his attention on such lines as wire fence, roofing, ranges, oil heaters, cream separators and auto accessories. He will himself in a sense specialize on the salesmanship of these particular lines, leaving to his clerks the salesmanship of lines which require less technical knowledge.

As will be noted by reference to the photograph of the store Mr. Adolph has two cream separators in full view where they can be easily inspected and operated by the farmers and dairymen who come to his store. It is essential that this line be given a prominent space in order that it may be shown to best advantage.

Manufacturers Help Dealers

An important feature in connection with the handling of cream separators

is the fact that manufacturers are taking a live interest in the method the dealer is using to get their goods properly before the consumers. Some of the manufacturers have a complete plan of campaign mapped out to assist the dealer through advertisements in the local papers, sample machines, road signs, field signs, store signs, advertising matter furnished to live prospects by the manufacturers whose names have been supplied by the local dealer.

Cream Separator a Recent Development

Up to about fifty years ago the method of making butter had advanced very little from the prehistoric butter bottle, in which some cream was poured in the morning, the bottle fastened to the saddle and left dangling there until the noon meal, when it was opend and the buttery substance used for food. Eventually such methods as crocks and pans were developed, in which the milk was allowed to stand for thirty-six hours to give the force of gravity time to partially separate the skim milk from the butterfat, which was then dipped off with a hand dipper.

These methods were generally used forty years ago and much later in some sections of the world. Investigations proved that they wasted from ten to forty pounds of butter from each cow per year.

The first definite record of centrifugal force as being employed in the separation of cream from milk was in 1859 when Prof. Fuchs of Germany suggested an apparatus very similar to the ordinary Babcock tester. Prandtl made further experiments of a similar character but was not successful, because the cream was partly churned into butter during the separating process.

In the year 1872 another German professor by the name of Moser exhibited a separator at the Vienna Dairy Show. This caught the attention of several people, among them a prominent engineer, Lefeldt, who completed his model, so that at the Bremen Fair in 1874 he actually separated cream in twenty minutes, but the operation of this machine was not continuous. It had to be stopped and the cream skimmed off, the skim milk emptied and the operation repeated.

In the meantime, a French concern, the Vives-Lille Company, patented a continuous separator as early as 1874, but, so far as we know, this invention remained on paper. The first practical centrifugal creamery was established by day as factory separators and left 6 per cent. of the fat in the skim milk. Present day separators leave only .01 or .02 per cent. and even less.

"As early as 1881, a Danish Weston separator was shipped to John I. Carter, Pomeroy, Chester County, Pa. So far as ascertained this was the first centrifugal separator in practical use on this continent, and was the talk of the neighborhood.

The original Danish Weston bowl was a large, heavy drum, twenty-five inches in diameter, weighed nearly 100 pounds and ran 2,500 revolutions per minute.

Exterior View of Store of S. L. Adolph, Listowel, Ont.

These bowls required four horse power to drive and handled less than 600 pounds per hour, while some present day models weigh less than seven pounds, are 2¼ inches in diameter and are easily turned by hand power, separating 900 pounds per hour. Separators now skim to a trace when handled right. Their capacity has steadily increased; ease of cleaning and ease of turning likewise.

Rubber Placed on Restricted List

Imports Into United States Placed on Basis of 100,000 Tons Per Annum as Against 157,000 Tons Last Year—Will Mean Less Available For Commercial Uses

THE placing of rubber on the list of restricted commodities by the United States Government will have the tendency to cause a scarcity of supplies of all articles manufactured from rubber which come into Canada from the United States. The regulation provides that not over 100,000 tons of rubber shall be brought into the United States, whereas the amount imported last year was 157,000 tons. This will mean a reduction of approximately 35 per cent. The War Trade Board of the United States has issued the following statement in connection therewith:

"Rubber has been placed by the War Trade Board on the list of restricted imports. In pursuance of this important determination in its policy of conserving tonnage for military requirements through the limitation of oversea imports, the board, after consultation with the War Industries Board and with representatives of the trade, decided to place imports of crude rubber to the United States upon a basis of 100,000 tons per year, and has instructed its Bureau of Imports for the current quarter to limit the issuance of licenses for the importation of crude rubber from overseas to a total of 25,000 tons from May 6 to and including July 31, 1918.

"This restriction will be put into effect immediately by the Bureau of Imports. All outstanding licenses for the importation of rubber from overseas will be void for ocean shipment as to shipments made from abroad after May 8, 1918. From the restricted quantity the requirements for the production of goods for the United States and allied Governments will be met in full. The remainder of the 25,000 tons to be licensed will be allocated among the manufacturers of rubber products on a basis of their consumption of crude rubber during the calendar year of 1917.

Regulation of Prices

"As a preliminary step to this restriction of imports and to prevent a speculative increase of prices of crude rubber and an unjustified enhancement in the prices of manufactured products the War Trade Board a few days ago put into effect an option system of regulation of rubber prices, through which the cost of crude rubber is limited, from the time of import until it passes into the hands of the manufacturer, to a reasonable maximum, based upon the quotations current in the trade when the possibility of import restriction was first mooted. Possibilities for profiteering and speculative attempts to run up the prices of the limited supply were thereby barred. The salutary working of the option system was immediately noted in the elimination of the speculative advance which had developed in the price of crude rubber during the progress of the conferences regarding restriction.

(Continued on page 35.)

Music Pen Used in Original Showcards

Well Adapted to Small Letters Not Over One Inch in Height—Invented and Used Primarily For Writing Music—Two Splits in Point Make it Suitable to Cardwriting—Series in Cardwriting

By Robt. T. D. Edwards.

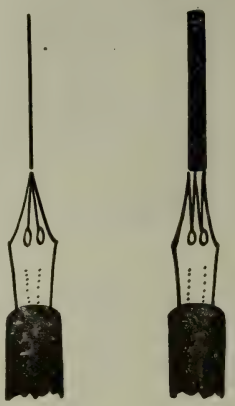
AMONG the many tools used by most modern cardwriters we find the music pen, an instrument which plays an important part in his daily work. This pen is exceedingly popular for all forms of Roman or spurred lettering, but is not practical for a square-faced letter. It is only good for small lettering up to about one inch or so in height, and is used for the most part for single stroke work and is used very seldom for outline lettering.

Its popularity in the United States is quite extensive and it is used by the larger percentage of departmental store cardwriters where small neat letters are required. In show card shops they are used extensively and the window trimmer who writes his own cards also favors these pens for small lettering. In fact the music pen when properly manipulated will form a far better and cleaner letter than can be made by the outline process and the work can be done in about one-quarter of the time.

As you will know by the name of this pen it was not invented for the cardwriter's use. In fact when it was first made its use as a lettering pen was not thought of. It was invented and made for the purpose of writing music. That is, for putting the notes, etc., on the already ruled sheets of paper. Its advantages as a lettering pen were not found out until later.

The music pen in appearance just looks like an ordinary nib but when the point is spread two splits are revealed instead of one, as in the ordinary nib, thus making it a three-pointed pen as shown in Fig. 1. This nib is made from flexible steel and lasts a long time and is very reasonable in price. There is no reason why any cardwriter should not have a dozen on hand. Use them in an ordinary pen holder. The thicker kind is the one to be desired because with continuous work it is not so liable to cramp the fingers as does the thinner one.

You might ask the question, why is this pen better than the round writing pen? The blunt round writing pens are good tools, but there is quite a difference in the work they do. First of all it takes all eleven sizes of the round writing pen to do anything near what one music pen can do. Even at that you cannot get as good results. For instance, to make a proper spur on a Roman letter, such as on the right of the upper case "E" with the round writing pen, you have to make more than one stroke and also have to turn the pen sideways, thus losing time. You also get away from the single stroke principle. But with the music pen all this can be done in a second and with one stroke.

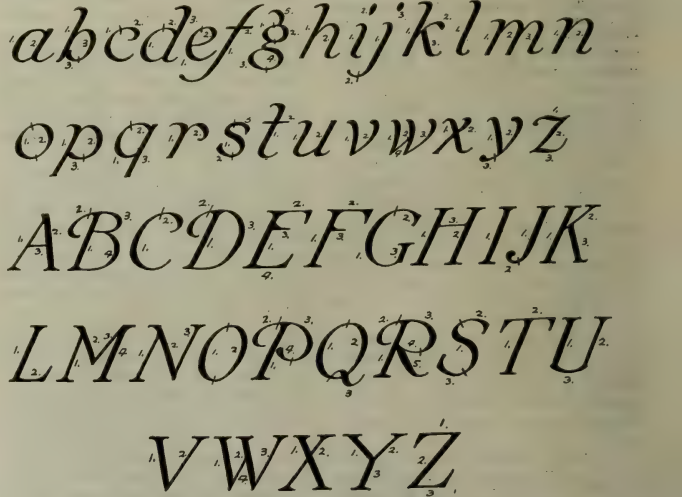


Wide and Narrow Stroke Made by the Music Pen

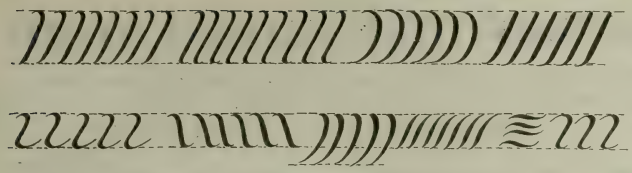
Now, the first thing to learn in connection with the handling of this pen is the principle by which all strokes are made, and when this is mastered all else will come easy. First, all narrow strokes are made when the point of the nib is closed, and all wider than the narrow strokes are made by pressing on the point of the nib until the desired thickness is reached. In other words, the width of the stroke desired is regulated by the amount of pressure placed upon the pen. Of course considerable practice is required in order to get a uniform stroke, but if you practice a uniform pressure you should have little trouble.

This principle applies only to straight strokes. But with the curved strokes a different principle is applied. Now we will take for instance either strokes of the letter "O." These begin and end with narrow but gradually get heavy toward the centre. This sort of stroke requires a great deal of practice and all depends how you are able to regulate the pressure placed upon the pen.

The principle of forming these pen letters is a great deal similar to brush stroke Roman. The pen should be held squarely on the surface of the card, that is, all three points when spread apart should be touching the card. The only time when it is necessary to hold the pen differently is in making the narrow cross strokes, the ones parallel with the guide lines. To do this have the pen point facing to the left.



Method of Procedure in Forming Letters



Strokes for Practice Use With Music Pen

Many cardwriters try to get the same effect with the brush as is gotten with the music pen, but let it be understood that it is almost impossible to get as clear a letter or as perfect as can be done with the pen. The brush is always getting out of shape while the pen always stays the same.

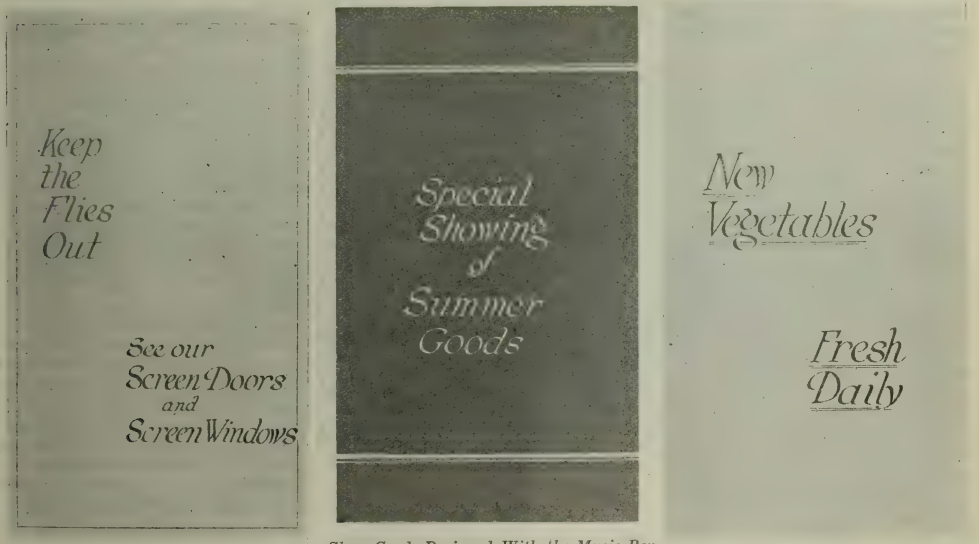
A great deal depends upon the ink or color you use as to the success of this work. First, never use other than an opaque color. So use your ordinary show card colors, for brush work, slightly thinned with water, but mix them thoroughly. The proper flowing consistency will be found out by experience. Never under any consideration use transparent or carbon inks. They are entirely useless for this work. The music pen is the most successful way to letter with a light color on a dark cardboard. White, yellow, cream, etc., flow lovely on dark surfaces and you can form just as perfect a letter with this as with black color on a white card.

One of the best points in this pen's favor is that it puts the color on thick and when it dries it stands out much better than when put on with a brush.

Slanting Form of Letter

The alphabet we are demonstrating this month shows another style of letter formation used by Toronto cardwriters. This is a slanting type and one when practiced that can be made with considerable speed. It is not an alphabet which can be used for all round work, but is meant for the better class of show card. One of the main things to watch in forming these slant letters is to have the straight lines, such as No. 1 in "B," No. 1 in "D," No. 1 in "F" and "E," Nos. 1 and 2 in "N," etc., in the upper case alphabet, all at the same angle. But you will find that all we can say or explain in these columns will be of no use unless you practice this lettering diligently.

The best method for practicing is to lay out a blank sheet of card with guide lines and proceed to practice as shown in Fig. 2, only practice stroke many times more than here shown. Practice every line in the alphabet many times until each one is mastered. The completed cards show this type in use.



Show Cards Designed With the Music Pen

Montreal Sportsmen's Show a Success

Fifteen Thousand Tickets Sold Outside—Interest Develops as Week Proceeds—Educative Value of Such Display Great —Patriotic Side to This First Sportsman's Show

AS indicating the interest that developed in the first Bicycle and Sporting Goods Exhibition held in Montreal, a big sale of tickets through the medium adopted, that of the various patriotic organizations of the city, many thousands of tickets were sold. As previously announced the proceeds of the show were to be given for patriotic purposes, and in this instance the idea conceived by Mr. Kirby seems to have been a timely and popular one.

The bicycle has again come into as great favor, if indeed it does not surpass that held for it many years ago. And the best part of the present interest taken in this modern vehicle is that of the utility it possesses for a regular army of workers, office men, boys and girls. This is the most widely recognized advantage and viewed from this angle the manufacturer and the seller as well should have a greater interest in and a larger hope for the development of the industry than when bicycles were looked upon as a somewhat costly luxury.

It always must rest upon one or a few leading spirits to enthuse the less interested in a new idea or scheme. Thus, the burden of launching the Montreal Sportsmen's Show this year fell very largely on the initiative of T. C. Kirby

(Continued on page 42.)

Giving Employment to Returned Army

35,000 Home and 60,000 Disabled Men a Possibility Any Time — Study of Problem Shows it Requires More Than Superficial Thought

Written for MacLean Publishing Co. by C. Norman Senior, Department of Soldiers Civil Re-establishment.

MERCHANTS and manufacturers of Canada, along with the industrial and commercial communities in all the belligerent countries, today face in the returned soldier problem a condition which, if left to solve itself, will undoubtedly do so at the expense of their prosperity. Employers, along with all other classes of the community, are vaguely aware that the military authorities have returned 35,000 soldiers from overseas as unfit for further military service. They know also that if the war were to end to-day another 20,000 to 25,000, who are still in English hospitals, would gradually be brought back. That this army of disabled represents a definite national problem which has to be grappled with, not only by Government departments, but by individual employers, is what may not yet have registered as self-evident.

Patience Required at First

Everybody has been urged to employ returned soldiers. Probably the merchants, publishers, etc., have done as well as any section of the community. But the problem of this 60,000 is ever so much bigger and broader than mere employment. This will also be found true of the fit veterans when they return after the war, for the nerve-shattering experiences of the battle front do not leave men in the same condition as before. Just what is meant may be gathered from the remarks of a returned major, who now occupies a position as vocational officer with the Department of Soldiers' Civil Re-establishment. Addressing an audience of factory managers upon some of the problems which would confront them in employing returned soldiers, he said:

> "When I came from the front to Canada, even after I had had a good furlough, the first morning my duties commenced I could not stay more than one hour at my desk, I was so excited and nervous."

The inference may as well be drawn right here in the words of this officer himself:

> "Therefore, tolerance and human kindness towards the returned soldiers are what we ask of you who are or may be in charge of these fellows."

Not a few who have employed returned soldiers have reported that they found them "good for nothing," and were compelled to discharge them; sometimes the men did not even wait to be discharged, but took French leave of their positions for no apparent reasons. These incidents have occurred and will occur again, but the major pointed out to his audience of factory managers that anybody who has seen how these men behaved on the battle front, their coolness, their self-sacrifices to help their comrades, their bravery in the very face of death, could not believe that these were the men who would fall down on an ordinary job. The point he made was that some foremen and superintendents were too quick to reprimand and were not tactful in realizing that they must follow different methods in dealing with men who had been through the awful experiences of this unprecedented war.

Use Tact and Less Reprimand

Other employers, whose tactfulness had been adequate for the occasion, had found that after a short period of tolerance of certain irregularities the men had responded and made loyal, efficient employees, eager to give the maximum of satisfaction. A heart-to-heart talk with the returned soldier employee who may be acting in an unsatisfactory manner was urged as an unfailing remedy.

Disabled soldier, a former newspaper artist, receiving instruction in painting.

The discharged soldier was at heart earnest and determined to succeed in civil life, but his nerves and powers of concentration were not equal to all situations for the first few months, the major declared.

Now, just why should employers go to all that trouble with one class of employees? A lot has been said about gratitude to the returned soldiers, patriotism, etc. It was worth saying, and has been well said, but there are more powerful reasons even than those. At the present time there are 35,000 men in Canada who have done with their military service. This is no small group, and it consists entirely of young, mentally active men who three or four years ago were fit for anything, and who are now restricted in their scope as a result of their injuries. Thoughtless antagonism or even indifference to their welfare might easily impede the task of absorbing them into the community, by accentuating their temporary difficulty in settling down until it developed into real aversion for work under conditions as they found them. The demoralizing effect upon all classes of the community from a crystallization of this very real danger can easily be imagined. No business man needs to have any more than a casual reference made to the evils attending upon the presence in the community of a large unemployed section. Particularly in Canada, a young country, would the presence of a large non-productive element be harmful.

Returned Men Take Up New Employment

It should be remembered also that these first returned men are the ones who will control and guide the great bulk of our army when it returns after the war. If a spirit of resentment due to real or imagined injustice grows, the whole body of returned soldiers will respond very quickly and the business community would find the antagonism thus engendered very difficult to cope with. The general public is behind the soldiers in almost every stand they take, and this is a circumstance which should not be overlooked.

About one-tenth of the soldiers returned so far, it has been found, are so disabled that they cannot resume their pre-war occupations and be self-supporting. The country has undertaken the obligation of giving these men what is known as vocational re-education. That is, it trains them for new occupations in order that they may be self-supporting. It is the well considered aim of those responsible for the vocational training policy of the Department of Soldiers' Civil Re-establishment to protect the industrial community as well as the disabled men by training the veterans in as many widely different occupations as possible. No one industry or occupation should become overcrowded with disabled men, even though it is recognized that certain classes of work are easier to teach to injured men than are others.

In order that the men may be scattered as widely as possible through the commercial and industrial ranks, the policy of training them in the industrial establishments themselves rather than in technical schools and class rooms has been adopted. To train these men in schools would mean the establishment of large training centres where, at the most, probably 20 or 25 different courses could be established. Under the system adopted by the department of placing them

with employers to receive their training in the very conditions where they will subsequently work the number of occupations for which men are being trained already numbers 175, and is rapidly increasing.

Majority Can Earn Their Living

While it is true that these disabled men are limited in their scope as a result of their war injuries, it is also true that hardly any of them are absolutely debarred from earning their own living. The results of the vocational training already done have amply demonstrated this. When a blind man can be a stenographer, a one-armed man a telegrapher, a man with both legs off a machinist, and so on, it will be seen that there is some kind of opening for every one of them.

As far as possible it is sought to place the more seriously disabled in skilled positions. The man who formerly relied upon his strength for a living—that is, the absolutely unskilled laborer—is rendered unable to go back to his old occupation by almost any kind of wound which makes him unfit for further military service. These are being trained for all kinds of mechanical work where a little more brain work is necessary and a little less manual strength is required.

System Followed to Find Employment

There is in each province a district vocational officer as well as an officer in charge of industrial surveys, whose duty it is to locate the opportunities for training. Members of the retail and manufacturing trades may well consider the opportunities within their grasp of assisting in this all-important work and communicate with these officers.

Among the courses which are being given are bookkeeping, ordinary commercial courses, typewriting and stenography, typewriter repairing, photography, show-card writing, engraving, etc. These examples are cited here because many firms find workers of these classes valuable in connection with side lines of their business. It is the desire of the vocational officers to be in touch with all sections of the community so that no opportunities for training men may be lost.

Students Supported by the Department

During the period of training, which usually lasts from six to nine or even twelve months, according to the degree of disability and the difficulty of learning the new occupation, the department supports the student and his family by means of a vocational allowance based on military pay and allowances and Patriotic Fund allowances. The vocational pay, as it is called, varies on the side of generosity from these allowances, and the student is quite able to devote his full time to the study of his new occupation. This allowance is paid even when the man is placed as an apprentice with a private firm to receive his training under employment conditions.

A close inspection of the man's progress is made to see that exploiting is not attempted, and to see that the man is making definite progress.

Government to Take a Hand

The problem of unemployment in regard to returned soldiers is a big one, and it is accentuated by the fact that they are returned soldiers. It is one which must not be left unsolved, because its dangers are infinitely greater than any ordinary unemployment problem which has ever confronted Canada.

The question of training the disabled is one which the Government has grappled with fairly and squarely, and in which it has taken definite steps to obtain the co-operation of the employers generally. Sooner or later they will come to you to find out what the opportunities for training men are in your business.

In the meantime these facts should be considered: it is going to be good business to have returned soldiers in your place. There is a very strong disposition on the part of the public to do business with returned soldiers when it sees them.

Soldier with one arm taught to operate a device for a typewriter.

The same qualities of loyalty and steadfastness which made these men fight for their country are just the qualities you want in your own employees.

Plea for the Returned Soldier

That "patience and human kindness," which the returned major mentioned, will be well rewarded. This applies not only to the disabled who need to be trained for new work, but to those men who come back fit and anxious to take their ordinary part in civil life. You will have many applications for work from them, and it cannot be emphasized too strongly that, while the problem is a national one requiring strong Government action in a centralized way, the solution will only be found if each individual employer does his bit. No matter how small your store may be, if you employ men you will find among the returned soldiers many suitable employees. It is in your interest that these men fit back into civil life just as quickly as possible. You do not want to see any class consciousness develop among them, because you know it will be hurtful not only to you, but to the men themselves. The sooner they fit back into their ordinary grooves the better for everybody, but it will be a long time if you, as individuals, always "pass the buck" to the Government.

RUBBER PLACED ON RESTRICTED LIST

(Continued from page 31.)

"Imports of crude rubber during the previous year had been at the rate of 157,000 tons per annum. Imports will therefore be restricted by something over one-third. The War Trade Board and the War Industries Board, at whose suggestions the War Trade Board undertook the regulation of price and the restriction of imports of crude rubber, have acted with reluctance in a step affecting the fourth largest industry in the country, but the imperative demand for tonnage to transport troops, munitions, and supplies necessitated action. The board has been met in the most patriotic spirit by the representatives of the rubber industry, who have been ready to recognize and admit the vital need of the hour for the conservation of tonnage and have acquiesced in the limitation of imports to the basis of 100,000 tons per annum, which figure was decided upon after consultation with the trade.

Will Limit Output of Rubber Goods

"This limitation will naturally involve some limitation in the output of the finished products of the rubber industry, but it is believed that this will be accepted with equal patriotism by the consuming public, particularly since the establishment of a limited maximum price for crude rubber should operate to render unjustifiable and unnecessary increases in the cost of the finished products into which this raw material enters. Should, contrary to the hopes and expectation of the board, attempts be subsequently made to exact unjust prices from the ultimate consumer through speculative attempts to take advantage of the limitation of output of rubber products, measures to cope with this evil undoubtedly will be found necessary and justified.

SASKATCHEWAN RETAILERS MEET AT SASKATOON THIS WEEK

The convention of the Saskatchewan branch of the Retail Merchants' Association of Canada was held in Saskatoon on Tuesday, Wednesday and Thursday of this week. The agenda of the convention comprised interesting and important discussions on matters pertaining to the Western retail trade. The convention will be fully reported in HARDWARE AND METAL next week. A representative from the head office is now in the West, having made the trip for the express purpose of reporting this convention. An interesting report is assured to our readers.

EDITORIAL COMMENT

TURPENTINE in the primary market reached the high point of the present year during the week. An advance of over 10c per gallon has been recorded from the recent low level. Turpentine is one of the few commodities that has remained almost stationary in spite of the war. Crown him king.

* * *

EVERYTHING points toward a bumper wheat crop in Canada and the United States this year. Estimates place the exportable surplus for Canada at 350,000,000 bushels. Should that come about the banner year of 1915 would no longer carry the laurels. It is only the enemy within our gates that will view this prospect with alarm.

* * *

SIR GEORGE EULAS, "Duke of the Daylight and Thane of the Dawn," must have had his equipoise shaken from its equilibrium—just a little—by the noise that he kicked up when he proposed to change the weight of the cement bag.

INTENSIVE PRODUCTION HAVING EFFECT

ENCOURAGING reports from Pittsburg with respect to the production of iron and steel during the first two weeks in May are being made. There has been a marked increase in production of iron largely through the better shipments of coke from the Connellsville district.

There are some sections of the iron and steel trade in the United States which are of the opinion that sixty days of intensive production will remove the urgent requirements of the Government and allow a resumption of commercial business. Authorities at Washington, however, are apparently not encouraging this view.

Iron is now being produced in the United States at the rate of 40,000,000 tons a year and it is expected this figure will shortly reach 43,000,000 tons a year. Some of the furnaces have reached as high as 94 per cent. of their capacity. Steel mills on the average are operating at less than 85 per cent. of capacity. The poor showing of the steel mills is asserted to be due to the shortage of scrap. This rapid increase in production in the United States will be watched with interest by Canadian concerns who have depended upon that country as a source of supply.

NEW COPPER PRICES JUNE 1

CONSIDERABLE interest centres around the price that is likely to be fixed by Government authorites on copper in the United States on the first of next month. A conference between the copper producers and the Government officials was held in Washington recently, but nothing definite resulted.

At that conference a lot of statistical material was submitted by the producers to show the increased cost of production. These facts were made the basis for a plea for higher prices for copper. A further conference has been called for May 22, at which time it is highly probable the price will be fixed.

Consumption of copper for war demands continues on the increase. No shortage has been felt as yet for these needs, but it has been necessary to curtail sales in the regular lines of trade in order to assure a sufficiency for Government needs.

GETTING ADVERTISING MATERIAL READ

THE biggest problem for the advertiser is to get material in his advertisements that the prospective customer will read. A jumble of facts will not always attract. In fact it is rare that incoherent and disconnected points have weight. It is the appeal that is made in its entirety that catches and holds the attention.

This point is well illustrated by the method adopted by a very well-known steam gauge and valve company in the United States who secured the services of Elbert Hubbard to write the material for their catalogue. But for the untimely death of this well-known writer on the Titanic he might still have been producing excellent and readable catalogues.

Hubbard tackled the problem of telling about steam engines and indicators and told the story in such a way that even mill owners recognized the fact that they could read such a catalogue with profit to themselves. However, the catalogue of this company is still being read with much interest.

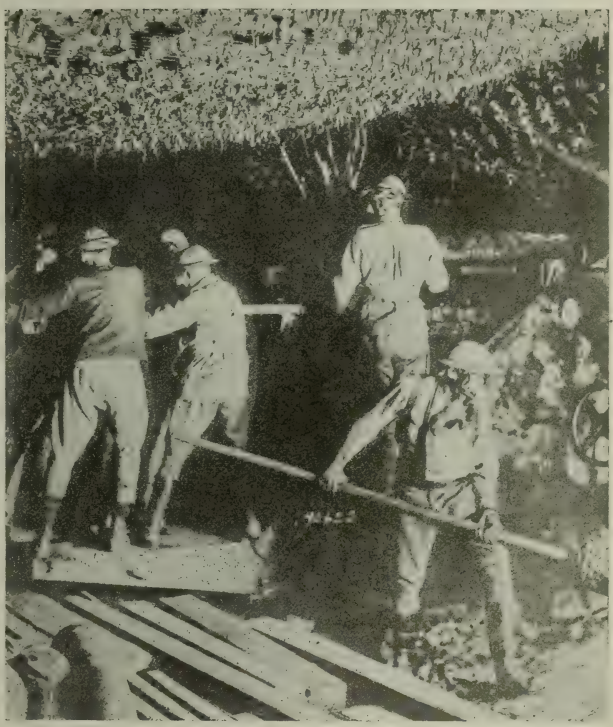
In framing retail advertising it is well to bear in mind that the human mind is looking for news about commodities. The advertising pages of this newspaper are read with a great deal of interest by the trade because they contain news—they make an appeal—they interest.

Current Events in Photograph—No. 20

MASKED GUNNERS SERVING THE GUNS

Long training has enabled the allied soldiers to fight for hours at a stretch while wearing their gas masks. Gunners man their pieces during gas shell bombardments three and four hours, wearing these masks and goggles, and are only relieved of them when wounded and carried down behind the lines.

Note the striking camouflage protection over the gunners' heads to protect them from the inquisitive eye of a German "Gotha."



Canadian Steel Men Sign Pledges

Agree to Place Production of Plants at Disposal of United States Government and Her Allies—Practically Impossible to Buy Many Iron and Steel Commodities For Importation into Canada

SOME Canadian iron and steel concerns who are members of the American Iron and Steel Institute have signed the pledge adopted by that body for the use of its members to the end that production at the various plants may be turned to the use of the United States Government and the Allies. The pledge adopted by the Institute was given last week in HARDWARE AND METAL, and runs as follows:

"For myself, my corporation or my firm, I pledge the prompt production and delivery of the largest possible quantity of material in our departments that is or shall be required by the United States Government for the necessities of itself and its Allies, and agree that all other lines of our business shall be subordinated to this pledge, and all this in accordance with the request of the War Industries Board."

In our editorial comment last week attention was drawn to this action on the part of the leading producers in the United States. Judge Elbert H. Gary in a recent statement to some of the Canadian members of the Institute asserted that all of the leading steel manufacturers of the United States had met at his office and had pledged themselves to give the Government 100 per cent. of their output or as much as it needed up to that point.

Unable to Buy in United States

"It is practically impossible to buy many of the iron and steel commodities imported into Canada from the United States producers," stated one of the large Canadian importers to HARDWARE AND METAL. "This is especially the case with sheets as a very large order, reported at 75,000 tons, was recently placed by the United States Government for use in certain defensive work on the Western battle front. This will take a large additional supply of sheets and will naturally cause a scarcity of these lines for commercial purposes on this continent." In view of this condition the Canadian trade will be interested in following the developments in this market with its consequent bearing on supplies.

Credit Men Report Very Few Failures

Annual Meeting of Canadian Credit Men's Association, Ontario Division, Held in Toronto—Conditions During Year Reported Very Satisfactory—W. H. Lamont Says it is Time to Keep Close Watch on All Credit Matters

ONE of the outstanding features of the annual meeting of the Canadian Credit Men's Association, Ontario Division, held on May 14 in the Board of Trade Club Rooms, Toronto, was the report of very few commercial failures during the year. W. H. Lamont, of H. S. Howland, Sons & Co., president of the Ontario Division, in his annual report advised that it was a time when all credit men should keep a close watch on their customers' affairs. Mr. Lamont is of the opinion that capital is necessary in conducting any enterprise but that an even greater essential is credit to assist in building up a profitable business, providing it is established on a solid basis. The report of the manager, A. S. Crighton, showed a very gratifying condition of affairs in the association.

Nominations for the incoming board of directors were made, which are to be voted on by ballot some time between now and June 1. Following are the nominations:

Toronto.—Thomas W. Learie of W. R. Johnston & Co.; C. T. Richardson of H. P. Eckhardt & Co.; A. G. Parker of W. J. Gage & Co.; Thomas McMillan of Ansley-Dineen Hat Company; D. Marshall of A. T. Reid & Co.; H. G. Tod of Thompson Lace & Veiling Co.; E. A. Lye of W. R. Brock & Co.; C. T. Ross, of the Keen's Company; F. W. Cooper of S. F. MacKinnon & Co; Warren Walker of Gordon, Mackay & Co.

Province of Ontario.—Mark Rowe of Canada Furniture Manufacturers, Limited, Woodstock; E. D. Goetz of Brandon Shoe Company, Brantford; John B. Kirby of Williams, Green & Rome Co., Kitchener; E. Leith of Balfour, Smye & Co., Hamilton; G. T. Dunn of Canadian Steel and Wire Company, Limited, Hamilton; W. S. Duffield of John McPherson Company, Limited, Hamilton; E. S. Little of Robinson-Little & Co., London; James A. Lamb of Grant-Holden-Graham, Limited, Ottawa.

Of the above number four are to be elected from the City of Toronto and five from the province. The president, vice-president and secretary-treasurer will be elected by the incoming board of directors. Following is the address of the president, W. H. Lamont, and of the manager, A. S. Crighton:

PRESIDENT'S REPORT

Gentlemen:—

It is my privilege and honor to present to you the sixth annual report of the Canadian Credit Men's Association, Limited, of Ontario.

We have just completed a year during which all credit men have been laboring under great strain. The rising market under which we are still trading necessitated in many instances the increasing of credit to our customers, consequently we, as credit men, were called upon to face the business conditions with optimism, yet using care, alert to see that our customers did not speculate too heavily by over-buying, at the same time bearing in mind that some protection in buying with the continued increase in prices was necessary. But I am glad to say that during this strenuous time credit men have learned to realize more than ever the many advantages of co-operation, and in consequence the detailed reports of the different departments of our association, as presented by our manager, are most encouraging. Our financial condition shows improvement, almost every month the balance has been on the right side, even in face of the ever-increasing operating expenses.

The Adjustment Bureau, though progressing slowly, is deserving of more encouragement from the members. Our board room can be used for meetings, and our complete and efficient organization is at the command of any member to carry out investigations, which they can rely on being handled with the best of attention. It is needless for your board to point out that in giving your business to this department you are helping yourselves. Any profit derived outside of the actual operating expenses goes back into the association to assist in building it up and bettering credit conditions throughout the country.

This is a time for all credit men to keep a close watch on their customer's affairs, and at the first indication of one getting beyond his depth his affairs should be carefully investigated so that he can be directed and encouraged to adopt progressive methods that will enable him to pay his liabilities, and work into a snug position.

Referring to legislation, your board is glad to announce that the Bulk Sales Act will become operative this fall, and that the Daylight Saving Bill has been passed. The result of this act of Parliament we feel confident will not only show a considerable saving to the country, but should also be beneficial to the health of the people generally.

The necessity of uniformity in provincial laws has been constantly before us, and your board is glad to report that the Bankruptcy Act as drawn by Mr. Grundy, solicitor, for the head office in Winnipeg, assisted by Mr. Jackson, of Regina, and by our own good friend and solicitor, Mr. A. C. McMaster, has been introduced at this session of Parliament by Mr. Jacobs, K.C., of Montreal. The opinion of all sections of the trade generally is in favor of the Act. The Bill will, no doubt, become law, though, perhaps, not exactly as drawn. It has been referred to a committee after passing the second reading, with the intention, I understand, that the country generally should have a chance to pronounce upon it, consequently the passing of the bill may be delayed until next session.

Open meetings have been held frequently during the year, at which we have enjoyed hearing speakers of a high order; their addresses have been well received, being both interesting and instructive to all members. These meetings serve the further purpose of bring credit men closer together and it might be advisable during the incoming year to try and hold them more frequently than we have been doing heretofore.

The various committees have been most active in the duties assigned to them, and I wish to express my personal appreciation of the attention given by all members of the association, without which it would have been impossible to have shown the growth that we have enjoyed during the year.

The earnings of mechanics and artisans are constantly increasing, farm products are bringing much higher prices than ever before, and in consequence the country generally is prosperous. This condition should go a long way in helping the retail merchant to reduce his outstandings and bringing his business closer to a cash basis. We are glad to observe that the people are realizing the necessity of thrift, resulting in a large over-subscription in placing the Victory Loan this year, which is something all Canadians should be proud of, but even after providing for this wonderful investment it is pleasing to note that the banks are reporting monthly increased balances in their saving accounts.

This terrible world war is still going on with the end not in sight. In consequence we in Canada will be called upon to produce more even than has been done, hence it behooves our Government to arrange for the best possible organization to assist in cultivating every available acre, and every effort should be made to perfect our means of transportation in order that our produce should be got forward to where it is required with as little delay as possible, as well as to provide for systematic distribution of foodstuffs among ourselves.

Because of the war our national debt is continually growing until the load is now very heavy, and in consequence we are going to be called upon to meet very heavy taxes, possibly for some time to come. Credit men must, therefore, look into the future with courage and confidence, using every opportunity to help build up the business of our country, in order that these taxes may be borne. Capital is a necessity in conducting any enterprise, but even a greater essential is credit to assist in building up a profitable business, providing it is established on a solid basis. Advances on debts which are promptly redeemed at maturity is one of the strongest influences to create and increase national wealth. It has been stated by an authority that credit advisedly extended has accomplished more in the past to enrich nations than probably the mines of the country.

Whenever possible we should try and educate the retail merchant in the value of credit, showing him how necessary it is to keep his affairs as liquid as possible, the necessity of careful buying as well as efficiency in collecting, so that capital will not be unduly absorbed in dead stock or open accounts. Facing these responsibilities, and while having careful regard for safety, helping in every way possible progress and development, shutting out from our minds any feeling of pessimism, we ought to keep ever before us the vision of success and the ultimate destiny of our country.

The thanks of your board is extended to the manager, and all the members of the staff for their efficient work during the year, and personally I wish upon retiring to tender to the incoming president my best wishes for his success in office. I feel sure the association will gain in usefulness and prosperity under his guidance.

W. H. LAMONT, President.

MANAGER'S REPORT

Gentlemen:—

The fiscal year just closed has been, perhaps, the most successful year in the history of this division. I do not mean to infer by this that the annual statement shows large earnings—this is not the case, although a reasonable net profit has been added to the former surpluses of the branch. The success attained is in the fact that a more valuable service has been rendered to the members, and the business community as a whole, than ever before. This has been made possible, through the medium of the association, by a closer co-operation on the part of the wholesale houses of the province, for the general betterment of conditions affecting mercantile transactions. The idea of co-operation among competitors is spreading, and is bringing forth much fruit. Wholesalers, who in the early days scoffed at the ideals enunciated by supporters of the association's principles, are to-day enthusiastic members, giving of their experience, time and money for the common good.

A decided growth in membership is responsible to some extent for the increased power of the association as a factor in the betterment of conditions which prevail, but increased interest taken by the members in their association, is responsible to a still greater extent. Very great appreciation is due to the chairmen and members of the various committees, many of which have been active throughout the year.

Clearing House

The value of the trade clearing report is becoming much more pronounced, due to the added number of members subscribing to this department. In the early days, due to the lack of members, it was in many lines of trade impossible to tabulate a report of value. To-day, except

in a few isolated trades, there are very few accounts cleared in which none of the members are interested, and, as a consequence, almost all reports issued contain sufficient information to enable the credit man to form an opinion as to the advisability of extending credit, and a large proportion of the reports show almost the total liability to the rade, of the party inquired upon.

A striking example of the benefits to be derived from the trade clearing reports, is in the case of a firm who recently found it necessary to make an assignment for the benefit of creditors. About six months prior to the assignment, a trade clearing report was issued to the members interested, showing a very unsatisfactory state of affairs, the bulk of the liability being past due and a number of members interested. Upon receiving this report the members evidently proceeded to get their accounts reduced as rapidly as possible, as when the crash came only a few of them were creditors, and these for comparatively small amounts. The large creditors finally interested were those who, failing to appreciate the benefits of co-operation in the interchange of ledger information, were not members, and had not seen the report.

The following is a record of the number of inquiries cleared by the Ontario division during the year:—

Inquiries cleared at request Ont. members	13,790
Inquiries cleared at request Montreal office	7,306
Inquiries cleared at request St. John office	3,046
Inquiries cleared at request Winnipeg office	7,723
Inquiries cleared at request Calgary office	2,438
Inquiries cleared at request Vancouver office	1,657
Total	35,960

During the past year a "Service Reference Book" has been published, giving particulars of the association's activities, its modus operandi, etc., and this has been found of very general benefit by the trade.

Financial Statements

Under the instructions of the improved credit department methods and educational committee, a new simplified form has been adopted. These are supplied to members should they desire to send them out to their customers, and are also used by the association in securing statements upon request of members. The interchange of statements between our branches is a feature of growing value to the trade.

Fire Insurance

Through the efforts of the association, a number of retailers have been induced to increase the amount of fire insurance carried on their stocks or other property, to an amount sufficient to protect their creditors in the event of fire. We were glad to take this matter up with any retailer at the request of members, without divulging names.

Prosecution Fund

No prosecutions have been instituted by the Ontario division this year. Frauds against creditors have not been of frequent occurrence. The prosecution committee are continually reminding members of the existence of this fund, and of the rules governing its use. It cannot be used for the purpose of investigating cases of suspected fraud but for the purpose of prosecution only. Members submitting whatever evidence they have been able to secure to the prosecution committee, are authorized the use of the fund if, in the opinion of the association's solicitors, the evidence warrants prosecution.

Adjustment Bureau

Commercial failures have been few and far between, and those which have occurred have not been of any great importance. Your Adjustment Bureau, therefore, has not been called upon to wind up many estates. It has, however, been successful in arranging for the general benefit of creditors a number of very satisfactory settlements, and has carried on several businesses under extension arrangements as Trustee. The Bureau is fully equipped to efficiently conduct investigations at the request of creditors, prepare statements of affairs, and to administer estates under extension or assignment in a competent and economical manner.

Creditors occasionally desire to discuss with other creditors the position of an account. For meetings of this nature, or any other purpose, our board is always at the disposal of members upon request.

Legislation

Your legislation committee, under the able chairmanship of Mr. James A. Catto, of Messrs. W. R. Brock & Co., Ltd., has been active. For a number of years your association has been advocating greater uniformity in provincial legislation. In co-operation with the Canadian Bar Association, bills have been submitted to the Legislatures of a number of the provinces, including Ontario, providing for the appointment of a commission, whose business it would be to consider the laws in effect relating to commercial matters and to consult with similar commissions in the other provinces, with a view of bringing about uniformity in such laws. The efforts of your committee have been rewarded in the fact that the Ontario Government at the recent session of the Legislature enacted the necessary legislation, providing for the appointment of a commission along the lines advocated.

Bankruptcy Act

Your Ontario committee has co-operated with the legislation committee of the head office, in an endeavor to have enacted at the present session of Parliament, a Bankruptcy Act which would meet with the approval of the various interests. A bill prepared by the association's head office solicitor, H. P. Grundy, K.C., Winnipeg, and revised by E. J. Jackson, K.C., Regina; E. R. Siddall, B.C.L., Winnipeg, and A. C. McMaster, K.C., Toronto, after having been submitted to practically all interested organizations in the Dominion, has at the time of writing been introduced in Parliament by S. W. Jacobs, K.C., of Montreal. Your association is sparing no effort or expense to secure a Bankruptcy Act, which in its operation will be speedy, inexpensive and equitable to creditor and debtor alike.

Your committee is active in watching carefully all proposed legislation going through the local House, likely to affect credit granting conditions, and the appreciation of the members is due to the committee for their efforts to safeguard the interests of the wholesalers of the province.

Membership

Many new names have been added to the membership list during the year, and your membership committee, under the capable chairmanship of A. C. Parker, of Messrs. W. J. Gage & Co., deserves great credit. It is indeed satisfactory to note that in spite of the fact that our membership now is considerably greater than ever it was, there have been fewer defections than in any previous year. This is evidence of the fact that as the membership grows the service becomes more valuable, and the service has now reached such a high state of efficiency that a wholesaler, in almost any line of trade, selling to the retailer, can secure from his membership, if he will make full use of the service, a splendid return for his co-operation and subscription.

Finance

The financial position of the division is steadily improving, the year's operations showing a slight excess of revenue over expenditure. As in practically every other line of endeavor, operating expenses have considerably increased during the period of the war, and, while the price of almost every other commodity has been increased, there has been no increase in the price of the service delivered to its members by our association. The membership fees remain the same, there has been no increase in fees charged in the Adjustment Bureau, and it is satisfactory to note that, in spite of expenses having increased considerably, the division is able to carry on a continuous propaganda for the improvement of credit granting conditions, and still earn a small margin of profit. Mr. Thos McMillan, the vice-president, has been chairman of your finance committee since the inception of the Ontario division, and the success of the division is to a large extent due to his careful supervision of the finances.

The thanks of the entire membership is due to the president and board of directors for their careful and systematic supervision of the affairs of the branch. The addition last year of directors representing the various cities and districts of the province has proven very beneficial.

The members of the staff have proven themselves to be efficient and loyal in every particular, and a spirit of co-operation prevails. I desire to express my sincere thanks to them for the hearty support rendered me at all times.

The general manager, Mr. Henry Detchon, is a never failing source of strength and can always be relied upon for the right kind of advice and assistance at the proper moment. I wish to express to him my great appreciation of his many kindnesses and helpful suggestions during the year.

The Ontario division has operated in complete harmony and accord with the other divisions from coast to coast, and we are indebted to all of them for many services rendered to the Ontario members and courtesies extended to the Ontario branch upon every possible occasion.

Respectfully submitted,

A. B. CRIGHTON, Manager.

SPEED LIMIT INCREASED

The Toronto and Hamilton Highway Commission has decided to increase the speed limit to 20 miles in towns and villages and 30 miles in townships. Heretofore the law fixed the speed in towns and villages at 15 miles and in townships at 20 miles. The special constables have been given instructions not to bring into court any motorist who does not exceed these figures.

TO BUY ALL PIG IRON

An announcement has been made by the authorities at Ottawa that all pig iron produced by blast furnaces constructed within the Dominion during the next two years will be taken on the basis of a three years' contract. This move is taken with the idea of encouraging production of iron and steel in this country. An agreement will be entered into with prospective producers on behalf of the Government, the price to be governed by the market conditions at the time. This arrangement has been reached as a result of representations which have been made by members of Parliament from British Columbia. A delegation from that province urged that a subsidy be granted to producers of iron and steel. The Reconstructed Committee of the Cabinet, however, decided that a subsidy at the present time was unwise, but in lieu of a subsidy have agreed to purchase the output for three years of any new blast furnace established during the next two years.

EVENTS IN THE TRADE

BUSINESS CHANGES

Camrose, Alta.—Ofrin & Maland are starting a hardware store.

Melita, Man.—Hamilton & Co., hardware and lumber, are discontinuing.

Millbank, Ont.—S. Fewings, hardware, has advertised his business for sale.

Lachine, Que.—The hardware business of La Quincaillerie Lalonde has been sold.

Strassburg, Sask.—J. A. Howse, hardware, has been succeeded by Thompson & McMahon.

Montreal, Que.—P. H. Klein, Jr., Co., Ltd., manufacturers of electric lamps, has dissolved.

Montreal, Que.—The American Paint Supply Company has changed style to the Boston American Paint Supply Company.

Courtenay, B.C.—Thomas Booth & Son, who conduct a general store at Courtenay, are reported as selling their hardware stock.

Bassano, Alta.—E. G. Paddon, hardware, with branch at Bassano and headquarters at Calgary, has sold the Bassano branch of his business.

FIRE LOSS

Retlaw, Alta.—The Retlaw Hardware Company, Limited, has suffered fire loss, which is partially covered by insurance.

Montreal, Que.—The Munitions and Metal Products, Limited, has suffered fire loss.

PERSONALS

L. H. Cornwall, of Oakville, Ont., was a Toronto visitor during the past week.

R. J. McNally of Blackstock, Ont., was on a buying trip to Toronto during the week.

E. A. Button, of Stouffville, Ont., drove into Toronto during the past week on a buying trip.

T. A. Dustin, hardware merchant, Bowmanville, Ont., was a visitor in Toronto during the past week.

Fred Moore, manager Benjamin Moore & Co., paint manufacturers, is spending a month at Preston Springs, N.Y., for his health.

N. G. MacLeod, manager Beardmore Belting Co., Toronto, returned Tuesday of this week from a holiday to New York City and Atlantic City, N.Y.

Lorn D. Campbell, Toronto manager for B. & S. H. Thompson & Co., Limited, was in Montreal on business during the first part of the present week.

Godfrey Darling, formerly advertising manager for the G. F. Stephens Co. Ltd., Winnipeg, was recently married in London, England. He is still connected with a tank battalion in France.

O. B. Henry, Drayton, Ont., passed through Toronto Tuesday of this week on his return home from Florida, where he has been spending a couple of months for his health. Mr. Henry reports that he feels greatly benefited by his holiday.

H. M. Roblin, for many years representative of the James Smart branch, Canada Foundries and Forgings, Ltd., Brockville, in Eastern Ontario, has joined the sales staff of Rice Lewis & Sons, Ltd., Toronto, and will cover the same territory for this firm.

W. E. Hargreaves, assistant factory superintendent for the G. F. Stephens Co. Ltd., Winnipeg, left last week for Ottawa, having joined up with a tank battalion for service in France. On his departure he was presented with a purse of gold by the staff, accompanied by their best wishes.

E. T. ENLOW

President Dominion Sheet Metal Company, Hamilton, Ont., who has recently returned from a six weeks' trip to the West Coast. Mr. Enlow spent three weeks on the westbound trip going by way of the Canadian route and three weeks on the return journey, traveling by way of the Southern portion of the United States. "I was amazed at the great prosperity in the Canadian West and the wonderful war activities in the States," stated Mr. Enlow to HARDWARE AND METAL *on his return.*

W. H. Gerke, late of the Boston Varnish Co., and who has been connected with the Martin-Senour Company for some 28 years, has been made manager of the Chicago office of the company. Mr. Gerke was in the Chicago office for sixteen years prior to taking up the management of the Montreal office, having held the latter position for twelve years.

MONTREAL NEWS NOTES

Mr. Falls, with the New Haven Clock Co., is in Montreal this week.

The Slaymaker Co. are represented this week here by Charles K. Eichler.

Mr. Hinchman, with the John H. Graham Co., New York, is in Montreal this week.

Jos. Gulien, hardware merchant, of Pont Rouge, Quebec, was in Montreal on Monday of this week.

Raymond A. Catlin, with Corbin Cabinet Lock Co., New Britain, Conn., is a Montreal caller this week.

C. D. McDowell, representing the H. D. Smith & Co., Plantsville, Conn., will call on the Montreal trade next week.

F. A. Ray, of the Stevens-Hepner Co., Ltd., Port Elgin, Ont., was a Montreal visitor in the interest of his firm.

T. H. Jordan, vice-president of A. C. Leslie & Co., returned recently from a trip to New York and other United States points.

Willis H. Simpson of the Willis H. Simpson Company, Inc., New York, is a Montreal visitor this week in the interests of his firm.

Harry M. Patterson, secretary-treasurer of the Stratford Brass Co., Stratford, Ont., was in Montreal calling on their business friends.

Beverley Robinson, president of B. & S. H. Thompson, was in New York last week reviewing the situation on steel products handled by his company.

J. A. St. Germain has opened a manufacturer's agency at 104 Delorimer Avenue. These premises were formerly occupied by the Canada Stove and Foundry Co. and Mr. St. Germain will handle their line of stoves and also various other household lines.

John M. Young, well-known representative for the Thos. Davidson Mfg. Co., Ltd., sustained a serious accident last Saturday. While walking along the street in Westmount he fell and was rushed to the Western Hospital, where he has since been confined. Owing to the fact that he has been unable to speak since and state how the accident happened it is not known whether it was a case of paralysis or not, and the doctors

are puzzled over the case. The numerous friends of Mr. Young will wish for him a full and speedy recovery. At this writing his condition is stated to be serious.

MONTREAL GLASS FIRM MOVES

The Hobbs Manufacturing Co. has just completed moving from 33 St. Maurice Street to 444 St. James Street, where they will not only have increased scope for their business but are splendidly located in the new premises. For their stock and office purposes the space at their disposal is much greater than that in the old location.

BICYCLE WEEK STARTS SALES

Reports from various parts of the Dominion indicate that Bicycle Week held from May 4 to 11 had a very beneficial effect in getting the sales started for the present season. Intimations from Vancouver showed that much enthusiasm was manifest in the event through store displays, full page advertisements and window displays. On Vancouver Island, at Nanaimo and Victoria, interest was also keen and the spring trade started off well. In Winnipeg there was a parade of some 500 bicycles, half of which number were decorated. Stores also made a special effort in placing the bicycle in the place of honor. One of the very material benefits reported was the cleaning up which resulted and the better arrangement of the stores throughout. From Edmonton, Calgary, Moose Jaw, Regina and Medicine Hat come reports of the enthusiasm which was engendered. This is really the first year that the West has taken up with the idea of a bicycle week and the dealers are more than pleased with the result. As reported elsewhere Montreal had a very successful bicycle run and Sportsmen's Show. As reported in these columns last week Toronto had a fine turnout, over 700 being in line. In the East the bicycle dealers in Halifax, St. John, London, Brantford, Kingston, Chatham and Ottawa got together and made a good showing on the occasion. From the number of sales that have already been reported it would seem to indicate that the new draft is not going to make any material difference in the quantity.

RUMORS OF TAX ON GASOLINE STATIONS

There have been various rumors afloat in the City of Toronto with respect to a tax on gasoline service stations. These rumors have in some instances placed the amount of the proposed tax as high as $100. Oil men and tank men when consulted on the matter said they have not been advised of any such measure. The manager of one oil company points out that such a tax would be highly improbable, as it would tend to drive many of the small service stations out of business entirely, and would thereby throw the business in the hands of the larger companies. He is of the opinion that any Government would think very seriously before adopting such a prohibitive tax. As far as can be learned it would seem that the basis of such reports is largely rumor.

MAJOR L. L. ANTHES

Of the Anthes Foundry, Limited, Toronto, who has been Re-elected by Acclamation as Chairman of the Toronto Branch of Canadian Manufacturers' Association. The annual meeting of the branch was held in Toronto during the present week.

ERECT OIL STORAGE TANKS

Advices from the West indicate that the Imperial Oil, Limited, will make Dodsland, Sask., the central distributing point on the Biggar-Calgary branch of the Grand Trunk Pacific Railway. Two large tanks of 20,000 gallons capacity each will be erected there. W. R. Webb is to be the company's agent at that point.

BRITISH REGULATIONS FOR TIN

Ministry of Munitions, from April 25, prohibits purchase or sale, except for purpose of carrying out contracts, of all tin situated outside United Kingdom. Further, no person may purchase or take delivery of tin situated within United Kingdom or sell or deliver such tin without license; all persons to make monthly returns of tin held by them in stock or otherwise under their control on last day of preceding month.

ISSUES BULLETIN ON AUTO ACCESSORIES

The firm of T. McAvity & Sons, Limited, St. John, N.B., is showing more than a passive interest in the sale of automobile accessories, as evidenced by the issuance of a bulletin which is called "McAvity's Messenger of Automobile Accessories." The first number of this bulletin was issued during April and carries a photo of the firm's premises, together with numerous illustrations and good descriptive matter of some of the lines carried by the company. The bulletin is printed on a good quality of paper, and pages are four in number and of size 15 inches by 11 inches. The "Messenger" will undoubtedly carry a forceful message on auto accessories to their customers and prospective customers.

TO MAKE CHI-NAMEL IN CANADA?

It is said that arrangements have been completed for the manufacture of Chi-Namel in Canada. This is a product which is manufactured by the Ohio Varnish Co. of Cleveland, Ohio. It is understood that the product will be made at Brantford, Ont.

CATALOGUES and BOOKLETS

Pamphlet on Brooms

The Boeckh Company, Limited, Toronto, have recently issued a small pamphlet descriptive of their "Clean Sweep" brooms. The pamphlet is well illustrated and tells in addition to the advantages of using these brooms the directions for their care in order to get the best service.

The Empire Way

An exceptionally attractive 50-page booklet has been issued by the Empire Mfg. Co., Ltd., London and Toronto, featuring Empire Water Supply Systems, and also a number of plumbing and heating lines. Among the many lines featured and illustrated in this booklet are pneumatic water supply systems, power pumps, tanks, force pumps, portable engines, gasoline engines, plumbing supplies, water heaters, farm pumps, bibbs, valves, hot water boilers, radiators, tools, etc. The book contains some authentic and interesting information regarding the history and operation of hydro pneumatic water systems and the Empire method of furnishing running water throughout the home. Copies of this new booklet will be supplied to the trade upon request.

HARDWARE LETTER BOX

Floor Wax

Smith & Snetsinger, Cornwall, Ont.—Please advise where we may secure Ronuk floor wax.

Ronuk floor wax is sold by Ronuk, Ltd., 53 Yonge Street, Toronto.—Ed.

Manufacturers of Gaslighters

Plaunt Hardware Co., Ottawa, Ont.—Kindly let us know who manufactures the gaslighter with platinum wire and small wooden handle.

C. G. Lighter Company, Haverhill, Mass.—Ed.

TRADE INQUIRIES

The Department of Trade and Commerce has received the following inquiries relating to Canadian trade. Addresses may be secured from the Department, or from the Editor, Hardware and Metal, Toronto, Canada. Please quote reference number when requesting addresses.

25. **Twines and cord.**—A Bristol firm would import twines and cord.

26. **Terra alba.**—Canadian exporters of terra alba used for paper dressing are requested to communicate with a firm in Bristol.

27. **Cement.**—A Bristol firm desires to import cement for uniting litho. blocks to slate slabs so that they will stand water after being put together. This cement previously came from Germany.

32. **Excelsior or wood wool.**—A British firm requires excelsior or wood wool for government work. From 50 to 100 tons are desired from Canada immediately. This firm is in a position to furnish the necessary import license. One cwt. bales are preferred, but 2 cwt. bales would be satisfactory. Samples should be sent with quotations. Quotations should be made on board ship at an Atlantic port or, preferably, c.i.f. Liverpool.

33. **Steel Ewbank nails and dog spikes.**—An Australian firm specializing in contractors' supplies desires samples and quotations of Canadian steel Ewbank nails and dog spikes. The nails are from 3 inches to 9 inches in length, slightly thicker in centre than at ends. The sizes wanted in the spikes are 2 inches by ¼ inch square; 2½ inches by 5/16 inch; 3 inches by ⅜ inch and 4 inches by ½ inch, measured under head.

37. **Raw potash feldspar.**—A Midlands (Eng.), company asks to be placed in communication with Canadian producers of raw potash feldspar, favorably situated for export to the United Kingdom.

38. **Vulcanizing machinery.**—A manufacturing firm in St. John's, Newfoundland, asks to be put into communication with Canadian exporters of machinery for vulcanizing automobile tires.

39. **Marbleized tin.**—Canadian manufacturers of marbleized tin in size 20 by 40 inches are asked to communicate with a Newfoundland inquirer.

41. **Veterinary clinical thermometers, T squares, boxwood scales, etc.**—A manufacturers' representative and distributor in the United States wishes to obtain in Canada supplies of the following articles: Veterinary clinical thermometers, T squares, boxwood scales, drafting instruments and other supplies for engineers, artists, draughtsmen, etc., tracing paper and cloth blueprint and Vandyke papers, chemical glassware for laboratories, asbestos mittens, pencils for draughting and copying.

42. **Steel plate.**—A London, England, company is desirous of obtaining plates from Canada according to the following specifications: 144 square feet (about) of steel stokehold plate, 5/16-inch thick over the checkers, standard sized plate say 6 feet long by 3 feet wide; 3½ tons ⅛-inch mild steel plate; 1½ tons 3/16-inch mild steel plate. The company states that it is inclined to purchase from Canada supplies which in the past have been obtained elsewhere.

43. **Rubber tires for bicycles, motor-cycles and automobiles; rubber shoes, rubber hose and rubber belting.**—Wholesale merchants and manufacturers in the Netherlands would like to correspond and make arrangements with Canadian manufacturers for the "after-the-war" importation of the articles mentioned. The firms in question are all of the highest standing and could arrange for payments through New York bankers against surrender of bill of lading.

44. **Belting of rubber, balata, cotton and leather.**—Canadian manufacturers interested in the "after-the-war" trade in belting of rubber, balata, cotton and leather are requested to communicate with wholesale merchants and manufacturers in the Netherlands who are interested in the importation of the said articles. Terms as in the previous inquiry.

45. **Wire nails and straw baling wire.**—Manufacturers and wholesale merchants in Holland would be glad to get in touch, with a view to "after-the-war" trade, with Canadian manufacturers of wire nails and straw baling wire.

46. **Lubricating oils and grease.**—Canadian manufacturers of lubricating oils and greases, who are interested in the "after-the-war" exportation of such articles, will do well to communicate with wholesale merchants and manufacturer in Holland who are desirous of importing these products.

47. **Graphite.**—Manufacturers and wholesale merchants in the Netherlands wish to get into commmunication with Canadian manufacturers of graphite with a view to the "after-the-war" importation of the same.

48 **Asbestos.**—Firms in the Netherlands are anxious to prepare for the "after-the-war" importation of Canadian asbestos, and with this view will be glad to get in touch with Canadian exporters of same.

49. **Calcium carbide.**—Canadian manufacturers of calcium carbide are asked to communicate with wholesale merchants and manufacturers in the Netherlands who are seeking to make arrangements for "after-the-war" trade in Canadian calcium carbide.

50. **Machinery, laboring-saving devices, works and domestic appliances; apparatus, such as railway switches, etc., car movers, electric appliances, balers; hardware; anchors and chains; rails, patent sleepers, "chairs," etc.; tramway rails; motr-cars; motor engines; motor ploughs.**—A Glasgow firm of importers is anxious to communicate with Canadian manufacturers of the above articles.

77. **Asbestos, wood pulp, metals and ferro-alloys.**—A house in Genoa would like to have offers from Canadian producers of asbestos, nickel, chrome ore, wood pulp, steel billets, pig iron, and such ferro-alloys as ferro-chrome, ferro-tungsten, ferro-silicon, ferro-manganese, etc.

82. **Electrical equipment.**—A firm in Florence, Italy, which furnishes electrical supplies to Italian companies, wishes to get into communication with Canadian manufacturers of electric lighting equipment, contact breakers and electrical heating supplies

MONTREAL SPORTSMEN'S SHOW

(Continued from page 33.)

who so successfully managed the Motor Car Show last winter.

The Exhibitors

There was not as large nor as representative a display as earlier and at first anticipated in view of the promises of various sporting goods dealers. Some stated that they were unable to procure the necessary stock to make the display desired. Others had other and less reasonable excuses, but to the credit of many patriotic dealers the main floor of the Auditorium on Ontario Street had a representative and presentable display.

The decorations were well selected and placed, and these, in keeping with the times, were of a patriotic nature both in the matter of interior decorations and those of most of the displays. Flags have formed an important feature.

The show was opened on Saturday afternoon, May 4, by President Art Ross of the Bicycle and Motor Cycle Dealers' Association, and while the attendance on the first and second days was not large, considerable numbers came, especially on Monday and following nights.

The Canada Cycle and Motor Co. had a complete line of their bicycles which occupied considerable space as allotted. As a background a large painting of the Weston plant was used to good purpose. British and French flags were also a part of the background here and in all there were about 20 different models of bicycles displayed by them.

The Art Ross Sales Company used for their background bicycle and motor car tires and a red, white and blue color scheme. In the foreground they had a well-arranged display of motorcycles and bicycles and motor wheels.

Auto Cycle Limited exhibited Perfect and Columbia bicycles and in addition had a good showing of accessories, including lamps, tubes, covers and also a line of fishing tackle which atratcted many of the visitors interested in angling.

Hyslop Bros. Limited had a good display of their various lines of bicycles with a variety of models shown. In addition they exhibited accessories of various kinds, including spark plugs and cord tires.

McNeice & Orchard displayed Massey Silver Ribbon bicycles and Thor Motorcycles, and in addition used considerable space in the display of accessories such as lamps, batteries, flashlights, etc.

One of the most complete displays was that made by Henry Morgan & Co. This display included canoes, skiffs and rowboats, in addition to a well-arranged showing of bicycles, toy wagons, tennis rackets, golf goods and other lines. An ingenious use was made of a small toy cannon to attract attention.

The Canadian Swiss Ski Mfg. Company of Three Rivers, Quebec, had a display of its products.

Among other displays made were those of Hershbain Bros., Brantford and H. B. bicycles and accessories; Graveline & Kennedy, Excelsior and Henderson motorcycles; H. Wheeler, Michelin tires; F. X. Brazeau, cyclemotors; Ed. Barsalou, Dayton and C. C. & M. Co. bicycles, tubes, covers, etc.; the "D. H." Vulcanizing Company.

In addition to the regular exhibitors of purely sporting goods lines space was allotted the Khaki League who used the same in showing products made by returned men, these consisting mostly of toys suited to the use of small children.

The Daughters of the Empire also took advantage of this opportunity to distribute literature from the Food Controller's Department bearing on greater conservation of foods and greater garden production.

One of the features liberally subscribed to was that of a drawing for a bicycle donated by the Canada Cycle and Motor Company. Tickets sold are to provide proceeds for the work among crippled children.

The engagement of Gagnier's Orchestra provided music for the attendants at the show during the week. Undoubtedly the annual sporting goods show will hold a very educative value for the progressive dealer who will make proper use of this advantage.

THE CLERKS DEPARTMENT

E. C. SIMMONS NEVER QUITS, AND HAS TIME TO SPARE

Founder of the World's Greatest Hardware Concern Inspires Lasting Loyalty From His Staff—Simple Secrets of His Success as Seen by His Secretary

"YOU never quit, and you always have time."

After 31 years' experience of his methods a veteran and valued employee of the Simmons Hardware Company, St. Louis, Mo., set these qualities down as the crowning miracles of his employer's marvellous personality. That employer was E. C. Simmons, founder of the firm, and the Simmons Hardware Co. is declared to be the world's greatest hardware concern.

Building a hardware business is big work—"a man's job" every minute of time. Even men who delight in other great business undertakings, engineering, finance, merchandising of perishable commodities, are ready to admit that it takes more than merely brains and energy to develop even a moderate sized hardware business. In the swift searchlight beam thrown by Mr. Simmons' secretary upon his methods, is found shining like a diamond of great price the secret of this great business man's surpassing success. Here is what his secretary, Miss May Darneille, says of him when she describes him as "The best employer in America," in an article in *Forbes Magazine*:

"One thing which he has persistently taught, and which has always made a great impression on me, is that the difference between doing a thing just right and about right is the difference between success and failure."

Why He is "The Best Employer"

In giving her reasons for considering Mr. Simmons the best employer in America, his secretary is very confident and clear, for, as she says, "personal and actual knowledge of the real man," are her sources of knowledge about him. She writes:—

"E. C. Simmons is, to my mind, the best employer in America, principally because he possesses kindness of heart and that rare quality in men of big affairs—thoughtfulness of others in all the little things that go to make life worth while. These two attributes, with all the many ramifications that go with them, seem to me to cover all that is necessary in a successful and very useful life.

Absolute Loyalty From His Staff

"Coupled with this he has endeavored constantly to make his life a worthy and shining example to the many hundreds in his employ, and by his example and his absolute sense of frankness he has made a world of staunch friends among the retail dealers and has inspired in his co-workers a loyalty which causes them to exert their most powerful efforts in accomplishing anything he asks, and he never asks the impossible. When he makes a call it is not the few who respond; all pull together, and this spirit has caused his house to take rank as the greatest hardware business in the world. After all, a business is "but the lengthened shadow of the man behind it," and in integrity, truth, and fair dealing, the Simmons' Hardware Company is certainly the lengthened shadow of its founder.

He Always Has Time

" I wonder, in our busy lives, if we all try to cultivate one other attribute that comes to my mind which this very busy man possesses, and this is, always having time to do the necessary and needful thing.

"I cannot convey this idea better than by reproducing here a paragraph or part of a letter received by Mr. Simmons on his seventy-seventh birthday. This letter came from a man who has been in his employ for years, a man who has worked up to one of our top places, a man of high ideals and worthy purposes, and to me the tribute he pays to his employer is wonderful:

A Wonderful Tribute

" 'You are a wonder to me in one particular, which I believe I admire more than all your other extraordinary qualities. You never quit and you always have time—time for your business and your numerous outside interests; time for your home and family; time for your church work; time for your friends; time for your clubs and various organizations; time for everybody and everything; time to write me a letter when I send you a newspaper clipping. I love work and do work all the time, but hard as I have tried to measure up to your standard I am forced to realize that you possess, as God-given gifts, what cannot be acquired by mere man.

The Test of the Years

" 'When I was fifteen years old you engaged me as an office boy. You were forty-six then and I am forty-six now, so you see I am drawing a comparison between us at forty-six. You were a wonderful man then, and what have I done in the same time? Why am I at forty-six not as you were at forty-six? Answer: Talents. I bow to you in honor and respect. Thirty-one years since I first ran your errands, and there has never been one minute of those thirty-one years when I would not have fought the boy or man who dared to speak of you except in praise.

" 'My congratulations—another milestone. God grant that there may be many more."

Busy and Happy

"Another lesson of his life," writes his secretary, "has been that the busy people are the happy people, and he has always surrounded himself with a corps of busy and correspondingly happy people. Countless numbers owe their success in life to his teachings, and I happen to know that scarcely a day passes but that he receives a letter from some ex-employee, paying tribute to him and thanking him for whatever success life has brought to them, stating freely that all their valuable lessons have come from his early teachings.

"In addition to this, I doubt if any man in America has to his credit more men redeemed from the paths of waywardness. He has worked faithfully and patiently with all inclined that way, and in almost every instance has been successful in showing them the folly of their bad habits, so that he now has in his employ many men who are splendid and worthy citizens who might otherwise be wrecks.

"Be Ye Kind"

"His life has been founded and built from day to day on the text: 'Be ye kind.' Some may consider this a small virtue; it to my mind is a noble and great virtue, and if one has but the will, the spirit can be shown everywhere and anywhere and at all times by all persons—the matter of just being kind. It does not necessarily mean gifts; it may be a kind word, a newspaper, a magazine, an interested inquiry about the other's family.

"When all is said and done, what shines out clearest is his habit of trying to do or say something kind every day to somebody. This greatest blessing and greatest gift that can be given to man he has to a degree not possessed by any one with whom I have ever come in contact.

Like Father: Like Son

"What better evidence could there be that he is one of America's most splendid men, as well as the best employer, than the fact that he has three fine sons, all men of high ideals, all men who will ever carry out his teachings and example. They have shouldered the responsibilities of this enormous business, relieving their father so that now he acts in an advisory capacity, and although seventy-eight years of age his mind is as actively keen and alert as ever, and he takes a constant and daily interest in the business which he has founded and watched grow."

NEW HARDWARE GOODS

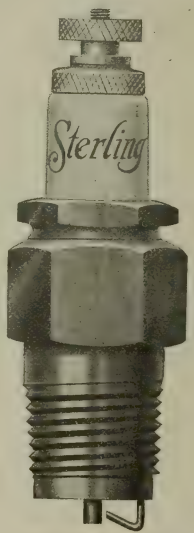
OFFERED TO CANADIAN HARDWAREMEN

WINDOW LOCK

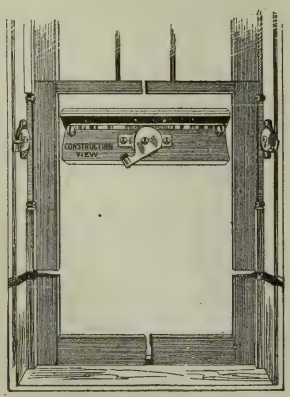
The United States Manufacturing Company of Springfield, Ohio, has recently placed on the market the "Bowlus" anti-rattling window device, designed to hold the window at any height and prevent rattling. It is claimed for it that it keeps out wind, dust, rain and cold and keeps in heat, and is not conspicuous. It is asserted the device may be easily attached and conveniently operated. The company will give further details on request.

NEW SPARK PLUG

The Sterling spark plug is a new product which has recently been placed on the market and which is being distributed by the Dominion Battery Company, Toronto. One of the outstanding features claimed for this plug is the fact that it can be taken apart and cleaned. It is asserted the big diameter porcelain petticoat is smoothly glazed, which makes it proof against carbon being deposited. The electrodes being of special alloy, it is claimed for them that they will not corrode, and being large will hold their shape in excessive heat. It is claimed that with perfect fitting copper asbestos gaskets, leakage is prevented no matter how often the plug is separated for the purpose of cleaning. The advantages secured from such a plug, it is asserted, lies in the fact that all cylinders are firing all the time. Practically a new plug results by wiping away the accumulated carbon. The length of life of the spark plug is increased from six to ten times, it is asserted. Replacement of cores accidentally broken can be made at half the expense of a new plug, is another point claimed for this plug.



Sterling Spark Plug



Bowlus Anti-Rattling Window Device

AUTOMATIC CHURN

The Canadian Automatic Churn Company, Limited, Chamber of Commerce Building, Winnipeg, is placing on the market an automatic churn which it is claimed will produce butter in one minute to three minutes.

Canadian Automatic Churn

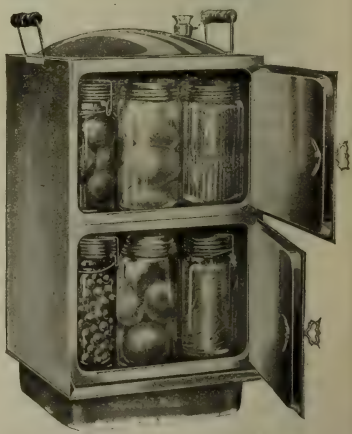
The churn is in the form of a glass jar suspended in a frame between strong springs, and is operated by a touch of the finger. The whole process of churning is done by vibration. There is absolutely nothing inside of the jar except the cream. The other materials used in the construction of the churn, besides glass, are aluminum and nickel-plated steel, and one frame is adjustable to any size of container for cream.

It is claimed for it that it is self-cleaning in ten seconds and requires no scrubbing. Vibration of oil-tempered steel springs is the motive power used. There are no dashers or paddles in the construction of the churn.

FOOD CONSERVER

The Toledo Cooker Company, 1336 Bancroft St., Toledo, O., is placing on the market an article which is called "Conservo" wherein is utilized the "cold pack" process of sterilization by pressure. It is a square metal container, made to fit over a single burner of a kitchen range. It will hold, in the medium size, 14 quart jars of fruit or vegetables for canning. The vegetables are placed in the jars cold, the water compartment beneath the racks is filled and it is claimed the rest of the canning is simply a matter of timing the sterilization correctly according to tables furnished.

It is claimed for it that it is simple and may be used extensively in the daily meal getting, as it cooks an entire meal over a single burner, cooks everything thoroughly, without shrinkage, drying up, burning or loss of valuable food flavor and nutriment. Saving of fuel is another point claimed for this device.



Conservo Food Sterilizer

WEEKLY HARDWARE MARKET REPORTS

STATEMENTS FROM BUYING CENTRES

THE MARKETS AT A GLANCE

ANOTHER advance of 25c per pound has featured ingot tin during the week, and to-day's price on this metal is almost prohibitive. Scarcity still predominates the situation, though Eastern reports indicate some licenses are being granted. However, it is further stated that all coming under said licenses is sold. Another increase in the price of solder has followed in the wake of the advancing market on tin. The results of various embargoes placed on shipments to this country are showing in badly broken stocks, with opportunities for replenishing remote.

Ten-gauge sheets and plates are reported in a very firm position, and that higher price levels will be established is indicated as a possibility within the near future. Two or three gauges of black sheets have shown an easier tendency during the week, but this, it is felt, will be shortly overcome in view of the uncertainty of securing further supplies.

The position of wire nails is one of extreme firmness. Importations of wire rods from the United States, which have been comparatively light during the past few months will, it is thought, be restricted even more in view of the Government demands on mill output. Whether Canadian mills will be able to supply the demands of the makers contains an element of uncertainty. Government intervention in operation of steel industries is, under existing conditions, always a possibility, so commercial requirements cannot be contracted for with definite assurances of fulfillment. These are factors which must enter into the determining of any new prices, and that higher levels may be reached in nails is not looked upon as uncertain.

Canadian manufacturers of builders' hardware announce new prices on their entire line of goods, the advance ranging from 3 to 10 ten per cent., immediately effective. The lines affected include door locks, door knobs, lock sets, sliding door locks, hat and coat hooks, casement fasteners, sash fasteners, etc.

Many important changes are noted in miscellaneous lines, malleable and cast iron fittings going higher, as well as advances in nail hammers, barn door hangers, chain pipe vises and tongs, post hole augers, steel squares, hammock chains, oil heaters and stoves being named. Business on seasonable lines continues in splendid volume, reports as to trade being very optimistic.

MONTREAL MARKETS

MONTREAL, May 16.—While the changes of the week have not in all cases been great, they have been numerous, and some look for still more in the immediate future. Cotton clothes lines, builders' hardware of various kinds made in Canada, malleable and cast fittings, coil chain, Yankee and Roxton tools, some lines of blacksmith's tools and horse rasps have been advanced. The only item showing a decline is that of brass snare wire, which declined about 10c per pound. Trading is fairly good, and one jobber reports that while this has been best from country points there is much more activity within the past day or two from within the city. It is somewhat difficult to secure supplies of goods. River navigation is now quite active and a good many orders are going forward to water-served centres.

Clothes Lines Up; Snare Wire Down

Montreal.

CLOTHES LINES, SADDLERY, HARDWARE, SNARE WIRE. — The week has seen advances in the price of cotton clothes lines. The new prices represent an increase of about 10 per cent. and quotations now are, per dozen, 30 ft., $2.90; 40 ft., $3.40; 48 ft., $4.20; 50 ft., $5.10, and 72 ft., $6.20 Saddlery hardware prices are about to be revised but the advance is not yet obtainable, prices being now figured out Brass snare wire is down somewhat, No. 20 selling now at 75c pound; No. 22 at 77c; No. 24 at 85c, and No. 26 at $1.02. This is a decline of about 10c per pound.

Chisels, Hardies, Flatters And Rasps Up

Montreal.

HARDIES, RASPS, ETC.—Heller's horse rasp prices have been revised, the change representing an advance of around 10 per cent. Chisels, hardies, rasps, flatters and fullers used by blacksmiths also are higher, the new prices being 45c per pound. Changes are immediately effective.

Builders' Hardware Up; Also Various Tools

Montreal.

BUILDERS' HARDWARE, TOOLS.—An advance is announced in various lines of builders' hardware. This applies to the various Canadian makes and is about 5 per cent. in an approximate way. Locks, small shelf goods, knobs, etc., figure in the changes. Revisions also are made in the prices of various tools, prominent in the changes being Yankee and South Roxton products. New prices are now being figured out and these will average 8 to 10 per cent. higher than now ruling.

Fittings Revised; Also Coil Chain

Montreal.

FITTINGS, COIL CHAIN.—Among the week's changes B.B.B. firewelded chain prices have been revised. These are in the nature of advances in some sizes, and others are declines. The new prices will be found in the current quotations. Advances also have been made

in the prices of some malleable and cast fittings, bushings being based at 25 per cent. discount, the former additional 7½ per cent. being removed.

Steering Wheels And Auto Cleaner Advance

Montreal.

STEERING WHEELS, AUTO CLEANER.—Steering wheels of the tilted variety are advanced. The former prices of $6.60 for singles, $4.75 trade, and $4.52 for lots of six have been raised to $7.70, $5.55 and $5.27 respectively. Adelite auto cleaner has also been advanced. In lots of 96 the old price was 32½c, now 43c; lots of 24 price was 35c, now 45½c, and trade price of 37½c is now 49c each.

Head And Tail Lights Higher; Also Radiators

Montreal.

HEAD LIGHTS, RADIATORS. —Various lines of headlights, side lamps and tail lights have been advanced, both in single and double styles. These comprise many lines, and the advances are from 6 to 10 per cent. according to the variety. Radiators for 1916 and also for 1917-18 Ford cars are marked higher. Former prices for the 1916 and earlier models were: $26 trade and $35 retail, and these were now raised to $27.80 and $37 respectively. For the later models the corresponding prices are: old, $30.00 and $37.50; new $30.40 and $40.50.

Roller Bearings And Cocoa Mats Up

Montreal.

ROLLER BEARINGS, COCOA MATS. —Among the week's revisions is that of an advance in the price of various roller bearings used in automobiles, the increase being about 10 per cent. Running-board cocoa mats are up about 12 per cent., prices being as follows: No. BB-12, 4 dozen lots were $1.44 each, now $1.64; dozen lots were $1.56 each, now $1.78; these are the 10 x 14 in. size. The smaller or 8 x 14 in. size were $1.27 each in 4 dozen lots, and are now each $1.44, while the dozen quantity price of $1.19 each has been advanced to $1.38.

Sale Wares Fair; Also For Stoves

Montreal.

STOVES AND WARES.—The season finds demand for the various lines fair and manufacturing continues in fair volume. Orders are not of great size in some cases but they show care in selection which means that stocks are being kept in good condition throughout the country. Stove sales are fairly well maintained, orders coming in reasonably well. The undertone of the market is firm and prices are likely to rule steady. at the recent advances.

Oil And Gasoline Steady And Firm

Montreal.

OIL AND GASOLINE.—The interest centres around gasoline which while unchanged in price is in heavy demand, and this will still increase. The market is firm and motor grade is selling at the unchanged price of 34c. Coal oil sales are not so large although there is the usual demand for the season and prices are held at 22c for Electroline and Palacine, and at 19c for Royalite.

Jute Products High; Rope Unchanged

Montreal.

CORDAGE AND ROPE.—There is very little to report as rope sales continue on an unchanged basis at unchanged prices. The position of jute products is one of increasing costs, these having been applied to various products and ranging at from one to three cents per pound all around. Some little improvement is noticeable in the demand for shipping needs but this has not developed to a great extent as yet. Pure manila rope is based at 39c, British manila at 33c and sisal at 27½c per pound.

Sales Nails And Wire On Fair Basis

Montreal.

NAILS AND WIRE.—The demand for nails is fairly well maintained with this better from outside than from within the city. No changes have occurred, and the movement is without interesting feature. Standard wire nails are based at $5.25; cut nails at $5.60, and smooth steel wire $6.25 per 100 pounds.

Fair Sales Made Iron And Steel Bars

Montreal.

IRON AND STEEL.—The market is steady and some business is passing in regular sizes. When it comes to the special sizes wanted sometimes there is delay in securing these, but for the most part the trade is supplied with fair promptness. Some expect advances in the not too distant future.

Common bar iron, per 100 lbs.	$ 4 55
Refined iron, per 100 lbs.	4 80
Horseshoe iron, per 100 lbs.	4 80
Norway iron	12 00
Mild steel	5 05
Band steel	5 05
Sleigh shoe steel	5 05
Tire steel	5 25
Toe calk steel, per 100 lbs.	5 95
Mining tool steel, per lb.	0 17½-0 19
Black Diamond tool steel, per lb.	0 18 -0 19
Spring steel	6 50
Single reeled machinery steel	6 50
Iron finish machinery steel	5 10
Harrow tooth steel	5 20
Black Diamond cast steel, lb.	0 20-0 21

Sheet Market Fair, But Some Revision

Montreal.

SHEETS AND PLATES.—While there is little hope held out of getting much supply from outside, there is not much trade being done and one importer is quoting certain gauges at more favorable prices. Some supplies are being secured from the Canadian makers, and these will be to hand in the near future. There is no change on galvanized sheets at all and trading is fair.

BLACK SHEETS—		100 lbs.
10 gauge	$9 50	$9 00
12 gauge	9 25	9 65
14 gauge	7 00	9 00
16 gauge	7 10	9 15
18-20 gauge	7 25	9 25
22-24 gauge	7 75	9 60
26 gauge	9 45	9 75
28 gauge	....	9 90
10¾ oz. (28 English)	10 55	10 75

GALVANIZED SHEETS—	
10¾ oz.	$10 00
28 ga.	9 65
26 ga.	9 25
22 and 24 ga.	9 05
20 ga.	8 85
18 ga.	8 85
16 ga.	8 70

All Lead Products Held On Firm Basis

Montreal.

LEAD PRODUCTS.—The position of solder is that holding the maximum of interest this week, but there has been no change. The high price has naturally little interest for probable buyers, and quantities selling at the high figures are small. Lead products are steady and in sympathy with the position of lead, these are somewhat firmer. General trade is quiet to fair.

Lead pipe, lb.	....	0 14
Lead waste pipe, lb.	....	0 15
Lead traps and bends	Net list	
Lead wool, lb.	....	0 12
Lead sheets, 3 to 3½ lbs. sq. ft., lb.	....	0 11½
Lead sheets, 4 to 8 lbs. sq. ft.	....	0 11
Cut sheets, ¾c lb. extra, and cut sheets to size, 1c lb. extra.		
Solder (guaranteed)	....	0 68
Solder, strictly, lb.	....	0 57
Solder, commercial, lb.	....	0 53
Solder, wiping, lb.	....	0 53
Solder, wire (8 gauge)—		
40-60	....	0 58½
45-55	....	0 63¾
Zinc sheets, casks	....	....
Do., broken lots	....	....

Quiet Prevails In Old Metal Markets

Montreal.

OLD MATERIAL.—There is very little change in the condition of old metals. In fact the market is as reported last week and movement has not manifested itself to any appreciable extent for the various commodities. There has been a better movement in the United States markets, but this condition has not in any way reflected here. Prices are held steady on the following basis.

Tea lead	$ 0 05	$0 06½
Heavy lead pipe	....	0 07
Yellow brass	0 12½	0 13½
Red brass	0 22½	....
Light brass	0 08	....
Scrap zinc	0 05½	0 06
Heavy copper	0 22	0 23
Wrought iron, No.1, per gr. ton	27 00	....
No. 1 machinery cast	35 00	36 00
Heavy melting steel	20 00	21 00
Pipe scrap	18 00	20 00
Stove plate, per ton	22 00	23 00
No. 2 busheling	13 00	14 00
Old rubbers, boots and shoes	0 08	0 08¼
Overshoes, lumbermen's rubbers boots	0 07	....
Bicycle tires	0 04¼	....
Auto tires	0 04½	0 05

More Interest In Ingot Metal Markets

Montreal.

INGOT METALS. — Tendencies are

rather firmer in a general sense through the list this week and some trading is being done in the various items. Tin occupies the place of importance in its scarcity and prices are somewhat further enhanced.

COPPER.—Conditions show no change during the week although indications point to a very satisfactory basis prevailing in this metal. Commercial trading is within small compass and the position steady at 29c to 30c pound.

TIN.—Supplies are scarcer than ever. Some slight hope is entertained now for small supplies and a few licenses have been secured. Against these the quantities that they cover are really sold already, and for regular trade needs there is little to be had. Small lots of Chinese were offered at $1.15, and Straits is quoted at $1.30 per pound. Some will not quote at present.

SPELTER.—This is quite strong and sales have been better too. Reports as to the conditions in the States are of a much stronger character and sales are being made in good volume at enhanced prices. Quotations here are 10c to 10½c per pound.

LEAD.—The sale of lead is not large at the present time. However, the position is firmed and there is a suggestion that the independent sellers will likely make advances soon. Prices here range from 9½c to 10c per pound.

ANTIMONY.—This item is one of the quietest in the list and sales are few. Price remains at 15c per pound.

ALUMINUM.—A very uninteresting and unchanged item with sales small and price unchanged at around 50c per pound.

TORONTO MARKETS

TORONTO, May 16.—Price changes have been numerous during the week and the tendency throughout has been towards higher levels. A revision in malleable and cast fittings has become effective which provides for a substantial advance. New prices have been named on builders' hardware, affecting locks, knobs, lock sets, hat and coat hooks, foot and chain bolts, casement fasteners, etc., ranging from 3 to 10 per cent. higher than former quotations. Adze eye hammers, steel squares, and chisels have also joined the list of those to register advances and other items included during the week are barn door hangers, chain pipe vises, posthole augers, grindstone fixtures, oil stoves and heaters.

Business continues in very good volume, reports from all sources indicating a satisfactory movement of available merchandise.

Hammers Go Higher; Squares Up 10 Per Cent.

Toronto.

HAMMERS, SQUARES.—A further advance has gone into effect on Maydole A. E. hammers and new prices established are said to be more in line with present market conditions in steel and wood. Quotations now being made are for No. 0, $20.70 per dozen; Nos. 1 and 11, $15.50; Nos. 1½ and 11½, $14.45; No. 12, $13.20; No. 13, $11.95; No. 23, $10.35.

Steel squares have made an advance of about 10 per cent. Some of the more familiar lines are being quoted on the following basis: No. 1, $24.00 per dozen; No. 100, $25.25; No. 100 B, $31.50; No. 100 N P., $31.00; No. 3 Rafter, $22.00; take-down, No. 100 Standard, $30.60; take-down rafter No. 100, blued, $41.50.

Barn Door Hangers Make Stiff Advance

Toronto.

BARN DOOR HANGERS.—A substantial advance is provided for in the new prices established on Atlas barn door hangers during the week. This is another line which has been affected by conditions in the steel market with continually advancing costs of production to be met. Quotations are now for No. 0, $12.50 per dozen pairs; No. 1, $12.95; No. 2, $15.90.

Builders' Hardware Lines Up 3 To 10 Per Cent.

Toronto.

BUILDERS' HARDWARE.—Canadian manufacturers of builders' hardware have made an increase in practically all lines of their manufacture, locks, knobs, lock sets, etc., establishing a discount of 20 per cent. from list. One manufacturer of steel and cast hardware has put into effect advances of from 5 to 10 per cent. on all his lines. This will, it is said, affect among other things. thumb latches, saw vises, saw sets, sad irons and handles and mangles. Some of the builders' hardware items with new prices ruling are: Cast rim locks, $2.70 per dozen; porcelain door knobs, $2.50 dozen; inside lock set with 2-piece knob, $6.85, and with 1-piece knob $7.25 per dozen sets.

Changes Effected in Pipe Vises, Tongs and Pliers

Toronto.

PIPE VISES, TONGS, PLIERS.—Higher prices have been named on Vulcan chain pipe vises, which now run as follows: No. 1, $4.10 each; No. 2, $8.85 each; No. 4, $21.05 each. Vulcan chain tongs are also under revision, new prices established representing about a 10 per cent. advance. Bernard pliers are another line on which changes towards higher levels have been made and today's range of quotations shows about a 10 per cent. advance.

Post Hole Augers Up; Grind Stone Fixtures Too

Toronto.

POST HOLE AUGERS, GRINDSTONE FIXTURES.—New prices have been established on post hole augers, which are at considerably higher levels than previously ruling. Quotations now being made on Vaughan augers are: 6-in., $12.50 per dozen; 7-in., $14.10; 8-in., $15.80; 9-in., $17.30; 10-in., $18.75.

Grindstone fixtures at $7.00 per dozen for 15-inch and $7.60 per dozen for 17-inch, are selling at an advance over former figures.

Roofing Caps, Door Buttons, Chisels All Higher

Toronto.

ROOFING CAPS,, DOOR BUTTONS, CHISELS.—A price of $7.50 per 100 pounds has been named on tin roofing caps, which is an advance. Door buttons are also affected by the advancing trend of prices and are now selling at 80c gross for 1½-inch and $1.05 gross for 2-inch. Sorby English chisels have undergone revision upward, all lines making substantial increases during the week.

Hammock Chains Higher; Clippers Also Up

Toronto.

HAMMOCK CHAINS, CLIPPERS.—Hammock chains have gone to higher levels during the week and are now being quoted on the following basis: 3-ft., $5.20 dozen pairs; 6-ft., $10.40 dozen pairs; 9-ft., $15.60 dozen pairs.

Coates toilet clippers, Yankee and Khedive are quoted at $1.50 per pair, which is a new price at higher levels. Face plates No. 0 have also gone higher to $3.25 each.

Roofing Makes Advance; Cement Unchanged

Toronto.

ROOFING, CEMENT.—New prices have been established on still another line of roofing during the week, Panamoid now selling at $1.50 per square for 1-ply; at $1.70 per square for 2-ply, and at $1.90 per square for 3-ply. Other lines have held firm and unchanged. Business in roofing and building papers is reported as keeping up at very satisfactory levels.

Cement shows no change, only a fair demand is manifest and prices hold steady. Plaster of Paris is also firm and unchanged with a fair movement reported.

Lubricating Oils Go Higher; Good Movement

Toronto.

OILS, GASOLINE.—As outlined in HARDWARE AND METAL during the past couple of weeks, lubricating oils have undergone revision upward and some of the more familiar lines are given herewith: Standard gas engine, 42½c per gallon, barrel basis; Gargoyle, 1-gal. tins, $1.55, can included; 5-gal. cans, $1.09 per gallon, cans extra; barrels, $1.05 per gallon, barrels extra; Polarine, 1-gal. tins, $1.45 can, included; 5-gal. cans, 84c per gallon, cans extra; barrels,

80c per gallon, barrels extra. Other changes include machine oils, regular grades now ranging from 26½ to 36½c per gallon, barrel basis; paraffine oil, 24c gallon, and Imperial cylinder, 66½c per gallon. A good demand for all lines is in evidence.

Coal oil has shown no change during the week, Royalite selling at 18c and Palacine at 21c per gallon. The demand has been heavy and continues in good volume. Gasoline is moving freely and prices have held unchanged at 33c per gallon.

Oil Heaters and Stoves Make Advance

Toronto.

STOVES, ENAMELWARE.—An advance has become effective in Hot Blast oil heaters and stoves and new prices have been named which provide a quantity differential. The No. 2 heater is now listed at $28.80 in dozen lots and $31.20 for less than 12 with a discount of 7½ per cent.; the stoves are listed at $14.40 in dozen lots and $15.60 for less than 12 with the same discount, viz., 7½ per cent.

Other lines of stoves have made no change during the week, prices being firmly held. Summer trading is comparatively brisk but a break to warm weather which may develop at any time now will add a stimulus to business being handled.

Enamelware is moving out very freely, such lines as are available, and prices hold firm and unchanged.

Revised Discount in Malleable and Cast Fittings

Toronto.

MALLEABLE AND CAST FITTINGS.—Revised discounts have been named for malleable and cast fittings which provide for an advance in price. The selling basis arrived at is as follows:

Malleable fittings—Class A, black 60c, galvanized 70c lb. net; Class B, black, 24-26c, galvanized 34-36c lb. net; Class C, black, 16-17c, galvanized 24-26c lb. net.

Unions, 35 per cent. discount; bushings, malleable and cast, 20 per cent. discount; plugs, cast, 17½ per cent. discount.

Very Firm Situation Exists in Nails

Toronto.

NAILS, WIRE.—The situation in respect to wire nails can be said to be extremely firm and in some quarters it was intimated that an advance of 25c in the base price to $5.45 per 100 pounds would not come as any great surprise. Wire rods are practically unobtainable from the United States and the uncertainty as to whether the mills here will be able to turn these out for commercial purposes has added strength to the market. Stocks generally are none too heavy though equal to present demands. Prices for the week remain at $5.20 for wire nails and $5.65 base per 100 pounds for cut nails. Smooth steel wire is firm at $6.25 base per 100 pounds.

Iron and Steel Remains Unchanged

Toronto.

IRON AND STEEL.—Little of interest has developed during the week in respect to iron and steel bars. The demand continues along a fairly normal basis and supplies are equal to present requirements. Prices held firm and unchanged at levels noted herewith:

TORONTO—	Per 100 lbs.
Common bar iron	$ 5 25
Common bar steel	5 50
Refined iron	5 65
Angle base	5 75
Horseshoe iron	5 50
Tire steel	5 70
Mild steel	5 50
Norway iron	11 00 13 00
Toe caulk steel	6 25
Sleigh shoe steel	5 50
Band steel, No. 10	5 75
Do., No. 12	6 00
Spring steel	9 50 11 50
Mining drill steel	19 00 30 00
Sheet cast steel	0 42 0 45
Tool steel	0 20 0 42

Manufactured Sheet Metal In Very Firm Position

Toronto.

CORRUGATED SHEETS, EAVETROUGH.—The position on all lines of manufactured sheet metal, including corrugated sheets, siding, shingles, eavetrough, conductor pipe, etc., is one of extreme firmness. The scarcity of sheets developing with further supplies uncertain has added strength to all manufactured lines which may result in new prices at higher levels being put into effect.

The demand for corrugated sheets is reported fair and the same might be said of eavetrough and conductor pipe though orders going forward in these lines do not represent a heavy volume of trading. Prices on corrugated sheets for the week follow. Prices on eavetrough and conductor pipe appear in current market quotations:

TORONTO—	Per 100 Galvanized	Sq. Feet Painted
No. 28 gauge	$ 8 25-$ 8 75	$6 75-$7 25
No. 26 gauge	9 00- 9 50	7 75- 8 25
No. 24 gauge	13 00-	10 50
No. 22 gauge	16 00-	13 25
No. 20 gauge	19 00-	16 50
No. 18 gauge	23 00-	20 00

Discount 7½%.

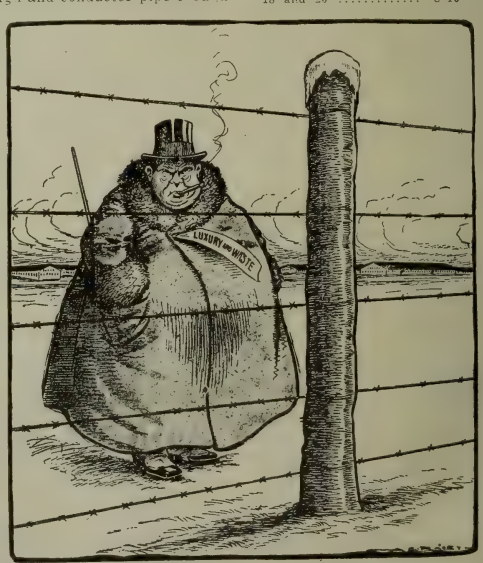
Plates Hold Firm; Some Slight Revisions

Toronto.

SHEETS, PLATES.—Plates have held very firm during the week, although an easier tendency has been reported in two of the heavier gauges of black sheets. This is largely a local condition and the feeling is that prices generally will go to higher levels. Though stocks in some quarters are reported in very good shape others again report a scarcity developing. However, there are few orders going forward incomplete as yet.

Galvanized sheets hold firm and unchanged with conditions largely the same as noted with black sheets above. Prices prevailing on both lines follow:

BLACK SHEETS—	Per 100 lbs.	
10 gauge	$9 50	$12 00
14 gauge	7 20 8 15	8 40
16 gauge	7 25 8 25	8 50
18-20 gauge	7 30 7 80	8 05
22-24 gauge	7 85 7 85	8 10
26 gauge	7 40 7 90	8 15
28 gauge	7 50 8 00	8 25
3/16-inch plate	.... 9 10	10 25
¼-inch boiler plate	.... 9 00	10 00
GALVANIZED SHEETS—		
10¾ oz.	$9 00 $9 25	$9 50
U.S. 28	8 70 8 95	9 20
U.S. 26	8 40 8 65	8 90
22 and 24	8 25 8 50	8 75
18 and 20	8 10 8 35	8 60



THE ENEMY IN OUR MIDST

Intern This Enemy of Allied Victory at Once.

Racey, in Montreal Star

No Change in Wrought Iron Pipe; Boiler Tubes

Toronto.

WROUGHT IRON PIPE, BOILER TUBES.—There has been no change in the situation regarding wrought iron pipe during the week. Conditions show no improvement, raw materials being scarce and the output naturally restricted somewhat. The demand is held within comparatively narrow channels, with prices firm and unchanged.

Boiler tubes are by no means plentiful and supplies reaching the city are being distributed with great care under the watchful eye of the Government. Quotations herewith are unchanged.

Boiler Tubes—	Cold Drawn	Lapweld
1 inch	$36 00	$ ....
1¼ inch	40 00	....
1½ inch	43 00	36 00
1¾ inch	43 00	36 00
2 inch	50 00	36 00
2¼ inch	53 00	38 50
2½ inch	55 00	42 00
3 inch	64 00	50 00
3¼ inch	....	58 00
3½ inch	77 00	60 00
4 inch	90 00	75 00

Solder Reaches New High Levels

Toronto.

LEAD AND ZINC PRODUCTS.—Prices on solder have recorded further advances in some quarters; new high levels having been reached by some manufacturers, which has further served to narrow the range in some lines and extend the highest quotations in others. Guaranteed is now being quoted at 66 to 68c per pound; strictly at 60 to 66½c, commercial at 55 to 62c, wiping at 54½c to 56c, and wire at 65 to 70c. The increasingly high prices on tin is influencing solder to its present levels.

Lead and zinc products hold firm and unchanged.

Lead pipe, lb.	0 14	....
Lead waste pipe, lb.	0 15	....
Lead traps and bends	Net list	
Lead wool, lb.		0 16
Lead sheets, 3 to 3½ lbs. sq. ft., lb.		0 13¼
Lead sheets, 4 to 8 lbs. sq. ft.		0 12½
Cut sheets, ¾c lb. extra, and cut sheets to size,		
Solder, guaranteed, lb.	0 66	0 68
Solder, strictly, lb.	0 60	0 66½
Solder, commercial, lb.	0 55	0 62
Solder, wiping, lb.	0 54½	0 56
Solder, wire, lb.	0 65	0 70
Zinc sheets, per lb.		0 26

Old Materials Show Little Variation

Toronto.

OLD MATERIALS.—There is practically no variation in old materials during the week, activity having become a thing of the past, though how long this condition will hold is uncertain. There is some talk of quantities of scrap being held in some quarters, with the idea that a higher price will be paid by the mills owing to the scarcity of pig iron. There is nothing to prove that such is the case but it is a rumor that prevailed this week. Prices hold nominally unchanged.

Tea lead	$ 0 04½	....
Heavy lead pipe	0 07	0 07½
Yellow brass	0 12	0 13
Red brass	....	0 21
Light brass	....	0 09½
Heavy zinc	0 05½	0 06
Heavy copper	0 21½	0 22
Stove plate, per ton	17 00	18 00
Old cast iron, per ton	25 00	26 00
Overshoes, trimmed Arctics	....	0 06¼
Auto tires	0 04½	....
Bicycle tires	0 03½	....
	Per gross ton.	
No. 1 railroad wrought	26 00	27 00
No. 2 railroad wrought	15 00	16 00
Pipes and flues	....	12 00
No. 1 busheling	16 00	17 00
No. 2 busheling	....	12 00
Country mixed scrap	....	16 00

Cordage Holds Firm and Unchanged

Toronto.

CORDAGE, TWINE.—Cordage holds firm and unchanged during the week, with the demand reported light. Manila is being quoted at 39c base, British manila at 33c base and sisal at 27½c base per pound. Hemp and jute twines are very firmly held at recent advances and supplies are said to be none too heavy. Unfavorable crop reports for Ontario have influenced movement of binder twine slightly, but is not expected to curtail the demand to any great extent, if at all. Prices remain the same at 23½c per pound, 500-ft. basis.

Waste Firm and in Good Demand; Oakum

Toronto.

WASTE, OAKUM.—Waste is holding very firm and unchanged with a splendid movement reported. Orders are going forward freely and manufacturers are operating at capacity. Oakum is moving out in fair quantities though the heavy shipments of a month back are not being kept up. Prices on both waste and oakum appear in current market quotations.

Tin Now $1.50; *Other Metals Same*

Toronto.

INGOT METALS.—Tin is again the feature metal during the week, an advance of 25c per pound being recorded. Supplies grow lighter every week, practically no shipments coming to hand to relieve the situation which naturally looks serious. Spelter has held firm and unchanged and whereas lead shows no revision in price, this metal is rather weak. Embargoes are commencing to be felt keenly in various lines, stocks generally becoming badly broken up.

COPPER.—Dealers here do not look for any change in the price when the new Government ruling takes place at Washington on June 1. Canadian buyers find no trouble in securing all the copper they need, and this condition seems to be general. This ability to secure needed supplies is counted on to assist in keeping the prices at present levels. Locally quotations range around 30c per pound.

TIN.—The price of tin has again jumped, latest quotations reaching $1.50 per pound. Small lots of Chinese tin come through to the local market, but they are uncertain and very high in price. Straits tin used to be counted on for Canadian trade, but that is all under order to the British Government. To-day's price is more in the nature of a bargain between buyer and seller rather than an observance of a fixed price.

SPELTER.—Spelter holds firm with a slightly advancing trend noticeable at primary points. A very fair buying movement has sprung up which has sustained the market. Locally prices are unchanged at about 9c per pound.

LEAD.—Locally the market remains rather weak though prices are unchanged at 8¾ to 9¼c per pound. Primary points report a slightly improved demand which has strengthened the market somewhat but supplies are more than ample for the demand and little change looked for.

ALUMINUM.—The supply is not great, and dealers can hardly count on securing their needs at the supposedly fixed price. One Toronto buyer, for instance, bought in the American market a few days ago. He paid 11c over the United States price. It is claimed there are cases where the holders will not sell out at the Government schedule. The local price is nominally given as 50c per pound.

ANTIMONY.—The market locally holds firm and unchanged at about 16c per pound. Fairly large offerings of this metal at primary points have had a tendency to weaken the market there and slight declines are reported.

PIG IRON.—Conditions prevailing during the past few weeks show little change as regards pig iron. Supplies are by no means too heavy and the uses to which this commodity is subjected provide for its quick consumption.

LONDON MARKETS

LONDON, May 16.—Price changes during the week have not been so very numerous though a general advance in builders' hardware, including locks, knobs, lock sets, etc., has become effective. Malleable and cast fittings have also gone to higher levels along with washing machines, hammock hooks, fork handles and corn planters. During the past week business has continued good. Painting, housecleaning and gardening are still in full swing, and the necessary goods are in big demand. Deliveries on goods are still slow, but seem to be improving some. Collections continue good.

Pipe Fittings Register Advance

London.

PIPE FITTINGS.—New net prices and discounts have been issued on malleable and cast pipe fittings which provide for a substantial increase in all these lines. There has been no change made in wrought iron pipe fittings as yet and none immediately contemplated. The present scale of quotations follows: Malleable fittings, Class B, black, 25c per pound; C, black 16c pound; B, galvanized, 36c pound; C, galvanized, 26c; bushings discount 20 per

cent.; unions, 35 per cent.; plugs, 15 per cent.; iron stop cocks, 10 per cent.

Corn Planters Advance; Fork Handles, Too

London.

CORN PLANTERS, FORK HANDLES —A new price has been named on corn planters which represents an advance over previous quotations. King of the Field corn planters are now selling at $10.50 per dozen. In line with increases made in other lines of handles, quotations on manure fork handles show revision upward and present prices are now $4.80 per dozen.

Sheep Shearing Machines Moving Out Freely

London.

SHEEP-SHEARING MACHINES.—A splendid sale of sheep-shearing machines is reported, orders going forward in splendid volume. Prices have held firm and unchanged as follows: Stewart No. 8, $15.00 list each; Stewart No. 8, combination for sheep and horse, $22.00 list each; Stewart No. 9, ball-bearing, $17.00 each, list, all less 25 per cent. Sheep-shearing attachments for No. 1 Stewart horse clippers, $12.00 list, each, less 25 per cent.

Hammock Hooks Up; Washing Machines, Too

London.

HAMMOCK HOOKS, WASHING MACHINES.—A further advance has become effective in the price of hammock hooks, and quotations now being made the trade are for No. 138, with plate, 90c per dozen, and No. 128, to screw, 80c per dozen. New prices have also been named on the London washing machines, No. 1 plain selling at $8.00 each and No. 5 improved at $9.00 each. A very fair movement of all lines of washing machines and wringers is reported.

Lawn Hose And Accessories Selling Freely

London.

LAWN HOSE AND ACCESSORIES. —A very good demand is now manifest for lawn hose, hose reels, hose nozzles, etc., and prices on all lines hold firm and unchanged at levels prevailing for some time past. The basis of quotations follows:

Lawn Hose—Corrugated: ½ in., 15¾c.; ⅝ in., 18¾c; ¾ in., 21½c; 1 in., 31½c per foot. Less 5 per cent. in 500 ft. reels.

Plain—No. 33 3-ply x ½ in., 9c; ⅝ in., 10¾c; ¾ in., 12½c per ft.

Plain—No. 44 3-ply x ½ in., 11c; ⅝ in., 12¾c; ¾ in., 14½c per ft.

Hose Reels—Plain wood, 90c each; wood with drum, $1.15 each; steel, No. 10, $1.70 each; No. 20, $2.50 each.

Gem Hose Nozzles—$6.0 0doz.

Hose Bands—Galvanized, ½ in., 35c; ⅝ in., 38c; ¾ in., 38c; 1 in., 60c doz.

Hose Couplings—Brass, ½ in., $1.70; ⅝ in., $1.75; ¾ in., $1.80; 1 in., $3.50 doz.

Builders' Hardware Moves To Higher Levels

London.

BUILDERS' HARDWARE. — Canadian manufacturers of builders' hardware have made revisions in their lines and new prices established on locks, knobs, lock sets, sliding door latches, hat and coat hooks, etc. are on a basis of from 3 to 10 per cent. above those they supplant. Net quotations now being made on common cast rim locks are $2.70 per dozen, and on porcelain knobs $2.50 per dozen.

Nails Holding Firm; Rope Is Steady

London.

NAILS, ROPE.—A very firm situation prevails in respect to wire nails, though prices hold unchanged at $5.20 base per 100 pounds. A very fair sale is reported. Cut nails are steady at $5.68 base. Rope is in an uninteresting position, the demand being within comparatively narrow channels. Prices have been held steadily as follows: Pure manila, 39c base per pound; British manila, 33c; New Zealand hemp, 33c; sisal, 27½c; cotton, 3-16 in., 69c; ¼ in. and larger, 68c base per pound.

Movement Of Linseed Oil And Turpentine Better

London.

LINDSEED OIL, TURPENTINE.—There is a very fair sale of linseed oil reported, and turpentine is also enjoying a very good movement. Stocks are not heavy in either line, though orders are being taken care of as they come in. Prices have held firm and unchanged: Linseed oil, 1 to 2 bbls., raw, $1.95, boiled, $1.98 per gal.; 3 to 5 bbls., raw, $1.94, boiled, $1.97 per gal.; 6 to 9 bbls., raw, $1.92, boiled, $1.95 per gal, less than barrels, add 10c gallon. Turpentine, 1 bbl. lots, 75c; 2 to 4 bbls., 74c; 5-gal. 85c Imp. gal.

Glass, Putty, White Lead In Oil Firm; Unchanged

London.

GLASS, PUTTY, WHITE LEAD IN OIL.—There has been no change reported in glass, putty, or white lead in oil, prices holding firm and the demand along a comparatively narrow basis. Quotations prevailing follow:

Glass—Single Diamond, 25%; double diamond, 25%; cut light, 10%.

Putty—Standard, 25, 50, 100-lb. drums, $5.40 per 100 lbs. Pure, 25, 50, 100-lb. drums, $7.40 per 100 lbs.

White Lead in Oil—Pure, tons, $16.20; less than ton, $16.55 per 100 lbs. Pure Elephant, tons, $16.70; less than ton, 17.05 per 100 lbs.

WINNIPEG MARKETS

WINNIPEG, May 16.—Prices in general have been steadier during the past week, although lines affected show heavier advances than usual. Among the items which have changed appear solder, friction tape, shovel handles, recoil pads, wire stretchers, and woven fencing.

Business for the past week is again normal in general shelf goods, while garden tools continue to move freely. Freight shipments from American factories continue to be delayed, due to the urgent Government needs for military transportation, and for the present at least no improvement can be looked for. The result has been that Winnipeg jobbers are hard pressed to make deliveries in some lines.

Woven Wire Fencing Makes Further Advance

Winnipeg.

WOVEN WIRE FENCING.—Owing to increased cost of production, freight congestion and limited supplies of raw materials, woven fencing has again shown a small advance. This is the third increase during the year. Owing to the numerous styles it is impossible to quote prices. These, however, will be gladly furnished on application to any of the Winnipeg jobbers.

Shovel, Spade And Scoop Handles Are Up

Winnipeg.

SHOVEL, SPADE, SCOOP HANDLES, WIRE STRETCHERS. — During the week another heavy advance has been announced covering both D and long shovel and scoop handles. These move up approximately 20 per cent. over old prices, and are quoted to-day at $6.50 per dozen for all styles.

A slight revision in price has been recorded on Richards-Wilcox wire stretchers, No. 340, which are quoted to-day at $16.25 per dozen.

Solder Records Another 5c Advance

Winnipeg.

SOLDER.—Quite recently HARDWARE AND METAL predicted further advances on solder. New prices just issued show another advance of 5c per pound. Even prices ruling to-day are low when compared with New York quotations on tin, which has reached as high as $1.10 per pound during the past couple of weeks, with practically no stock to offer. Price now ruling on half-and-half solder is 60c per pound in cases and 61c in less than cases, while guaranteed solder is quoted at 61c per pound in cases and 62c in less than cases.

Bolts Moving Freely; Prices Hold Steady

Winnipeg.

BOLTS.—Bolts of all kinds continue to move freely, as large quantities are used in getting harvesting equipment in shape. Prices on all lines continue firm, as formerly quoted. To-day's ruling discounts are as follows:—Carriage bolts,

⅜ in. and smaller, 5 per cent. off list; 7/16 in. and larger, 5 per cent. advance on list; machine bolts, ⅜ in. and smaller, 5 per cent. off list; 7/16 in. and larger, 5 per cent. advance on list; plow bolts, 5 per cent. advance on list; stove bolts, 50 per cent. off list; shaft bolts, 5 per cent. advance on list; tire bolts, 25 per cent. off list; sleight shoe bolts, 5 per cent. advance on list.

Good Demand For Coil And Log Chain; Firm

Winnipeg.

COIL AND LOG CHAIN.—Coil and log chain continue in good demand, while prices remain firm at levels recently established. Stocks in general are reported as well assorted.

Coil Chain—3-16 in., $18.50; ¼ in., $13.65; 5-16 in., $12.20; ⅜ in., $11; 7-16 in., $10.70; ½ in., $10.40; 9-16 in., $10.40; ⅝ in., $10.25; ¾ in., $10.15; 1 in., $9.90 per 100 lbs.

Logging Chain—5-16 in., $14; ⅜ in., $12.80; ½ in., $12.20 per 100 lbs.

Recoil Pads Up; Tire Tape In Big Advance

Winnipeg.

RECOIL PADS, TIRE TAPE.—Due to increased production costs, a further advance has taken place covering recoil pads, which are now offered at the following prices:—Akron, $24 per dozen; anti-flinch, $39 per dozen.

The price of tire tape, which has remained firm for the past two years, has this week shown a very heavy advance, due to increases in raw material, making to-day's selling price as follows:—1-oz. rolls, 72c pound; 2-oz. rolls, 68c pound; 8-oz. rolls, 65c pound.

Stocks Wrot. Iron Pipe Becoming Broken; Firm

Winnipeg.

WROUGHT IRON PIPE.—Prices on wrought iron pipe, both black and galvanized, continue firm. Stocks in general are rather broken owing to the inability of manufacturers to supply certain sizes, due to the shortage of raw materials. Shipments are reported as normal. Prices ruling to-day are given herewith:

Inch	Black Per 100 ft.	Galvanized Per 100 ft.
¼	$ 6 08	$ 8 42
⅜	6 16	8 50
½	7 83	9 63
¾	9 95	12 38
1	14 67	18 27
1¼	19 88	24 75
1½	23 76	29 57
2	32 04	39 78
2½	51 30	63 59
3	67 05	83 16
3½	84 92	
4	100 62	
4½	116 10	
5	135 00	

Linseed Oil Steady; Turpentine Holds Firm

Winnipeg.

LINSEED OIL, TURPENTINE.—Linseed oil prices continue firm, with the usual spring movement. Prices now ruling are as follows: Raw, $2 gal.; boiled, $2.03 gal.

The market on turpentine remains unchanged at former quotations, which are given herewith: Barrels, 80c gal.; half-barrels, 83c gal.; 5-gal. lots, 85c gal.; 1-gal. lots, 85c gal., plus the usual extras for containers.

PITTSBURG MARKETS

PITTSBURG, Pa., May 16.—As to prospective supplies of commercial steel, current items of news perhaps strike a balance. On the one hand there is complete agreement among producers with the principles laid down by the Director of Steel Supplies at the New York meeting of April 27, that each mill must ship the maximum tonnage possible against the orders of the Government and its allies. On the other hand, production has been increasing and is at a rate better than was expected, a rate well in excess of any previous rate in the history of the industry.

As explained in previous reports, the 100 per cent. effort to fill war orders does not mean that all steel produced goes into that channel, because some of it is not suited. There is some steel left, and a considerable tonnage, indeed, but it in turn must be given most freely to the commercial industries that are most helpful, indirectly, towards winning the war. This distribution the mills definitely undertook several weeks ago. Since then the merchant blast furnaces have undertaken a similar activity in connection with pig iron, but instead of the producers doing this individually, as is the case with the steel mills in distributing commercial steel, the merchant furnaces have gathered data as to the orders on books, and are now gathering data from consumers as to the use they intend for the pig iron they have on order.

Increased Production

The monthly blast furnace report of the "Iron Age" shows that pig iron was produced in April at the rate of 40,400,000 tons a year. That is the highest rate in eleven months. It is 1,800,000 tons above the average rate in 1917, and 1,000,000 tons above the average rate in 1916, while it is 36 per cent. above the average rate in January and February of this year. That is not the whole story, however, for the rate increased during April and there has been a further increase since, so that it seems fair to estimate that at the present time pig iron is being produced at the rate of fully 42,000,000 tons a year. The increase in pig iron production has been greater than the increase in coke production, on which the production of pig iron has depended right along, the reason for this divergence being that when coke supplies are insufficient the furnaces do not work economically, and consume more coke per ton of pig iron produced. The furnaces now in blast are nearly all working economically at capacity, and further increases in pig iron output will come chiefly from the blowing in of furnaces now idle on account of lack of coke. The best estimate of capacity has been 43,000,000 tons, but there is now a distinct possibility that the furnaces will show they can do more than this.

The spurt in pig iron production, with more coke supplied, is not temporary. The gain will be consolidated by the completion, in the next few months, of several large by-product coking plants, so that there will easily be a large excess of coke-making capacity, and the only danger threatening is traffic difficulties next winter. Doubtless special efforts will be made to accumulate stocks of by-product coal at the by-product ovens and of coke at the blast furnaces.

Steel ingot production has kept pace with increasing pig iron supplies, but the percentage of production to capacity is lower in steel than in pig iron, this being due to the shortage of scrap. The allowance of the scrap dealers' commission of 3½ per cent. a fortnight ago has not increased scrap offerings materially. While the dealers insisted they ought to be allowed the commission in order to make scrap move, they have not made good thus far on their representations. As was thought in many quarters right along, the scrap does not exist, the nature of industrial operations at present not being such as to bring out much old material. The scrap produced in shell manufacture, large as it is, does not entirely fill the gap.

Discard Steel

A few months ago the brokers were generally able to pick up shell discard steel without much difficulty, and get it rolled into such billet sizes are were required. Now, with a much heavier production of shell steel the discards are much harder to find. The mills had the problem of finding a market for the discard steel, and usually sold it at a shade less than the set prices for ordinary soft steel, but now they are strictly limited as to where they may dispose of the discards. The government has found some war uses for discard steel and is trying to find more. While the material is harder to work, there are many cases where in actual use in war it serves the purpose at least as well as ordinary soft steel. Posts for barb wire entanglements are mentioned in this connection.

Steel Corporation's Bookings and Shipments

The Steel Corporation's unfilled obligations decreased 314,524 tons during April, against a decrease of 232,049 tons during March. The April decrease was equal to about 24 per cent. of the full capacity for the month, while shipments may be estimated at about 88 per cent. of capacity, from which it would seem the bookings represented about 64 per cent. of capacity. This compares closely with the average of bookings, similarly estimated, for the three preceding months of the year.

While shipments of steel are being rigidly confined to the filling of war orders, when the steel that can be produced fits such orders, it does not follow that the Steel Corporation does not book any additional commercial business. It is the rule with some of the departments to book regular customers for additional tonnages as their old tonnages are work-

(Continued on page 56.)

WEEKLY PAINT DEPARTMENT

Use Color Cards Judiciously

Paint Manufacturers Have Issued These Samples at Considerable Expense—They Should be Made Real Selling Factors—Valuable Advertising Material —Send to Selected Lists

NOT all those who have color cards to hand out as advertising material realize their full value as advertising material. Some have been in the habit of giving them out promiscuously to anyone who would make a call for them. Others lay them on the counter where all the school children and others can help themselves to their heart's content. These color cards are prepared at big expense by the manufacturers and especially now that the price of all workmanship and materials have advanced considerably over prices prevailing in the pre-war days. One manufacturer is authority for the statement that dealers do not make better use of these color cards in many instances because the manufacturers usually supply them free of charge. Getting them so easily they fail to appreciate their worth. But this is war time, and dealers should long ere this be conscious that a judicious use should be effected wherever possible.

If these color cards are wasted or put to an improper use it means that the price of paint has been increased by just the amount that the color cards have cost. To waste two or three color cards here and there perhaps seems a small item. Yet the aggregate in a year with any one dealer might be quite large. This waste would not be so glaring if there were no better use to which to put the color cards. But they are a distinct and valuable asset to help the dealer sell his stock of paints.

THEY CARRY A CONCRETE IDEA

Now the value of the color card consists in the fact that it carries a concrete idea to the mind of the prospective customer as to what the paint will look like. They can take it home, moil over it, and size up the different colors. It is the nearest thing to the actual demonstration of the paint. One manufacturer also made the assertion that these cards would be appreciated more at their real worth if a certain charge were made for them by the manufacturer. But how can they be made to serve their real purpose? that is the question every paint dealer will ask himself.

In the first place they should be given out judiciously. They are not meant for children to decorate their playhouses with. The time to give them, of course, is when the dealer has an interested prospective customer. If inquiry is made for various kinds of paint an effective sales talk can be made by reference to the paint paddles, if such are carried. These paint paddles very often convey a better idea of what the painted surface will look like, for they have a wider expanse of painted surface than the color cards. Of course the paint display in the store interior, the window display, the newspaper advertising, are all links in leading the customer to make inquiries for paint. Once the sale has been assisted to that point it remains for the salesman to clinch it either on the spot or in such a way that it will not eventually get away.

SEND TO SELECTED LISTS

And here is the point where the color card comes into real service. Taken for granted that the prospective customer has been led to the point where inquiries are made. Information respecting amount of paint required for a given surface will perhaps be given by the salesman, colors will be shown and the merits of the paint set forth. But even in the face of this campaign the prospective customer may not yet be in a position to buy. Perhaps they do not have the money on their person at that time, or they are not just ready to start their painting. They decide to leave the purchase off for the present. A color card handed to that one will help refresh the memory as to what the paint will look like after they reach home again.

But the color card may also be used on a selected list of prospects to help them start thinking in terms of paint if these cards are mailed with the request that they look them over and consider well if it would not be advisable to do some painting this spring. This methods often unearths new prospects. Use the color card to the full extent of its worth.

"The Bristles can't come out"

BOECKH TRADE MARK — Est'd 1856 — TORONTO

Here's time and opportunity to *Start Something*

Here's a proposition on which we can co-operate for a bumper paint season drive.

Here's Boeckh's Rubber Set Steel Grip Brushes, universally acknowledged to be the **best type of brush on the market,** because the bristles **can't** come out.

And here's the zenith paint season—a season where the demand for brushes is at its greatest height.

Why not grasp this unusual opportunity by calling your men together and urging them to push Boeckh's Rubber Set Steel Grip Brushes for all they're worth, **while the season is on?**

It will mean satisfaction to your customers **now** as well as to yourself, in later, bringing sales in other lines and repeat orders **through the good-will established.**

The Boeckh Company, Limited

TORONTO, ONTARIO

I want the Very Best Wall Finish you've got, That's it-MURESCO!

"I have heard that churches, schools, buildings, opera houses and apartment houses are all big buyers of Muresco, and just last week through experienced parties I found out *Why.*

"I am told that it does not peel, crack or rub off, that a little goes a long way, and that the most elaborate color schemes can be arranged for anything from a residence to the largest public building.

"That's the wall finish I am buying—Muresco. It's by far the best, users say."

Sales are big — so are profits. Write for agency proposition.

Benjamin Moore & Company Limited

West Toronto, Ontario

If interested, tear out this page and keep with letters to be answered.

WEEKLY PAINT MARKETS

MONTREAL

MONTREAL, May 16.—Much activity is expressed as applying to the sale of mixed paint and general painting materials. The season has opened up well and a good volume of trade is expected for many weeks. Not only do reports come in from various travelling men as to the activity in many parts of the country, but managers find the same condition, and retail representatives have been reporting conditions as healthy, with a bright outlook. Turpentine is scarce, and as a consequence there is a still higher price, while some have refrained from quoting only against stock to arrive. Changes have been made by some in wall coatings, advances being recorded. The markets in general are firm.

More Linseed Oil But Demand Absorbs

Montreal.

LINSEED OIL.—Delivery of seed has improved, but with no surplus available, due to the short delivery during the late winter and early spring months, this is absorbed promptly. As it looks to-day there will be little likelihood of cheap oil. This is the opinion of one of the large crushers, and while the situation may somewhat improve the active demand for and larger use of oil from now on will, it is thought, pretty well use up stocks as they are available. Prices are held unchanged for the week. The available supply of seed at the lake head is stated to be about one-third of what it is normally at the middle of May.

Linseed Oil—	Raw, Imp. gal.	Boiled, Imp. gal.
1 to 4 barrels	$1.82-$1.86	$1.84½-$1.88½

Scarcity Turpentine Eliminates Quotations

Montreal.

TURPENTINE.—Supplies were rapidly absorbed during the last ten days or so, and now that the demand is good, there is not enough to go around. Supplies are on the way, and are expected forward in the very near future. It has meant a rapid rise, and, in fact, with many short of their needs the quotations have been withdrawn for the present altogether. On the basis of arriving some are quoting 70c per gallon and others quote a slightly higher figure. The situation in the States is firm.

Turpentine—	Per Imp. Gallon
1 to 4 barrels	....
5 barrels and over	....

Small quantities 10c advance over 1 bbl. prices.

Position Is Firm On White Lead In Oil

Montreal.

WHITE LEAD IN OIL.—There is a very good demand now for white lead in oil. Prices are firm and unchanged, with five-ton lots of standard selling at $15.50; ton lots, $16, and smaller lots, $16.35 per 100 pounds.

Moderate Sales Putty; Prices Held

Montreal.

PUTTY.—This commodity is selling fairly well, and the market is held without any change at all. There is a firmness of undertone nevertheless, and no likelihood of revisions downward being made. With oil and all costs high prices are likely to rule firm. Prices:

Standard Putty—	Per 100 lbs. 5 ton	1 ton	Less
Bulk, in barrels	$4.00	$4.15	$4.35
Do., ½ barrels	4.15	4.30	4.50
Do., 100 lb.	4.85	5.00	5.20
Do., 25 lb.	4.85	5.00	5.20
Do., 12½ lb.	5.10	5.25	5.45
3 and 5 lb. tins	6.85	7.00	7.20
1 and 2 lb. tins	7.35	7.50	7.70

Pure linseed oil putty, $2.00 per 100 lb. advance on above prices.

Glaziers' putty—$1.60 per 100 lb. advance on above prices.

Terms: 2%, 15 days, net 60.

Plate Glass Is Moved To New Basis

Montreal.

PLATE GLASS.—The changes made in the list on plate glass recently adopted at many other points have now become effective in Montreal, and the same basis as shown in the current reports apply here. The new change makes an awkward figuring schedule, some say. The new list records an advance and the discount is 25 per cent. from this, freight being prepaid and boxing charges being eliminated on orders exceeding $25 net. Other glass prices are held without change and business is just fair.

Various Kalsomines Are Marked Higher

Montreal.

KALSOMINES, ETC.—Various advances have been made in the price of hot and cold water wall tints. Some have changed their quotations on different lines, but as there are many varieties and grades these are not uniform. Coralite tints are advanced as follows:—Five-pound packages, white, 7c per pound; tints, 7½c per pound. The prices in barrels are 5½c for white and for tints 6c. On other lines advances of about 10 per cent. have been made.

Still Better Sale For Ready-Mixed Paint

Montreal.

MIXED PAINTS.—Painting seems to have been general the last week, for reports indicate a decided improvement, with the outlook for a continued activity bright. Paint makers reported that from various sources they were receiving encouraging news, and the many orders coming to hand are the best indication that these are correct. Shelf goods are being asked for this year to a greater extent than ever by the women folk, who are "painting up" in real earnest. Prices are firm and unchanged.

TORONTO

TORONTO, May 16.—An advance in turpentine in some quarters has served to narrow the range on this commodity. Stocks are by no means heavy, but shipments en route are expected to help out the situation considerably. Linseed oil is holding firm, the seed market, after a period of depression, showing increased strength. The movement of seed shows a slight improvement, but this is by no means great as yet. White lead in oil holds firm, with a fair movement in progress. Sorting orders for mixed paints are coming to hand very freely.

Linseed Oil Shows Little Improvement

Toronto.

LINSEED OIL.—There is as yet no marked improvement in receipts of seed, though some shipments arriving are attributed to the opening of navigation. However, the movement is by no means heavy, and has not yet served to allow crushers and dealers to overcome the accumulation of orders on their files. Seed had a period of depression towards the end of last week, and on Monday of this week was down to $3.69½ per bushel for No. 1 N.W.C., cash basis. Tuesday and Wednesday the market stiffened, however, and Wednesday's price of $3.76¼ for this grade was nearly 2c higher than that prevailing on the corresponding day last week. Prices on oil have held unchanged on the basis shown herewith:

	Raw, Imp.gal.	Boiled, Imp. gal.
1 to 2 bbls.	$1.86-$1.95	$1.88½-$1.98
3 to 5 bbls.	.....	.....
6 to 9 bbls.	.....	.....

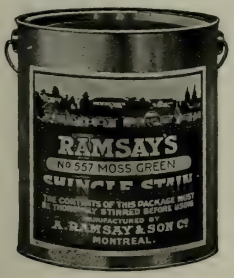
Less than barrel lots 10c per gallon higher than single barrel price.

RAMSAY'S SHINGLE STAINS

The Right Shingle Stain to Shingle Stain Right

A Profitable Article to Handle and to Use

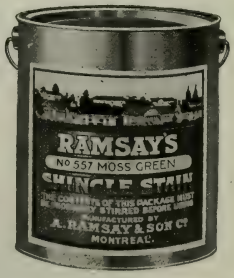
If You do not carry Ramsay's Shingle Stain in Stock, ORDER NOW!



A. RAMSAY & SON COMPANY

Makers of Paints and Varnishes Since 1842

TORONTO MONTREAL VANCOUVER



If interested, tear out this page and keep with letters to be answered.

Turpentine Still Scarce; Prices Hold

Toronto.

TURPENTINE.—Stocks of turpentine are still rather light, and there is a tendency for dealers to guard their supplies very carefully. The opportunities for shipping from Southern points cannot be gauged with any degree of accuracy, consequently the future as regards delivery of orders placed must remain uncertain. A further advance of 2c per gallon has been made in some quarters, which has served to narrow the range to that extent. Quantity orders are not being solicited, so prices named can only be termed nominal.

	Imp. Gal.
1 barrel	$0 72½-$0 75
2 to 4 barrels	0 72½- 0 74
5 gallon lots	- 0 85

White Lead In Oil Makes No Change

Toronto.

WHITE LEAD IN OIL.—There has been no change in the situation during the week, and business continues along normal lines, which are rather restricted so far. A fair movement is reported in some quarters, though this is by no means heavy. Prices are holding steady and are unchanged during the week on the following basis: Pure, in ton lots, $16.20 per 100 pounds; smaller quantities, $16.55 per 100 pounds.

Mixed Paints Continue To Move Freely

Toronto.

MIXED PAINTS.—Sorting orders continue to come along in very good volume, and manufacturers and jobbers express themselves as well satisfied with the amount of business going forward. A break to real warm weather would, it is felt, stimulate the demand to an even greater extent, but altogether the outlook is very encouraging. The higher prices established have had little effect on the demand, it would seem.

Glass Is Unchanged; Putty Holds Steady

Toronto.

GLASS, PUTTY.—There have been no new developments in the glass situation during the week. Business is light and stocks are thought to be reaching a fairly low level. There is no movement of glass from Southern points reported yet. Prices are unchanged at figures shown in current market quotations.

Putty is unchanged and the market uneventful. There is a fair movement in progress, with stocks ample for present requirements. Prices on standard bulk in casks remain at $4.55; 100-lb. drums, $5.30-$5.40; bladders in barrels, $5.45-$5.65 per 100 pounds. Pure putty quotations range $2 per 100 pounds higher than those shown for standard.

Brushes Unchanged; Brooms Go Higher

Toronto.

BRUSHES, BROOMS.—There has been nothing further to report in regard to brushes during the week. The market remains firm and unchanged, with a very good demand being taken care of.

In line with prediction made in HARDWARE AND METAL last week, a further advance in brooms has taken place, averaging from 10 to 20 per cent. A quotation made on a 4-string standard broom reveals a price now of $10.20 dozen. The situation in respect to broom corn grows steadily worse from all accounts. In addition, handles are hard to get, twine is scarce, and labor at a premium. These are factors which have continued to influence prices to present levels.

RESULTS OF WINDOW-TRIMMING CONTEST

In a Colorite Window Trimming Contest conducted during the week of March 25 to March 31, 1918, throughout the United States and Canada, by the Carpenter-Morton Co., Boston, Chicago and San Francisco, the following prizes were awarded:

First Prize—A Ford touring car, won by Geo. A. Ducker Co., Joliet, Ill.

Second Prize—$100 in gold, won by J. M. Carroll, Youngstown, Ohio.

Third Prize—$50 in gold, won by Clarke Bros. Stores, Scranton, Pa.

Fourth Prize—$10 in gold, won by W. G. Holloway, Dayton, Ohio.

Fifth Prize—$10 in gold, won by Liggett's Gordon-Mitchell Drug Store, Winnipeg, Manitoba, Canada.

Sixth Prize—$10 in gold, won by Frank Cowles, Edmonton South, Alberta, Canada.

Seventh Prize—$10 in gold, won by H. H. Hay Sons, Portland, Maine.

Eighth Prize—$10 in gold, won by Chas. H. Dack, Columbus, Nebraska.

The photographs of the display were judged from the standpoint of originality, attractiveness and selling value, and the judges were Mr. Frank A. Black, advertising manager for William Filene's Sons Co.; Mr. Melville H. Smith, New England manager for the *Ladies' Home Journal* and *Saturday Evening Post*, and Mr. Harry H. Humphrey, president of the Boston Credit Men's Association, Boston, Mass.

The result of the contest shows how practical merchandising can be developed. The competition aroused in this contest is all that could be desired, and the company wish to assure all their patrons that they have endeavored to conduct this campaign in all fairness.

TIN CONSUMPTION OF UNITED STATES

According to a statement issued by the War Industries Board from returns obtained through the subcommittee on pig tin, the consumption of pig tin for different purposes in that country during the calendar year 1917 was as follows in long tons of 2,240 pounds: Tin and terne plate, 27,600 tons; solder, 17,000; babbitt and other bearing metals, 10,800; brass and bronze, 4,800; foil, 4,000; collapsible tubes, 2,100; white metal, 1,764; and miscellaneous, 8,193; making a total of 76,257 long tons.

As the United States is almost wholly dependent upon foreign sources for tin, it is of interest to note that importations of tin and tin ore during the first quarter of 1918, stated in terms of metallic content, have been at the rate of 5,873 long tons per month or 70,476 long tons per annum. To get an accurate estimate of the total supplies, however, the amount of tin recovered by detinning plants and in other ways should be added to these imports, as well as the almost negligible amount of tin produced in that country. The exports of domestic and foreign tin, although small, should also be taken into consideration.

ASKING INFORMATION ON PIG IRON

The War Industries Board of the United States will soon ask for information from consumers with respect to the tonnage and kind of iron being received from producers, the use to which the iron is being put, the tonnage under contract and the intention with respect to the use thereof. The purpose of this inquiry is to give the War Industries Board full information to the end that the output may be distributed to the best advantage. It is asserted that consumers who refuse to give full information on these points will receive no pig metal. As many Canadian concerns get their supplies of pig iron from the United States the regulation will undoubtedly apply to them as well.

PITTSBURG MARKET LETTER

(Continued from page 51.)

ed off. These bookings have nothing to do with the distribution of steel, which is the concern of the government, since the customers are given absolutely no delivery promises. The mills want to serve their regular customers to the extent possible, and they can appraise their prospective requirements the better by having the formal contracts on their books.

Steel Supply Prospects

To the commercial consumer of steel the present increase in shipments is of particular interest, for the reason that when production was especially restricted the production was as far as possible of war steel, and as the total supply of steel increases a proportionately greater amount of steel cannot be put through the finishing departments that make war material because formerly they were getting more than their proportion of the output. Thus the increased output means, in a sense, a larger surplus of steel that cannot be used in filling war orders. This steel, however, is to be distributed to the industries that will help most in indirect manner, and the success of the buyer in placing an order, or in securing a delivery, depends chiefly upon the use to which he intends to put the steel.

CANADA WITCH CO., LTD., VANCOUVER, B.C.
Distributors for Eastern Canada
Supplies, Ltd., Kentville, N.S.

MILBRADT LADDERS

will pay for themselves in a short time by enabling you to wait on more trade, save the wear and tear on your fixtures and goods, as well as bring the appearance of your store up to date.

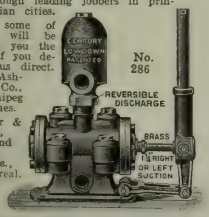
Write to J. H. Ashdown Hdwe. Co., Ltd., Winnipeg; Marshall-Wells Co., Ltd., Winnipeg, or direct for catalog giving prices of a large number of styles we manufacture, suitable for all kinds of shelving.

John Calander Mfg. Co.
155 E. 13th Street,
St. Paul, Minn., U.S.A.

MYERS PUMPS

This will help you remember that you can purchase the famous Myers Anti-Freezing Cog Gear Glass Valve Seat Pumps through leading jobbers in principal Canadian cities.

Here are some of those who will be glad to sell you the Myers, or, if you desire, write us direct. The J. H. Ashdown Hdw. Co., Ltd., Winnipeg and Branches. E. G. Prior & Co., Ltd., Victoria and Branches. Lewis Bros., Ltd., Montreal. And many others.



F. E. MYERS & BRO., Ashland, Ohio

STEP LADDERS

Two Styles. All Lengths

Curtain Stretchers
Tub Stands Ironing Boards
Clothes Bars
Quilting Frames, etc.

Hand Corn Planters
Drive Well Points
Post Hole Diggers, etc.

Ask for Catalogue

Otterville Manufacturing Co.
OTTERVILLE

A chance for four million car owners to save

A chance for thousands of dealers to profit

Fewer cars will be sent to the finishing shop this year and more refinished the *"Berry Way"* because it saves times and money.

Berry Brothers'
Auto Color Varnishes

are especially made for amateur use. With his garage for a workshop any man can produce a finish on his car that will satisfy his pride and his purse. The only expense is the merely nominal cost of the materials.

We furnish a handsome cut-out for counter display, and descriptive folders giving explicit instructions for the unskilled varnisher, also showing in colors how cars look when refinished, telling quantities of varnish required, etc. A real selling help.

Ready to Ship Assortments

We have all ready put up, well selected assortments of colors that we can ship promptly. Order one to-day and get in the field early. You will sell it quickly and want more. Write for further particulars anyway.

BERRY BROTHERS
(INCORPORATED)
World's Largest Varnish Makers
Established 1858
Walkerville, Ont. (652)

OAKEY'S

The original and only Genuine Preparation for cleaning Cutlery

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS, LIMITED

Manufacturers of

Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, S.E.1., Eng.

CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION

Dominion Metallics — B.B. Caps, 25% B.B. Caps, 20%; 22 short, black, 22 long black, 22 long, smokeless, 20%; 22 short lesmok or 22 long lesmok, 20%; 22 short, smokeless, 30%; 22 long rifle, black, 22 long rifle, smokeless, 7½%; other rim fire, 10%; center fire pistol, add 35% list; center fire sporting, add 60%; shot cartridges, same as ball; brass shot shell, 20%; primers, add 35% list; empty shot shells, 5%; blanks, add 25%; bullets, add 40%.

Terms: Net 90 days, or 2% discount for cash in 30 days.

"Dominion" Loaded Paper Shells "Crown" Black Powder, 10% on list; "Sovereign" Bulk Smokeless Powder, net list; "Regal" Dense Smokeless Powder, net list; "Imperial" Shells, both Bulk and Dense Smokeless Powder, net list; "Canuck" Smokeless, net list; Empty Shells, 5%; 90 days net.

F.O.B. Montreal, Toronto, London, Hamilton.

AMERICAN AMMUNITION

List Prices.

Subject to 10% advance on list.

B.B. caps, $3.50 per M.; B.B. caps, concave ball, $4.40; 22 short, $5; 22 long, $6; 22 long rifle, $7; 22 short smokeless, $5.35; 22 long smokeless, $7.50; 22 long rifle, smokeless, $8.75 per M.

Sporting Cartridges—Centre Fire Smokeless 303 Winchester, $72.25 per M.; 303 Savage, $72.25; 303 British, $95; 32 Winchester special, $72.25; 38-55 Winchester, $76; 401 Winchester self-loading, $76 per M.

Primers—Nos. 1, 1½ and 2½, $3.60; Nos. 1 and 2 (100 in box), $3.80; Nos. 1-W, 1½-W, 2½-W and 3-W. and 5, and 5½, 100, in box, $3.80; Berdan Nos. 1, 1½, 2 (250 in box), $3.60; Berdan Nos. 1, 1½, 2 (100 in box), $3.80; new No. 4, $5.50; U.M.C., 33, $5.50.

Shot, standard, 100 lbs., Toronto, $17.35-$19.75; Montreal, $18; net extras, as follows, subject to cash discount only: Chilled, $1.50; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

AUGER BITS

Standard List Prices per dozen.

3/16.....	$ 6.00	18/16.....	$12.00
4/16.....	5.00	19/16.....	14.00
5/16.....	5.00	20/16.....	14.00
6/16.....	5.00	21/16.....	16.00
7/16.....	5.00	22/16.....	16.00
8/16.....	5.00	23/16.....	18.00
9/16.....	6.00	24/16.....	18.00
10/16.....	6.00	25/16.....	21.00
11/16.....	7.00	26/16.....	21.00
12/16.....	7.00	27/16.....	24.00
13/16.....	8.25	28/16.....	24.00
14/16.....	8.25	29/16.....	27.00
15/16.....	9.50	30/16.....	27.00
16/16.....	9.50	31/16.....	30.00
17/16.....	12.00	32/16.....	30.00

Discounts from Standard List prices:

Beaver, 57½ to 60%; London, 60%.
Ford's Auger Bits, 35 to 27½%.
Gilmour Auger Bits, 47½%.
Gilmour Car Bits, 37½%.
Gilmour Eye Augers, 35%.
Gilmour Ship Augers, 12½%.
Rockford Auger Bits, 50 and 10%.
Irwin Auger Bits, 15% to 17½% off list in Catalogue No. 10, 1905.

F.O.B. Toronto, Montreal London and Hamilton.

AXES

Single Bits, doz.....	$14 00	$16 00
Double Bit	16 50	19 50
Boys' Axes	12 00	14 00
Hunters' Axes	11 00	12 00
Bench—No. 2, doz...	12 50	13 20
No. 3, doz...	13 50	14 20
No. 4, doz...	14 50	15 25

	Single Bit	Double Bit
Sager	$15 00	$20 00
Dominion Pride.....	14 50	19 50
St. Clair handled...	15 50	....
Sager Boys	12 50	....
Kitchener Boys	12 00	....
Sager Hunters	11 50	....
Kitchener Hunters'...	11 00	....

F.O.B. Montreal, Toronto, Hamilton, London.

BABBITT

Prices on babbitt fluctuate with the metal markets and prices are quoted on application. Prices range from 14c to $1.15 a lb.

BELTING (Leather)

Discounts apply to Revised List of Feb. 14, 1907.
Extra Quality, 30, 5%.
Standard Quality, 40%.
Side Lace Leather, lb..$1.40-$1.75
Cut Lace Leather, lb... 1.60- 1.95

F.O.B. Montreal, Toronto.

BELLS (Farm)

No. 1 x 40, lb..............	$4 00
No. 2 x 50 lb..............	5 00
No. 3 x 60 lb..............	7 50
No. 4 x 100 lb.............	10 00

F.O.B. Montreal, Toronto.

BOLTS AND NUTS

Discounts apply to list of Feb. 1, 1913.

Carriage Bolts ($1 list), ⅜ in. dia. and smaller, 10%.
Carriage Bolts ($1 list), 7-16 dia. and larger, net list.
Machine Bolts, ⅜ in. dia. and smaller, 10%.
Machine Bolts, 7-16 in. dia. and larger, net list.
Sleigh Shoe Bolts, all sizes, net list.
Coach and Lag Screws, 25%.
Skein Bolts, 20%.
Square Head Blank Bolts, net list.
Bolt Ends, net list.
Plow Bolts, net list.
Elevator Bolts, net list.
Fancy Head Bolts, net list.
Shaft Bolts ($3 list), net list.
Step Bolts, large head ($3 list), net list.
Whiffletree Bolts, net list.
Nuts, square, blank, add to list $1.50.
Nuts, square, tapped, add to list $1.75.
Nuts, hexagon, blank, add to list $1.75.
Nuts, hexagon, tapped, add to list $2.
Stove bolts, 55%.
Tire bolts, 35%.
Terms: 2% off 30 days from date of shipment.

F.O.B. Montreal, Toronto, Hamilton, London, Ont.

BORAX

Lump Crystal Borax, lb....14-14½
F.O.B. Montreal, London, Toronto.

BRASS Per lb.

Spring sheets, 24 gauge and heavier, base $0 43
Rods, base ½ to 1 in. round..38-40
Tubing, seamless base......45½-50
Tubing, iron pipe size, base ¾ in. and up to 3 in.....45½-50
Copper tubing, iron pipe size, base ¾ in. up to 3 in.....47½-53

F.O.B. Montreal and Toronto.

BOILERS (Range)

30-gal. extra heavy ......$14.50-$17
30-gal. Standard 14 00

F.O.B. Montreal and Toronto.

BOARDS (Wash)	Tin Plate	Zinc
Pony ....Dozen	....	$2 00
Crown	....	4 05
Dandy	....	4 25
Improved Globe	3 15	4 35
Standard Globe	3 25	4.45
Original Globe	3 50	4 75
Newmarket King	....	4 75
Diamond King (glass)	....	5 50
Western King (enamel)....		6 25
Wood, double faced.....		2 20

Subject to small discounts for quantities

F.O.B. Newmarket.

BUTTS Wrought Steel:—

No. 840	5%
No. 800	2½%
No. 838	5%
No. 808	5%
No. 804	15%
Nos. 802, 842, 844..........	5%
Nos. 810 and 814..........	net list
No. 830	2½%

F.O.B. Toronto, Montreal, London, Hamilton.

Spring Butts

Chicago Spring Hinges, List.
Triplex Spring Hinges, 20-10-5%.
Chicago Mortise Floor (5000), 33 1-3%.
Chicago Relax Floor (6000), 25-10-10-7½%.
Chicago Premier (4000), 16 2-3%.
Chicago Ajax (3000), 16 2-3%.
Chicago Fire Station, add 10% to list.
Lavatory Door Hinges, 20-5%.
Chicago Screen Door (2000), 40-7½%.
Chicago Screen Door (3000), 16 2-3 and 5%.
Non-Hold Back Screen Door, on application.

F.O.B. Chicago.

CANS

For discount on milk and cream cans, etc., see list under head of wares, etc.

CHAIN	B.B. Fire Welded Proof Coil Mont'l	Tor'to	B.B.B. Fire Welded Mont'l	Tor'to
3-16 in...	$21.50	$19.85	$.....	$.....
¼ in. ..	15.25	15.25	21.00	20.25
5-16 in...	13.25	13.65	18.35	17.00
⅜ in. ..	12.10	12.75	15.40	16.50
7-16 in...	11.90	12.45	15.15	16.00
½ in. ..	11.65	12.15	15.00	15.75
9-16 in...	11.65	12.15	.....	15.75
⅝ in. ..	11.50	12.00	14.80	15.50
¾ in. ..	11.40	11.85	14.65	15.25
⅞ in. ..	11.25	11.65	14.50	15.25
1 in. ...	11.10	11.50	14.40	15.25

Electric Welded

	B.B.		B.B.B.	
3-16 in...	$15.90	$17.40	$.....	$.....
¼ in....	12.30	13.30	13.75	15.55
5-16 in...	11.05	11.75	12.00	14.00
⅜ in....	9.90	10.50	11.75	12.75
7-16 in...	9.70	10.50	11.75	12.75
½ in....	9.45	10.50	11.75	12.75
⅝ in....	9.35	10.50	11.75	12.75
¾ in....	9.20	10.50	11.75	12.75

Montreal and Toronto.

American Proof Coil Chain

	B.B.	B.B.B.
3-16 in.	$16.75	....
5-16 in.	12.00	$12.75
⅜ in.	11.00	11.90
7-16 in.	10.75	11.70
½ in.	10.50	11.60
⅝ in.	10.35	....

Electric Welded B.B.B.—Chain, ¼ in., $13.75; 5-16 in., $12 F.o.b. Toronto.

Cow ties, 12½-15%; trace chains, net list; dog chains, 25 to 32½%; halter chains, 25 to 32½%; tie-out chains, 50%; stall fixtures, net list; breast chains, 2½%. F.O.B. Montreal, Toronto, Hamilton, London.

CEMENT

Cement, per bbl., $2.70 in carlots; $3.25 bbl. in small lots.

Paris plaster, five-barrel lots, $3.25; single barrel, $3.25.

F.O.B. Toronto.

CHURNS

List price hand churns:—No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.

List prices power churns:—No. 0, $11; No. 1, $11; No. 2, $12; No. 3, $13; No. 4, $17; No. 5, $20.

Discount of 20% f.o.b. Toronto, Hamilton, Fergus, London, St. Marys.

Discount of 17½% f.o.b. Montreal, Ottawa, Kingston.

St. John, N.B., 20%.

CHOPPERS, FOOD

Universal (doz.)—

No. 0	....	....	$16 20
1	....	....	20 70
2	....	....	25 20
3	....	....	33 40

F.O.B. Montreal, Toronto.

Russwin—

No. 0....................	$17 70
No. 1....................	21 70
No. 2....................	24 95
No. 3....................	34 60

CLOTHES LINE (Galvanized)

No.	Per 1000 ft.
17—7-strand, 100 ft. lengths..	$6 80
17—7-strand, 50 ft. lengths...	7 00
18—6-strand, 100 ft. length...	5 40
18—6-strand, 50 ft. lengths...	5 45
19—6-strand, 100 ft. lengths..	4 75
19—6-strand, 50 ft. lengths..	5 00

F.O.B. Montreal, Toronto, London.

COPPER	Montreal	Toronto
Casting ingot, see weekly report.		
Bars, ½ to 2 in.....	$42 50	$43 00
Plain sheets, base 16 oz. and heavier....	46 00	44 00
Copper sheet, tinned, 14x60 in., 14 oz...	48 00	....
Copper sheet, planished, base 16 oz. and heavier	57 00	45 00
Braziers' in. sheets, 6x4 base	45 00	44 00

Above prices are full sheets and bars. Cut sheets and bars are 5c per lb. higher.

COMBS

Curry combs, list, plus 25%.
F.O.B. Montreal, Toronto, Hamilton, London

CORD (SASH)

No. 6, lb.	72
No. 7, lb.	71
Nos. 8, 9, 10, 12	70

F.O.B. Montreal, Toronto, Hamilton, London

CANADA PLATES

Prices nominal.	Montreal	Toronto
Ordinary, 52 sheets.	$11 75	$ 8 50

Galvanized

	Apollo	Crown	Gorbals
18x24x52	......	....	....
60	......	....	....

CHARCOAL, TIN PLATES

M.L.S. and Famous—	Per box
IC, 20x28 base	$28 00
IX, 20x28 base (nominal)...	32 00
IXX, 20x28 base (nominal)..	36 00
IXXX, 20x28 base (nominal)	40 00

F.O.B. Toronto

Raven and Murex Grades—

IC, 20x28 base, 112 sheets..	$40 00
IX, 20x28 base, 112 sheets..	39 00
IXX, 20x28 base, 56 sheets..	20 00
IXXX, 20x28 base, 56 sheets	21 00

(Nominal) f.o.b. Montreal.

TERNE PLATES

I. C, 20 x 28, 112 sheets.. .....
F.O.B. Montreal.

COKES, AMERICAN

Bessemer Steel—
20x28 IC, 112 sheet 30 00
F.O.B. Montreal.

"DOMINION CROWN BEST"— DOUBLE COATED TISSUE

	Nominal
IC, 14x20 base	$20 00
IX, 14x20 base..............	18 75
IXX, 14x20 base	19 50

F.O.B. Montreal.

CLOCKS

Big Ben	$2 92
Good Morning, each	1 15
Lookout	1 45-1 50

F.O.B. Montreal, Toronto, London, Hamilton.

CROWBARS, $8.50-$9.50 per 100 lbs.

DRILLS

Bit Stock Drills, 30 to 37½%.
Rd. Shk., 30 to 37½%.
Wood Drills, 37½%.

DOORS, SCREEN

Kasement, No. 1, $24.84 to $27.24 doz.; No. 2 and 3, $28.20 to $30.60 doz.

F.O.B. Toronto.

EMERY CLOTH

See under Sandpaper.

ENAMELWARE

See prices under heading Wares, etc.

THE BEST EQUIPPED FACTORY IN THE DOMINION

For Manufacturing

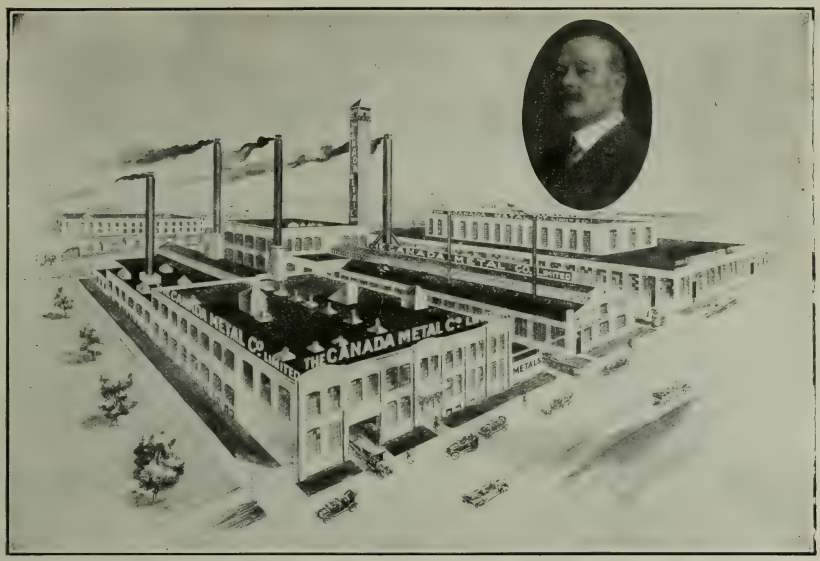
BABBITT METALS

SHEET LEAD

LEAD PIPE

SOLDER

TRAPS AND BENDS ETC.



WE CARRY LARGE STOCK OF

IRON PIPE (Galvanized and Black)

BATHS

LAVATORIES

RANGE BOILERS

BRASS GOODS

AND

EVERYTHING FOR THE PLUMBER

Linseed Oil

THE CANADA LINSEED OIL MILLS LIMITED
WARRANTED PURE LINSEED OIL
MONTREAL & TORONTO

"Warranted Pure"

is the slogan of this Company

FILES AND RASPS

Discounts below apply to list of Nov. 1, 1899.

	%
Great Western, Amer.	50
Kearney & Foot, Arcade	50
J. Barton Smith, Eagle	50
P.H. and Imperial	50
Disston Brand	40
Globe	50
Nicholson	30
Black Diamond	37½
Delta Files	37½

F.O.B. Toronto, Montreal, London, and Hamilton.

FITTINGS

Cast iron fittings, 10% off list. Malleable bushings, 20%; cast bushings, 20%; unions, 35%; plugs, 17½% off list. Net prices: Class B black, 24-26c lb.; Class C black, 16-17c lb.; galvanized. Class B, 34-36c lb.; Class C, 24-26c lb. F.o.b. Toronto.

GRILLS, ELECTRIC

Single heat, round $6 00
Three heat, round 7 15
F.o.b. Toronto.

GRINDSTONES

Per 100 lbs.

Over 40 lbs. and 2 in. thick 1.80-2.25
Under 40 lbs. 1.90-2.35
Bi-Treadle, each 6.25
F.o.b. Toronto.

HALTERS (SNAP AND RING)

Doz.

Russet rope shank, 1".$11.25-$12.75
Russet rope shank, 1¼ in... 13 85
Black rope shank, 1 in..... 18 75
Black rope shank, 1¼ in.12.50- 13.85
Hand sewn, no shank, 1 in.. 17.40
Hand sewn, no shank, 1¼ in. 20.20

Halters (Sisal).

7-16 in. gross, $24; 9-16 in., $36. F.o.b. Toronto. London—7-16 in., $2.10 doz.; ½ in., $2.65 doz.

HAMMERS, SLEDGE

Can., 5 lbs. and over, cwt...$17 50
Masons, 5 lbs. and over, per cwt. 20 00
Masons, 5 lbs. and under.... 22 50
Napping, up to 2 lbs. 25 00
F.o.b. Montreal, Toronto, Hamilton, London.

HANDLES (WOOD)

All hickory handles, 10%. All neckyokes, whiffletrees and doubletrees, 10%. All ash and maple handles, wood hay rakes, horse pokes, 20%.

F.o.b. St. Thomas, London, Strathroy, Toronto.

HANGERS, BARN AND PARLOR

	List
Atlas, No. 0	12 50
Atlas, No. 1	12 95
Atlas, No. 2	15 90
Stearns, 4 in.	7 40-7 65
Stearns, 5 in.	10 25-10 65
Perfect, No. 1	10 45
Perfect, No. 1½	13 20-13 80
Storm King and safety hangers, doz.	10 25-10 65
Steel track, 1¼ in.	9.00-12.00

F.o.b. Montreal, Toronto.

HEATERS, ELECTRIC

Majestic, 1 Burner 7 50
Majestic, 2 Burner 11 25
F.o.b. Toronto.

HINGES, TEE AND STRAP

Heavy, Net Prices.

	Strap	Tee
4-inch, dozen pairs	$2 34	$1 99
5-inch	2 89	2 50
6-inch	3 12	2 81
8-inch	4 22	3 21
10-inch	7 49	5 70
12-inch	9 28	9 05
14-inch	10 61	9 20
Light, List Prices.		
3-in., doz. pairs...	$1 00	$1 00
4-in., doz. pairs...	1 20	1 10
5-in., doz. pairs...	1 40	1 30
6-in., doz. pairs...	1 70	1 50
8-in., doz. pairs...	2 50	1 80
10-in., doz. pairs...	3 50	2 40

Discount 20 and 2½% off list.

Screw Hook and Strap Hinge—
Under 12 in., per 100 lbs.... 8 00
Over 14 in., per 100 lbs..... 7 50
Extra hooks for above ⅝ in., per lb. 8
Extra hooks for above, ¾ in., per lb. 7¾

F.o.b. Toronto, London, Hamilton and Montreal.

HAY KNIVES

Spear Point $14 00
Lightning 12 50
Heath's 12 50

HOES, Grub $7.25

HOOKS, GRASS.

	Canadian	English Fox
No. 2, per doz.	$3 40	$5 50
No. 3, per doz.	3 50	6 40
No. 4, per doz.	3 60	7 40
Little Giant	5 25	....
Berden	5 25	....

F.o.b. Montreal, Toronto.

HORSESHOES

Price per keg

Patterns	Sizes made	No. 2 and larger	No. 1 and smaller Less 20c
Light iron	0-7	$6 25	$6 50
Long heel light iron	3-7	6 25	....
Medium iron	1-8	6 25	6 50
Heavy iron	6-8	6 25	....
Snow	1-6	6 50	6 75
New light "XL" steel	1-6	6 70	6 95
Featherweight "XL" steel	0-4	8 10	....
Special countersunk	0-4	8 60	....
Toe weight (front only)	1-4	9 10	....

*All sizes.

Packing—Up to 3 sizes in one keg, 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra. F.o.b. Montreal and Belleville.

Terms—Cash in thirty days, less 2% discount.

TOE CAULKS

Nos. 0, 1, 2 and larger, sharp and blunt, $2.25 to $2.90 box.

HOSE, LAWN

	Toronto
Corrugated, ½ in., 100 ft.	$15 75
Corrugated, ⅝ in., 100 ft.	18 75
Corrugated, ¾ in., 100 ft.	21 50
Corrugated, 1 in., 100 ft.	31 50

Less 5% for full reels, 500 ft., F.o.b. Toronto and London.

HAT AND COAT HOOKS

Coppered wire, 3 in., 95c gross. F.o.b. Montreal, Toronto, Hamilton, London.

IRON AND STEEL.

See weekly report.

IRON, TINNED

Prices nominal. Subject to premium where stocks are obtainable.
72x30 up to 24 gauge, case lots ....
72x30, 26 gauge, case lots.. ....
Less than case, 50c per 100 lbs. extra. F.o.b. Montreal.

IRONS (SAD)

Mrs. Potts, No. 55. polished, per set 1.75-1.90
Mrs. Potts, No. 50, nickel-plated, set 1.85-2.00
Mrs. Potts, handles, japanned, doz. 1.30- 1.50
Sad irons, common, plain, 3, 4 and 5 lbs. 9 20
Sad irons, plain, 6 lbs. up.... 7 00
Sad irons, common, plated... 5 50
Princess Electric, each 3 35
Canadian Beauty Electric Irons—
Style A $3 75
Style B 4 12
Hotpoint Domestic Electric Iron, each 4 75
Gasoline Sad Irons, each.... 4 25

F.o.b. Montreal, Toronto, London, Hamilton.

LADDERS, ETC.

Step Ladders	Per ft.
Crescent	19c ft.
Household	15½ ft.
Standard, 4-12 ft.	21c ft.
Electrician	30c ft.
Heavy duty	47c ft.
Extension	35c ft.

Common and Roped Extension.

	Per ft.
Up to 32 ft.	21c ft.
34 to 44 ft.	24c ft.

London—32 ft., 18c; 34-44 ft., 20c.

Fire Ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

Single and Fruit Picking.

10 ft. to 16 ft.......... 17c ft.
18 ft. to 22 ft.......... 18c ft.
Chair ladders, each 2 00

F.o.b. Toronto, Hamilton, London, Montreal.

LANTERNS

Per doz.

Short Globe, doz. $12 50
Jap'd Dash, doz.......... 15 00
Search Dash, doz. X-ray.15.75-16.10
Little Bobs ....$2.10-$4.20
Copper, well japd., doz.... 18.25
F.o.b. Toronto, Hamilton, London, Montreal.

LANTERN GLOBES

Dozen

Cold blast, short ....95c-$1.10
Cold blast ....95c-$1.10
3 doz. cases, 85-90c doz.; 6 doz. cases, 85c dozen.
Cold blast, short ruby.... 4.00-4.20
Cold blast, common ruby. 4.00-4.20
Less 5c a doz. in 6 doz. lots.
F.o.b. Toronto, London, Hamilton and Montreal.

LATCHES

Steel Thumb, No. 2, per doz. 1 90
Steel Thumb, No. 3, per doz. 2 50
Steel Thumb, No. 4, per doz. 4 70
Barn Door, No. 5, per doz. 2 55
Barn Door, No. 9, doz........ 4 70
F.o.b. Montreal, Toronto, London.

LEAD

For pig lead and lead and zinc products see weekly report.

MACHINES (WASHING)

	List Each
Canadian	9 00
Dowswell	9 00
Noiseless	15 50
Hamilton	11 00
Snowball	15 00
Momentum	16 50
New Century, style A	16 50
New Century, style B	18 00
Playtime, engine drive	19 50
Ideal Power	28 00
Seafoam, electric	102 00
Seafoam, engine drive	44 00
New Idea, electric	184 00
Sunshine	8 50
Popular, No. 1	9 50
Economic	11 50
Champion	17 00
New Excell-All	18 00
Blue Bell, without stand	16 50
Puritan Water Motor Washer, complete	28 00
Hydro, One Tub, engine drive	45 50
Low pressure water motor washer, each	30 00
Connor ball-bearing, with rack	18 50
I X L	18 50
Gem	16 50
Winner, plain	13 50
Connor Improved	9 00
Jubilee	15 00
Canada First	19 00

Discount, 40%. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

MALLETS

Per doz.

Tinsmiths, 2½ x 5½ in.$1.00-$1.75
Carpenters', No. 3 .... 5.80
F.o.b. Montreal, Toronto, Hamilton.

MATTOCKS

Cutter, doz. $12 00 $12 50
Pick doz. 12 00 12 50
F.o.b. Montreal, Toronto, London, Hamilton.

MOPS

Mops, O-Cedar, doz. net.....$12 00
Sprustex, No. 2, doz....$8 00 8 40
S. W. Mops, complete, doz... 4 85
Mop Sticks, doz., No. 8....1 55-1 85
Cast Head Mops, doz....... 2 00
Crescent, doz. 8 10
Crank wringing, doz. 6 25
F.o.b. Montreal, Toronto, Hamilton, London.

MOWERS, LAWN

Adanac	50%
Woodyatt	40%
Empress	40%
Mayflower	40%
Star, Ontario, Daisy	40%

F.o.b. Toronto, Guelph, London Hamilton.

NAILS

List adopted July 10, 1912.

Advances over base on common wire nails in kegs.

		2¾ inch	15c
1 inch	$1	3 inch	10c
1⅛ inch	1	3¼ inch	10c
1¼ inch	65c	3½ inch	10c
1½ inch	40c	4 inch	5c
1¾ inch	40c	4½ inch	5c
2 inch	30c	5 inch base.	
2¼ inch	30c	5½ inch base.	
2½ inch	15c	6 inch base.	

6½ to 12 inch-2 Ga. and heavier, 25c over base.

Standard Steel Wire Nails, f.o.b Toronto, London, Hamilton, Milton. $5.20 base.

Freight equalized on above points.

F.o.b. Montreal, Gananoque, Collingwood and Owen Sound, $5.25 base.

Freight equalized on above points.

Windsor, Walkerville, Sandwich. fo.b. factory points, carload freight allowed, $5.32½.

Sault Ste. Marie, Port Arthur. Fort William, $4.95-$5.25 base, f.o.b. factory; no freight allowance.

Moulding, Flooring, Slating, Box. Fence, Barrel Nails, 25c per 100 lbs. over common nail price. Finishing Nails, 50c per 100 lbs. advance over common nail price. Clinch Nails and Sash Pins, 75c per 100 lbs. over common nail price.

Miscellaneous wire nails, 60% off miscellaneous list, f.o.b. Toronto. Montreal, Hamilton, London.

Cut Nails—Montreal, $5.70 base; Toronto, $5.65 base; London, $5.60; Hamilton, $5.65. No equalization of freights.

Roofing Nails — American, large head, keg, $8.50. London, $8.25.

F.o.b. Montreal, Toronto, Hamilton London.

NAILS (HORSE)

Size	C Brand Per box of 25 lbs.
No. 3	$37 87½
No. 4	12 87½
No. 4½	11 62½
No. 5	4 87½
No. 6	4 62½
No. 7	4 37½
No. 8	4 37½

Summer time is *Paint time*

IT is during the Spring and Summer months, that every householder *makes* time to do the necessary inside and outside painting. A nice display of *Jamieson's Pure Paints* is sure to make paint sales move quickly because of the Jamieson reputation for dependability and permanent satisfaction. Give the customer what he wants and at the same time you will be selling a line that pays you a larger profit.

R. C. Jamieson & Co., Limited

(Established 1858)

MONTREAL CALGARY VANCOUVER

Owning and Operating P. D. Dods & Co., Limited

If interested, tear out this page and keep with letters to be answered.

No. 9	4 12½
No. 10	4 12½
No. 11	4 12½
No. 12	4 12½

Discount from above is 10% in small quantities and 10 and 5% in full boxes.

F.o.b. Montreal, Toronto, Hamilton, London, St. John.

"M.R.M." BRAND

No.	Net Price List Lengths	Per box of 25 lbs.
3	1⅝"	$19 00
4	1¾"	9 00
5	1 15-16"	4 00
6	2⅛"	3 75
7	2 5-16"	3 50
8	2½"	3 50
9	2 11-16"	3 25
10	2⅞"	3 25
11	3 1-16"	3 25
12	3¼"	3 25

F.o.b. London, Hamilton, Montreal, Toronto

NETTING, POULTRY

List prices per roll of 50 lineal yards. Adopted March, 1909.

2-inch mesh and 19 ga. wire.

12 inch	$1 80	48 inch	$ 6 20
18 inch	2 65	60 inch	7 70
24 inch	3 40	72 inch	9 20
30 inch	4 00	84 inch	10 50
36 inch	4 75	96 inch	12 00
42 inch	5 50		

1½ inch mesh and 19 ga. wire.

12 inch	$3 50	42 inch	$10 50
18 inch	5 00	48 inch	12 00
24 inch	6 30	60 inch	15 00
30 inch	7 75	72 inch	18 00
36 inch	9 90		

1 inch mesh and 20 ga. wire.

12 inch	$4 00	42 inch	$12 00
18 inch	5 50	48 inch	14 00
24 inch	7 00	60 inch	17 00
30 inch	8 50	72 inch	20 00

¾ inch mesh and 20 ga. wire.

24 inch	10 50	36 inch	$15 00
30 inch	12 75		

½ inch mesh and 22 ga. wire.

24 inch	$16 50	36 inch	$24 00
30 inch	20 10		

Discounts at present quoted apply only to 1 and 2 inch mesh netting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Canadian netting 15% off list.

Montreal, 15% off list.

American netting, 10% off list.

		Per rod
Invincible—1640		$ 0 75
	1848	0 85
	2060	0 95

Put up in 10, 20 and 30-rod rolls. F.o.b. Montreal.

OAKUM

Best (American)		$21 00
U.S. Navy (unspun)		.....
Clipper (spun)		21 00
Clipper (unspun)		19 50
U.S. Navy, Eng., (unspun)		.....
U.S. Navy, Eng., (spun)		.....
Plumbers (spun)	$8 00	$10 50

F.o.b. Montreal, Toronto

OIL

	Montreal	Toronto
Royalite	0 19	0 18
Palacine	0 22	0 21
Gasoline, gal.	0 34	0 33
Black oil (Summer)	0 16	0 15
Black oil (Winter)	0 18	0 15½
Imperial Cylinder	....	0 66½
Capital cylinder	0 50½	0 49½
Machine oil, regular grades	25½-42	26½-36½
Standard gas engine oil	38½	0 42½
Paraffine	0 21	0 24
XXX machine	0 24½	0 38½
Fuel oil, bbls.	0 14½	0 13½
Fuel oil, tank cars	0 13	0 12

OLD MATERIALS

See weekly report

PACKING

	Per lb.
Fine jute	$0 15
Coarse jute	0 12
Hemp	0 34
Square braided hemp	0 38
No. 1 Italian	0 44
No. 2 Italian	0 36

F.o.b. Montreal and Toronto.

PAPER

	Per 400-ft. roll
Dry Fibre, No. 1 roll	1 10
Dry Fibre, No. 2 roll	0 59
Anchor Brand	1 10
Glazed sheeting	0 59
Tarred Fibre, No. 1 roll	1 25
Tarred Fibre, No. 2, roll	0 72
Surprise Fibre	0 66
Tarred felt, per cwt.	3.30-3.45

Asbestos sheeting (per 100 lbs.)	0 13½	0 14
Carpet Felt, 16 oz., per 10 lbs.	$4 50	$5 50

F.o.b. Toronto, Hamilton, London, Montreal, freight equalized thereon.

PICKS—

Clay—

5 to 6 lbs., doz.	$10 75	$11 80
6 to 7 lbs., doz.	11 50	12 60
7 to 8 lbs., doz.	12 25	13 50

Rock—

7 to 8 lbs., doz.	12 25

F.o.b. Montreal and Toronto.

PINS, CLOTHES

	Per case
5 gross, 4-in. (loose)	80c-97c
4 gross (cartons), 4½ in.	85c-$1.00

F.o.b. Montreal and Toronto.

PIPE, STANDARD WROUGHT

Effective Feb. 26, 1918.

Standard Buttweld

	Black	Galvanized
	Per 100 feet	
⅛ in.	$ 6 00	$ 8 00
¼ in.	5 16	7 29
⅜ in.	5 16	7 29
½ in.	6 55	8 12
¾ in.	8 28	10 41
1 in.	12 24	15 39
1¼ in.	16 56	20 82
1½ in.	19 80	24 89
2 in.	26 64	33 49
2½ in.	42 72	53 53
3 in.	55 85	70 00
3½ in.	70 84	87 86
4 in.	83 93	104 10

Standard Lapweld.

2 in.	29 60	36 08
2½ in.	44 46	54 70
3 in.	58 14	71 53
3½ in.	72 68	90 62
4 in.	86 11	107 37
4½ in.	97 79	122 56
5 in.	114 00	142 82
6 in.	147 80	185 28
7 in.	192 80	241 57
8 L in.	202 50	253 75
8 in.	233 30	292 32
9 in.	279 50	350 18
10 L in.	259 20	324 80
10 in.	333 70	418 18

Terms 2% 30 days, approved credit.

Prices—Ontario, Quebec and Maritime Provinces. .. ....

While the foregoing prices on iron pipe are the nominal prices, it has been found in practice that prospective buyers should ask for quotations on sizes 2½ inches and larger on account of the shortage of these sizes and the extra difficulty of procuring supplies.

WROUGHT NIPPLES

4" and under, 45%.

4½" and larger, 40%.

4" and under, running thread 25%.

Standard couplings, 4" and under, 35%.

4½" and larger, 15%.

Terms 2% 30 days. Approved credit. Ontario, Quebec and Maritime Provinces.

PIPE (Conductor)

Plain	List
2 in., in 10-ft. lengths, list	$8 00
3 in., in 10-ft. lengths, list	9 70
4 in., in 10-ft. lengths, list	12 80
5 in., in 10-ft. lengths, list	17 50
6 in., in 10-ft. lengths, list	21 30

Discount 10%.

F.o.b. Toronto, Ottawa, Oshawa

PIPE, LEAD

See weekly report

PIPE (SOIL)

	Montreal %	Toronto %
Medium and extra heavy, 6" and under	35, 2½	35, 2½
8" soil pipe	30	30
Medium and extra heavy fittings, 6" and under	40, 2½	40, 2½

PIPE (STOVE)

See prices under Wares, etc.

PITCH

Pine, black, per bbl.	4 75
Navy pitch, per bbl.	6 50

F.o.b. Montreal, Toronto.

POLISH (O-Cedar)

4-oz. bottles, doz.	$ 3 00
12-oz. bottles, doz.	6 00
1-qt. can, doz.	15 00
½-gal. cans, doz.	24 00
1-gal. cans, doz.	36 00

Discount, 33 1-3 per cent.

Liquid Veneer—

4 oz., doz.	$2 00
12 oz., doz.	4 00
32 oz., doz.	8 40
64 oz., each	1 20
128 oz., each	2 10

F.o.b. Toronto, London.

PUMPS

Pumps, Well	....
Cistern Pumps	....
Set Lengths	....
Brass Lined Cylinders	....
Brass Body Cylinders	....

F.o.b. Montreal, Toronto, Hamilton, London.

RIVETS AND BURRS

Iron rivets, blacked and tinned, 25%; Iron Burrs, 25%.

Copper rivets, usual proportion of burrs, add 30%; burrs, add 50%.

Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¼-lb. pkgs., 2c lb. Coppered Rivets, net extras, 3c per lb.

F.o.b. Montreal, Toronto, London.

ROOFING

	Per square
Samson, 1-ply, roll	1 90
Samson, 2-ply, roll	2 50
Samson, 3-ply, roll	3 10
R. S. Special, 1-ply	1 25
R. S. Special, 2-ply	1 50
R. S. Special, 3-ply	1 75
Amazon, 1-ply	1 95
Amazon, 2-ply	2 25
Amazon, 3-ply	2 55
Everlastic, 1-ply	1 65
Everlastic, 2-ply	1 95
Everlastic, 3-ply	2 25
Good Luck, 1-ply	1 60
Good Luck, 2-ply	1 80
Good Luck, 3-ply	2 10
McCombe Sp., 1-ply	1 85
McCombe Sp., 2-ply	1 55
McCombe Sp., 3-ply	1 75
Black Cat, 1-ply	1 85
Black Cat, 2-ply	2 15
Black Cat, 3-ply	2 45
Liquid roofing cement, per gal. in barrels	0 27
5 and 10 gal. lots, per gal.	0 38
Coal Tar, bbl.	$5.75-$6.00
Roofing Pitch, $1.05 to $1.10 cwt.	

F.o.b. Toronto, London, Montreal.

ROPE

	Lb.
Pure Manila basis	39
British Manila basis	33
New Zealand hemp basis	33
Sisal basis	27½

Above quotations are basis prices ⅝ and larger diameter. The following advances over basis are made for smaller sizes:—Smaller than ⅝ and down to 7/16 dia.—½c above basis; ⅜ dia., 1c above basis; ¼ and 5/16 dia. 1½c above basis; 3/16 dia., 2c above basis.

Single lath yarn basis	27½	
Double lath yarn	28	
Yacht marline, tarred	57	
Halyards	50	
Hemp, deep sea line basis	50	
Hemp, tarred ratline basis	43	
Hemp, tarred bolt rope basis.	45	
Marline and Houseline	45	
Italian rope basis	On application	
Cotton, ⅛ in.	0 73	0 77
5-32 in.	0 72	0 75½
3-16 in.	0 69	0 72½
¼ in. and up	0 68	0 71½

F.o.b. Toronto, Montreal, Brantford, London, Hamilton.

SANDPAPER

B. & A. sandpaper, 10% to 15% on list.

B. & A. emery cloth, 5% on list.

B. & A. sandpaper in rolls, 33 1-3 per cent. on list. F.o.b. Toronto, Montreal.

SCALES

Champion—	Scale List	Stamping extra
4 lb.	$ 4 60	$0 20
10 lb.	6 00	0 30
240 lb.	10 00	0 50
600 lb.	25 00	1 00
1200 lb.	30 00	1 00
2000 lb.	39 00	1 00
2000 lb. Drop lever	46 00	1 00
10-lb. Household	5 00	0 10
25-lb. Household	6 00	0 30

Champion list prices subject to a discount of 10%; Household scales subject to 25% discount. No discount allowed on stamping charge

F.o.b. Toronto, Montreal, Hamilton.

SCYTHES

	Doz.
Cast Steel	$12 50
Golden Clipper	13 50
Little Giant	14 50
Little Giant, Genuine	15 00

F.o.b. Toronto, London.

SNATHS

Net list.

SCREWS

Discounts off Standard List adopted Aug. 1, 1908.

Wood, F. H., bright	72½
Wood, R. H., bright	67½
Wood, O. H., bright	67½
Wood, F. H., brass	37½
Wood, R. H., brass	32½
Wood, O. H., brass	32½
Wood, F. H., bronze	27½
Wood, R. H., bronze	25
Wood, O. H., bronze	25
Square cap	20
Hexagon cap	20

F.o.b. Toronto, Hamilton, London and Montreal.

Wooden Bench Screws

Dozen	$7 00

SHEETS, BLACK

See Montreal and Toronto **report**

SHEETS, CORRUGATED

See weekly report.

SHEETS, GALVANIZED

Premier Galvanized

	Per 100 lbs.
10¾ oz.	$9 25
U.S. 28	8 95
U.S. 26	8 65
22 and 24	8 50
18 and 20	8 35
16	8 20
14	8 10

F.o.b. Hamilton and Toronto.

Colborne Crown — 16-20 gauge. $12.55; 22-24 gauge, $12.75, 26-gauge, $13; 28 gauge, $13.25. Less 25c in cash lots. F.o.b. Montreal.

Apollo Brand	**Montreal**	**Toronto**
14 gauge	$12 05	$ 8 10
16 gauge	12 05	8 20
18-20 gauge	10 30	8 35
22-24 gauge	10 45	8 50
26 gauge	.....	8 65
28 gauge	.....	8 95
10¾ ozs.	11 05	9 25

Add 20c for less than ten lots.

B.W. gauge	Queen's Head	Fleur-de-Lis	Gorbals "best-best"
16	$12 55	$12 55	$ 8 70
18-20	12 55	12 55	8 85
22-24	12 25	12 25	9 05
26	12 25	12 25	9 25
28	13 00	13 00	9 65
10¾ oz.	.....	.....	10 00

Less 25c in case lots.

F.o.b. Montreal.

SHINGLES

	Per sq
Standard galvanized	$10 25

Shipping weight, 90 lbs.

Standard painted	8 00

Shipping weight, 80 lbs.

Discount 7½%.

F.o.b. Toronto, Ottawa, Oshawa

SIDING METAL

Standard galvanized	$8 75
Standard painted	7 00

Discount 7½%.

F.o.b. Montreal, Toronto, Ottawa, Oshawa.

SOLDERING COPPERS

Base, 3-8 lbs., 64c lb. **F.o.b.** Toronto and Hamilton.

SOLDER, BAR

See Weekly Report.

STAPLES

See Wire Products.

STOVES

Oil Burning Cooking	Each
Perfection 2-burner	$12 75
Perfection 3-burner	$16 50
Perfection 4-burner	21 00
No. 22G oven for above **stoves**	5 00
McClary Glass Front Oven No. 70	4 25
Detroit Glass Front Oven No. 85	4 50

F.o.b. Sarnia, London, Toronto. Ottawa

Oil Burning Heaters.	List
No. 525 (125), each	6 50
No. 530 (130), each	7 25
No. 630 (230), each	9 25

F.o.b. Toronto, Sarnia, London, Hamilton, Ottawa.

Discount 25% off list.

METALS · CHEMICALS · GLASS
B&S·H Established 1790

China Wood Oil **Tinplates**
Lithopone **Spelter**
Blue Vitriol **Borax**
Glycerine, Etc.

We have the above in stock and can make immediate shipments.

B.&S.H.THOMPSON & COMPANY LIMITED
MONTREAL

Branches: TORONTO WINNIPEG NEW GLASGOW, N.S.

Canadian Sales Agents: United States Steel Products Company
Exporters for American Sheet & Tin Plate Company

Selling Spark Plugs Intelligently

MEHASCO
ANOTHER MEHASCO MESSAGE 4

With every 100 lot assortment we give a display stand which shows the proper plug for every make of car. Your customer can pick out the plug he wants and order by name, which makes selling easier for you and more satisfactory for him. We handle the celebrated Rex Plug—absolutely guaranteed—as well as all the other ready sellers, including the Mica Tractor Plug in all sizes.

Easyon Tire Chains

The only chains an autoist can slip on the wheels when alone and stuck. Put up eight chains in a set, four for each rear wheel. Handy little friends to motorists and real, active sellers.

MERCHANTS HARDWARE SPECIALTIES, LIMITED
CALGARY

CARTER'S

The Best Quality of Genuine Dry Red Lead and Genuine Dry Powdered Litharge

Paper manufacturers want a Red Lead to protect their steam and water pipes, and a Litharge to reline their digesters. Rubber and Color Makers need them. Shipbuilding firms must have them. Railways and Ironworks use them. Are you ready to supply the requirements of such firms in your district. Also

YOUR PAINTER

must have Genuine Red Lead and Litharge to meet his requirements. Do not delay in putting in a stock or you will lose good business which is rightly yours.

The Carter White Lead Co. of Canada, Limited, 91 Delorimier Avenue, Montreal

WILLIAMS' "VULCAN" DROP-FORGED SAFETY LATHE DOGS GUARANTEED

Tools in constant use should have qualities of strength and wear which will make them fit for many years of duty. WILLIAMS' product is all designed and made with that purpose.

A good tool helps you and is a constant and good advertisement for us. We guarantee that every tool we sell shall fulfill the purposes of strength, wear and utility. Catalog free.

J. H. WILLIAMS & CO. - 30 Richards St., Brooklyn, N.Y.

"The DROP-FORGING PEOPLE"

Western Office and Warehouse: 30 So. Clinton St., Chicago, Ill.

The A. G. Low Co., Ltd., 30 Pacific Ave., Saskatoon, Sask.
Agents for Manitoba, Saskatchewan, Alberta and British Columbia

SPADES, SHOVELS AND SCOOPS

	1st Grade	2nd Grade	4th Grade
Plain Back Shovels and Spades....	50%	50%	50%
Draining Tools	50%	50%	....
Hollow Back Scoops	50%	....	50%
Sand Shovels	50%	....	50%
Hollow Back Shovels	50%	....	50%
Hollow Back Coal Shovels	50%	....	50%
Riveted Back Scoops	50%	50%	50%
Miners' Spring Point Shovels	50%	....	....

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List; Black List prices being as follows:

BLACK LIST PRICES

Plain Back Shovels and Spades..	$29.00	$28.00	$25.00
Draining Tools, No. 2, black	29.00	27.50	....
Hollow Back Scoops, No. 2, black.	34.50	....	32.00
Coal Shovels, Hollow Back, No. 2, black	32.00	....	30.00
Sand Shovels, No. 2, black	27.50	....	24.00
Hollow Back Shovels, No. 2, black	27.50	....	24.00
Riveted Back Scoops, No. 2 black	37.50	35.50	34.00
Miners' Spring Point Shovel, No. 2, black	36.50	....	....

NET EXTRAS—

For each size larger than No. 2, add 25c dozen net.
Full polished ....$1.00 per dozen net
Half polished .... 50c per dozen net

F.o.b. London, Hamilton, Toronto, Gananoque, Ottawa, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon.

SWEEPERS, CARPET .. Bissell's
American Queen, nic'd trim, ball bearing ....Doz. $39 00
Club, nic'd trim., "Cyco" bearing 82 00
Champion, nic'd trim 30 00
Champion, Jap'd trim 27 00
Elite, nic'd trim., B.B....... 41 00
Grand Rapids, nic'd trim., B. B. 36 00
Grand Rapids, Jap'd trim., B. B. 32 00
Parlor Queen, nic'd trim., B. B. 42 00
Princess, nic'd trim., B.B.... 37 00
Standard, nic'd trim 32 00
Standard, Jap'd trim 29 00
Universal, nic'd trim, "Cyco" bear 34 00
Universal, Jap'd trim., "Cyco" bear 30 00
F.o.b. Toronto, Hamilton, London,

SWEEPERS (VACUUM)
Grand Rapids, nic'd trim.... 81 00
Household, Jap'd trim...... 67 00
Superba, nic'd trim......... 96 00

SWEEPERS (ELECTRIC)
Steel frame 33 75
Aluminum frame 41 25
Attachments, set 7 50
F.o.b Toronto, Hamilton, London.

TACKS Discount
Wire Tacks ....60 and 10%
Revised Hardware Tack List adopted Jan. 1, 1916 ....60 and 15%
Double pointed tacks....60 10%
Shoe findings list adopted July 5, 1917—Net list.
List of Capped Goods adopted Jan. 1. 1916..60 and 15%
F.o.b. Toronto, Hamilton, Montreal, London.

TINNERS' TRIMMINGS
See prices under head of Wires.

TOASTERS, ELECTRIC
Upright, with rack $4 00

TOOLS, HARVEST
Waverly, Wellandvale. Rixford. Maple Leaf, Bedford, 17½% discount. Samson, 12½% discount.
F.o.b. Montreal, Toronto, Hamilton. London.

TROUGH (EAVE)
O. G. Square bead and half round.

Size in girth			Per 100 ft.
8 in.....	$ 6 90	15 in.....	$12 50
10 in.....	7 70	18 in.....	16 00
12 in.....	9 10	Discount 10%.	

F.o.b. Toronto, Oshawa, Ottawa

TRAPS (GAME) Doz. with chain
Victor, No. 1 .... 2 20
Jump, No. 1 .... 2 95
Hawley & Norton, No. 1.... 3 45
Newhouse, No. 1........... 4 70
F.o.b. Toronto, London, Hamilton. Montreal.

TWINE (BINDER) Per lb.
500 ft. $0 23½
550 ft. 0 25¼
600 ft. 0 26½
650 ft. 0 28
In 5-ton lots ¼c discount from above; 10 tons and upwards, ¼c discount. Freight paid on 300 lbs. and over to nearest station.

F.o.b. Montreal, Toronto, Brantford, Hamilton, London

TWINE (COTTON)
3-ply wrapping, lb...........69-72
4-ply, wrapping, lb...........73-76
F.o.b. Toronto, Hamilton, London.

WOOD TUBS
No. 0, per dozen $19 80
No. 1, per dozen 17 60
No. 2, per dozen 15 40
No. 3, per dozen 13 20
F.o.b. Newmarket

VALVES %
Ground work 50
Compression work, standard.. 52
High grade 45
Cushion work 46
Fuller work, standard 50
High grade 43
Basin cocks, No. 0 standard.. 46
High grade 46
Bath cocks 53
Flatway stop and waste cocks, standard 53
High grade 50
Roundway Stop and Waste Cocks, standard 53
High grade 50
Brass Steam Cocks, standard.. net
Radiator valves, standard.... 15
High grade 7½
Globe, angle and check valves, standard 10
Do., high grade 7½
Patent quick opening valves.. 35
F.o.b. Toronto

WARES, ETC.
Scotch Grey Ware, 50, 5%.
Colonial, 33 1-3%.
Imperial Ware, 33 1-3%.
Pearl, 33 1-3%.
Premier, 10%.
Canada Ware, 10%.
Diamond, 10%.
White Ware, 50%.
Japanned Ware, list plus 20%.
Japanned Ware, White, list, plus 30%.
Plain and Jap Sprinklers, list plus 20%.
Stamped Ware, plain, 50%.
Stamped Ware, retinned, 45%.
Copper Bottoms, list, plus 10%.
Tinners' Trimmings, plain, 50%.
Tinners' Trimmings, retinned, 45%.
Tinners' Trimmings, general, list plus 10%.
Factory Milk Cans, list plus 50%.
Milk Can Trimmings, list, plus 60%.
Cream Cans, list ,plus 25%.
Railroad Cans, list, plus 20%.
Pieced Tinware, C.B., list, plus 50%.
Sheet Iron Ware, list, plus 10%.
Pieced Ware, ordinary, list, plus 30%.
Fry Pans, 40 and 10%.
Spiders, steel, 10%; cast iron, 17½%.
Fire Shovels, Japanned, list, plus 10%.
Steel Sinks, painted, list, plus 10%.
Steel Sinks, galvanized, list plus 15%.

Light Galv. Pails and Tubs, list plus 20%.
Heavy Galv. Pails and Tubs, list, plus 10%.
Garbage Pails, list, plus 10%.
Jap. Coal Hods, list, plus 25%.
Galv. Coal Hods, list, plus 40%.
Paper Lined Boards, 40 and 5%.
Wood Lined Boards, 30 and 10%.
Stove Pipe, patent, per 100, 6 in., $20.36; 7 in., $21.83.
Common, made-up, per 100, 5 and 6 in., $21.00; 7 in., $23.00.
Polished, made-up, per 100, 5 and 6 in., $23.00; 7in., $25.00.
Stove Pipe Thimbles, 50, 10%.
Copper Boilers, list, plus 10%.
Copper Tea Kettles, list, plus 10%.
Copper Tea Kettles, 3 doz. lots, list, plus 10%, less 10%.
Copper Tea and Coffee Pots, list, plus 10%.
Copper Tea and Coffee Pots, in 3 doz. lots, list, plus 10%, less 10%.
F.o.b. Montreal, Toronto, London, Hamilton.

WASHERS, IRON
Full box, 10% on list. Net prices per 100 lbs.: ¼ in., $21.80; 5-16 in., $18.50; ⅜ in., $16.30; 7-16 in., $13.55; ½ in., $13; 9-16 in., $12.15; ⅝ in., $11.70; 11-16 in., $11; 13-16 in., $11.70; 15-16, $11.70; 17-16 in., $11.70; 50 lbs. of one size, $2 per 100 lbs. less.
F.o.b. Montreal, Toronto, London

WEIGHTS, SASH

	Tor'to	Lond'n	Mont'l
Sectional, 1 lb. per 100 lbs...	$4 50	$4 25	$4 75
Section, ½ in. per 100 lbs...	4 50	4 50	4 75
Solid, 3 to 30 lbs. per cwt.	3 00	3 50	3 40

WHEELBARROWS
Navvy, steel wheel, doz..37.50-51.50
Garden steel wheel, doz.61.00-75.00
Light garden, doz. 37.00-54.00
F.o.b. Montreal, Toronto, London.

WIRE PRODUCTS
F.o.b. Toronto, London, Hamilton, Montreal

Cut Hay Baling Wire Per 100 lbs.
No. 9 .... $6 60
No. 10 .... 6 65
No. 11 .... 6 70
No. 12 .... 6 85
No. 13 .... 6 95
No. 13½ 6 95
No. 14 .... 7 10
No. 15 .... 7 35

Stovepipe Wire
No. 18 .... 8 25
No. 19 .... 8 75

Hay Wire in Coils
No. 13 .... 6 80
No. 14 .... 6 90
No. 15 .... 7 05
No. 16 .... 7 20

Smooth Steel Wire.
Nos. 0-9 gauge, base 6 25
Extras over base sizes on smaller gauges are as follows:
No. 10, 6c extra; No. 11, 12c; No. 12, 30c; No. 13, 30c; No. 14, 40c; No. 15, 55c; No. 16, 70c extra.
Extra net per 100 lbs.—Oiled wire, 10c; spring wire, $2.50; bright, soft drawn, 15c; charcoal (extra quality), $1.25; packed in casks or cases, 15c; bagging and paperings, 10c; 50 and 100-lb. coils, in 25-lb. coils, 15c; in 5 and 10-lb. coils, 25c; in 1-lb. coils, 50c; in ½-lb. coils, 75c; in ¼-lb. coils, $1.

Fine Steel Wire
List Price on Fine Steel Wire

No. 17......	$5 00	No. 26....	$ 9 50
No. 18......	5 50	No. 27....	10 00
No. 19......	6 00	No. 28....	11 00
No. 20......	6 65	No. 29....	12 00
No. 21......	7 00	No. 30....	13 00
No. 22......	7 30	No. 31....	14 00
No. 23......	7 65	No. 32....	15 00
No. 24......	8 00	No. 33....	16 00
No. 25......	9 00	No. 34....	17 00

For prices of fine steel wire add 45% to above list.

Extra net
List of extras in 100-lb. lots, net.
Tinned wire, Nos. 17-25 .... $3 00
Nos. 26-31 .... 5 00
Nos. 32-34 .... 7 00
Coppered 0 75
Oiling 0 10
In 25-lb. bundles 0 15
In 5 and 10-lb. bundles.... 0 25
In 1-lb. hanks 0 25
In ½-lb. hanks 0 28
In ¼-lb. hanks 0 50
Packed in casks or cases.... 0 15
Bagging or papering......... 0 16

Oiled and Annealed Wire
No. 10 .... $6 45
No. 11 .... 6 47
No. 12 .... 6 55

Wire Bale Ties
No. 12 .... $ 75
No. 13 .... 6 85
No. 13½ 6 90
No. 14 .... 7 00
No. 15 .... 7 20
No. 16 .... 7 45

Fence Wire. Toronto
Barb ....$6.25-$6.50
No. 9 pl. galv........... 5.35- 5.90
No. 12 pl. galv.......... 5.50- 6.00
No. 13 pl. galv.......... 6.00- 6.15
No. 9 coil sp............ 5.50- 5.90
No. 12 coil sp........... 5.80- 6.20
Quotations are at times made on wire at lower figures than the general market by jobbers having large stocks to dispose of.

Fence Staples
Fence staples, bright $5 50
Fence staples, galvanized.$6.25-6.50
In 25-lb. boxes add 25c extra

Poultry Netting Staples
Poultry netting staples, galvanized, list $12 00
Less discount of 12½%.
Bright poultry netting staples $1.10 less than galvanized after discount has been made.

Copper and Brass Wire
Copper wire list, plus.........10%
Brass wire, 3 to 24 gauge, add 40%
25 to 36 gauge, add 25%

Wire Cloth
Black Fly Screen Cloth, per 100 sq. ft. in 100-ft. rolls...$3 50
In 50-ft. rolls 3 55
Galvanized, per 100 sq. ft. in 100 ft. rolls 4 75 5 50
Bronze, sq. ft. 0 14
F.o.b. Toronto, Hamilton, London.

Wire Goods
Discounts apply to list adopted Nov. 20, 1916.
Bright Screw Eyes Suits, A.B.C.M. 82½%
Bright Iron Gate Hooks and eyes 82½%
Bright square cornered screw hooks, and stove pipe eyes 82½%
Brass, screw eyes suits, A.B.C. 70%
Brass Screw Hooks 70%
Brass Gate Hooks and eyes 70%
F.o.b. Toronto, Montreal, London, Hamilton.

WRINGERS
Royal Can., 11 in., doz. list $84 72
Eze, 11 in., per doz. 91 80
Trojan, 12 inch 185 00
Favorite 511E 105 80
Unexcelled, 1041E 129 60
Easy Work 90 50
Challenge, 3111E 94 30
Gem, 141E 91 80
Sunlight, 111E 82 80
Ottawa, 341E 103 30
Empire, 11 in. 93 80
Superior, 11 in. 84 80
Majestic, 11 in. 88 00
Perfect, 11 in. 97 50
Bicycle, 11 in. 103 30
Daisy, No. 2 .... 114 72
Daisy, No. 1 .... 105 84
Maple Leaf No. 2 .... 103 20
Maple Leaf No. 1 .... 94 32
Sun 78 90
Rapid 82 80
Universal 63 00
Eureka, 10 in. 65 00
Eureka, 11 in. 71 00
Eclipse 97 70
Discount off above list, 40%.
Freight equalized on shipments of ¼ doz. and upwards on Montreal Toronto, Kingston, Hamilton, London, St. Mary's.
For zinc products and zinc sheets See weekly report.

WRENCHES

Trimo—	Doz. net		Doz. net
8 in....	$14 00	18 in....	$31 20
10 in....	15 60	24 in....	45 25
14 in....	21 85		

Coes—	Doz. net		Doz. net
6 in....	$13 00	15 in....	$31 20
8 in....	15 60	18 in....	41 60
10 in....	18 20	21 in....	50 70
12 in....	23 40		

Stillson—	Each	Dozen	Net
6 in.	$1 10	$12 00	$12 50
8 in.	1 25	13 50	14 00
10 in.	1 40	15 00	15 60
14 in.	1 95	21 00	21 85
18 in.	2 75	30 00	31 20
24 in.	3 95	43 50	45 25
36 in.	....	81 00	84 25
48 in.	....	....	124 80

Substitution runs riot when material is scarce

Just at this time when steel is hard to get and other material for manufacture scarce, substitution is the general rule all along the line.

In Empire products, however, there is no change. The high standard of quality and workmanship which we have maintained from the first is still immediately apparent to purchasers of our products.

The above is an illustration of our Jenkins Disc Globe Valve on which we have concentrated all our experience and knowledge in making it the best Globe Valve on the market.

Have one of your customers test it out under our guarantee in some tight corner in the factory. Clear proof of our claim will be the only result. Write us for particulars of other products. Largest manufacturers of plumbers' brass goods under the **British** Flag.

Empire Mfg. Company, Limited
LONDON - CANADA

Here's Butter Season Right Upon You, Mr. Dealer

June begins the season when butter makers speed up their old dash churns for a long spell of good butter and hard work. Experienced buttermakers of the old school will not do without their old dash churn.

They'll admit the work is hard but they argue that good quality butter cannot be got from a churn built on any other principle. And right here is where you have Mrs. Experienced Buttermaker when you can **close a sale.** Use her own argument against her.

The "Reliable" churn is nothing but the old dash and churn principle made mechanical so as to eliminate all the work and muss. It is simply an up-to-date dash churn which can be quickly adjusted to make **any quantity of butter** you require in half the time and without any muss.

That is why agents find it so easy to sell "Reliable"; once tried it is given preference over any other churn.

If there is no "Reliable" Agent in your town, write us about it.

The Reliable Churn Company of Canada
T. W. FOSTER, Mgr. 141 King Street East TORONTO

If interested, tear out this page and keep with letters to be answered.

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE
Colors and white—2½-lb. packages, $8 for 100 lbs.; 5-lb. packages, $7.80 for 100 lbs. F.o.b. Montreal, Toronto, London.

BEESWAX Per lb.
Small quantities $0 45
Larger quantities 0 40
F.o.b. Toronto.

BLUE STONE	Montreal	Toronto
Per lb.	13-14	14-16

BRONZING LIQUID
Bronzing liquid, No. 1. $1.50-$2.00
Banana oil, gal. 3.50- 7.00
F.o.b. Montreal, Toronto.

BRUSHES
Weighted, 15 lbs., each..$1.35 $2.00
Weighted, 20 lbs., each.. 1.60- 2.25
Acme, 15 lbs., each...... 1.75
Acme, 20 lbs., each...... 2.00
Acme, 25 lbs., each...... 2.35
F.o.b. Toronto.

COATING
Cement Coating $3 00 $3 75
F.o.b. Montreal, Toronto.

COLORS (DRY) Per lb.
Raw Umber, No. 1, 100-lb. kegs 0 07
Do., pure, 100-lb. kegs.... 0 15
Burnt Umber, No. 1, 100-lb. kegs 0 07
Do., pure, 100-lb. kegs.... 0 15
Raw Sienna, No. 1, 100-lb. kegs 0 07
Do., pure, 100-lb. kegs.... 0 15
Burnt Sienna, No. 1, 100-lb. kegs 0 07
Do., pure, 100-lb. kegs.... 0 15
Imp. green, 100 lb. kegs.... 0 28
Chrome green, pure 0 26
Chrome yellow 17-31
Brunswick green, 100 lb. k.. 0 12
Indian red, 100-lb. kegs.... 0 15
Indian red, No. 1, 100 lb. k.. 0 06
Venetian red, best bright... 0 04
Venetian red, No. 1 .... 0 02½
Drop black, pure dry....... 0 15
Golden ochre, 100 lb. kegs.. 0 06½
White ochre, 100 lb. kegs.. 0 04
White ochre, barrels 0 03
Yellow ochre, barrels 2½-3¼
Spruce ochre, 100-lb. kegs.. 4c-6c
Canadian red oxide, bbls....2 -2¼
Super magnetic red...... 2¼-2½c
Vermilion 0 40
English vermilion 2 50
F.o.b. Montreal, Toronto.

COLORS IN OIL, PURE
1 lb. tins—
Venetian red 0 15
Indian red 20-26
Chrome yellow, pure 45
Golden ochre, pure 22
French spruce ochre, pure.... 16-18
Chrome green, pure 18-26
French permanent green, pure 28
Signwriters' black, pure 25
Lampblack 0 24
Marine black, 5 lb. irons.... 0 17
F.o.b. Montreal, Toronto.

ENAMELS (White) Gal.
Duralite 6 50
Albagloss 6 05

GLUE Per lb.
Brantford All Round Glue—
Case No. 7—50-lb. pkgs......$28 00
Case No. 8—100 ½-lb. pkgs.. 31 00
Case No. 9—200 ¼-lb. pkgs.. 38 00
Discount.
French medal (prices withdrawn)
English common sheet....... 32-34
English prima 35-38
White pigsfoot 0 50
Cake bone, 112-lb. bags...... 0 35
Hide, 112-lb. bags 0 45
Gelatine, 112-lb. bags........ 45-60
Ground glues, 112-lb. bags, No. 1 28-30
Ground glue, No. 2, 112-lb. bags 22-24
Do., No. 2, less than bags.. 24

GLASS

Per 100 ft.	Single Thick	Double Thick
Under 25	$16 80	$22 90
26 to 34	17 60	24 85
35 to 40	18 35	26 40
41 to 50	23 50	30 00
51 to 60	24 60	30 80
61 to 70	26 50	32 70
71 to 80	29 70	35 40
81 to 85	....	45 45
86 to 90	....	48 85
91 to 94	....	49 80
95 to 100	....	58 55
101 to 105	....	65 35
106 to 110	....	73 10

Discount box glass, 25%.
Cut lights, 10%. Cash 2%.
F.o.b. Montreal, Toronto, London, Hamilton.

GLASS, PLATE

	Sq. foot
Plates up to 1 foot, each	$0 80
Plates from 1 to 2 feet, each	0 90
" 2 to 3 "	0 95
" 3 to 4 "	1 15
" 4 to 5 "	1 35
" 5 to 7 "	1 50
" 7 to 10 "	1 70
" 10 to 12 "	1 75
" 12 to 15 "	1 85
" 15 to 25 "	1 95
" 25 to 50 "	2 15
" 50 to 75 "	2 20
" 75 to 90 "	2 25
" 90 to 100 "	2 30
" 100 to 120 "	2 60
" 120 to 140 "	2 90

Plates 101 to 110 wide containing not over 100 ft. each... 3 00
Plates 111 to 120 wide containing not over 100 ft., each... 3 40
Plates 101 to 110 wide containing over 100 ft., each..... 3 40
Plates 111 to 120 wide containing over 100 ft., each..... 3 75
Trade Discount, 25%.
City deliveries, 33 1/3%.
Montreal, London, Hamilton, Toronto, Kitchener.

GLAZIERS' POINTS
Zinc coated, $1.56-$1.62 per doz. packages 6 lbs. gross.
Zinc, pure, prices withdrawn.
F.o.b. Montreal, Toronto.

LEAD, WHITE (Ground in oil.)
Prices are per 100 lbs. in ton lots. Less than ton lots are 35c per 100 lbs. higher than quoted below.

	Montreal	Toronto
Anchor, Pure	$16 00	$16 20
Crown Diamond	16 00	16 20
Crown Pure	16 00	16 20
Green Seal	16 00	16 20
Tiger Pure	16 00	16 20
Ramsay's Pure	16 00	16 20
Moore's Pure	16 00	16 20
O.P.W. Dec. Pure	16 00	16 20
Red Seal	16 00	16 20
Decorators' Pure	16 00	16 20
O.P.W. English	16 20	16 40
Elephant Genuine	16 60	16 70

B.B. Genuine Lead, less than tons, $17.95 Toronto; $17.20 Montreal. Ton lots 5% off; five-ton lots 10% off.

LEAD (RED DRY)

Genuine, 560-pound casks, per cwt.	$14 00	$14 50
Genuine, 100-pound kegs, per cwt.	14 75	15 50
Less quantity	16 00	17 00

F.o.b. Montreal, Toronto.

LEAD, ARSENATE OF

	Dry, Pound	Paste, Pound
Barrels, 600 lbs.	....	0 24½
Half bbls., 300 lbs.	....	0 24¾
100s	0 45	0 25
50s	0 45½	0 25½
25s	0 46	0 26
10s	0 47½	....
5s	0 49½	0 29½
2s	....	0 31
1s	0 52	0 32½

F.o.b. Toronto, Montreal and Hamilton

MURESCO
Tints, 5-lb. packages, per 100 lbs., $7.80; white, 5-lb. packages, $7.20. F.o.b. Toronto.

LINSEED OIL
For prices see weekly report.

PAINTS, PREPARED
Price per gallon
Elephant, white 3 70
Elephant, colors 3 45
B.H. English, white 3 80
B.H. English, colors 3 70
B.H. Floor 3 05
B.H. Porch Floor 3 70
Minerva, white 3 60
Minerva, colors 3 40
Crown Diamond, white 3 55
Crown Diamond, colors 3 45
Crown Diamond, floor 2 95
B.H. Fresconette, white 3 35
B.H. Fresconette, colors...... 3 25
Moore's House Colors, white.. 3 50
Moore's House Colors, colors. 3 40
Moore's Egyptian Paint, all colors 2 75
Moore's Floor Paint 2 90
Moore's Sani-Flat 3 00
Jamieson's Crown Anchor.... 3 30
C.P.C. Pure, white 3 80
C.P.C. Pure, colors.......... 3 70
O.P.W. Canada Brand, white 3 70
O.P.W. Canada Brand, colors 3 40
O.P.W. Canada Brand, floor. 2 95
O.P.W. Flat Wall, white..... 3 20
O.P.W. Flat Wall, colors 3 00
Ramsay's Pure, white 3 65
Ramsay's Pure, colors 3 35
Martin-Senour, 100%, white.. 3 80
Martin-Senour, 100%, colors. 3 70
Martin-Senour, Porch Paint... 3 70
Martin-Senour, Neutone, white 3 35
Martin-Senour, Neutone, colors 3 25
Senour's Floor Paint 3 15
Sherwin-Williams, white 3 80
Sherwin-Williams, colors...... 3 70
Flat Tone, white 3 35
Flat Tone, colors 3 25
Lowe Bros. H.S., white...... 3 80
Lowe Bros. H.S., colors..... 3 70
Mellotone, white 3 50
Mellotone, colors 3 35
Sanitone, white 3 35
Maple Leaf, white........... 3 80
Maple Leaf, colors 3 70
Maple Leaf, floor............ 3 15
Maple Leaf, flat wall........ 3 25
Pearcy's Prepared, colors 2 75
Peacy's Prepared, white 3 15
F.o.b. Montreal, Toronto.

PARIS GREEN

	C.P. Berger's and Munro's Per lb.	
In barrels, about 600 lbs.	0 60¼	0 61
In arsenic wegs, 250		
In 50 lb. and 100 lb. drums	0 61¼	0 62
In 25 lb. drums	0 62¼	0 63
In 1 lb. packets, 100 lbs. in case	0 64¼	0 65
In ½ lb. packets, 100 lbs. in case	0 66¼	0 67
In 1 lb. tins, 100 lbs. in case	0 66¼	0 67

Above prices f.o.b. Montreal, Quebec, Moncton, St. John and Halifax. Toronto, Hamilton, London, Yarmouth and P.E.I. are ¼c per lb. higher. Terms one month net or 1% in 15 days.

PASTE WOOD FILLER Pound
1 lb. cans 16-19
2 lb. cans 16-19
5 lb. cans 15-19
12½ lb. cans 14-15
25 lb. cans 14-15
F.o.b. Montreal, Toronto.

PUTTY

	Standard Less than tons Montreal	Toronto
Bulk, in casks	$4 35	$4 55
Bulk, 100-lb. drums	5 20	5.30-5.40
Bulk, 25-lb. drums	5 20	5 40
Bulk, 12½-lb. irons	5 20	5.45-5.65
Bladder, in bbls.	5 20	5.45-5.65

Ton lots standard are 20c per hundred pounds less.
Pure Putty, $2 cwt. advance.
London and Hamilton prices same as Toronto.

SHELLAC
Pure White, gal., $4.40-$4.50.
Pure Orange, gal., $4.15-$4.25.
Gum Shellac, TN, 74-76c lb.; finest orange, 79-95c; bone dry white, 82-85c F.o.b. Toronto, London.

PAINT AND VARNISH REMOVER
Taxite, 1 gal. cans........... 3 00
B.H. Vanisher $2 75
Cumoff 3 00
Takof 3 25
O.P.W. Presto 3 00
Lingerwett 2 80-3 25
Solvo 3 00
F.o.b. Montreal, Toronto.

TURPENTINE
See weekly report elsewhere in this issue for prices.

SLATING Gal.
Liquid Slating, B.B...........$2 20

VARNISHES Per gal. cans
No. 1 Furniture, extra, barrels, $1.10-$1.21 gal.; gal. tins ....$1.32-$1.46
B.H. Stovepipe Varnish, ½ pints, per dozen 1 54
Depend-on, list 3 25
B.H. Maritime Spar, list.... 7 90
Everlastic, Depend-on and Maritime Spar subject to discount of 40%.
Elastilite 2 96
Graniline Floor Finish 2 90
Hydrox Spar 3 66
Sun Varnish 2 64
Sun Spar 4 69
Sun Waterproof Floor 3 02
Jasperite Interior and Exterior 2 65
Jasperite Pale Hard Oil ... 1 90
Jasperite Indestructo Floor Finish 2 65
Jamieson's Copaline 3 02
M-S Marble-Ite Floor 3 29
M-S Wood-Var 3 29
M-S Double Spar 4 57
M-S Finest Interior 3 86
Elastic Interior 2 64
Mar-not 3 52
Quick Action House 2 47
Rexspar 4 62
Sear-Not 3 34
Kyanize Spar 4 95
Kyanize Cabinet Rubbing .. 3 85
Kyanize Interior 3 85
Luxeberry light 3 30
Luxeberry granite 3 52
Luxeberry spar 4 95
Ramsay's Universal 2 64
F.o.b. Montreal, Toronto.

WATER PAINTS
Opalite, 300 lb. bbls....... 0 13½
Opalite, 100 lb. kegs...... 0 14
1 gal. packages, per pkg... 0 75
½ gal. package, per pkg... 0 40
Coralite, 5-lb. pkgs., white 0 07
Coralite, 5-lb. pkgs., colors 0 07½
B.H. Frescota, 5 lbs. white, $6.50; colors 7 00
F.o.b. Montreal, Toronto.

WASTE
Extra Quality XXX $0 20
XX Quality 0 18
X Quality 0 17
F.o.b. Toronto

WHITE WIPING
XXX Extra 0 21
X Grand 0 19½
XLCR 0 18½
X Empire 0 17½
X Press 0 16

WASTE, COLORED WIPING
Quality I 0 14
Quality IA 0 11½
Quality IB 0 10½
No. 5 .... 0 15
No. 7 .... 0 13
Japanese 0 15

WIPING WASTE, COLORED
Fancy 16½
Lion 15
Standard 13½
Popular 12
Keen 10½
This line subject to trade discount for quantity.

WAX Per lb.
C. & B. Floor Wax $0 35
B.H. Wax 0 35
Ronuk Floor Wax, lb. 0 38
Berry Bros. 0 34
Imperial Floor Wax 0 40
Anchor 0 33
O.P.W. Lion Brand 0 35
Old English 0 45-0 55
Johnsons 0 45-0 55
Jamieson's liquid wax, gal... 2 75
Gold Medal 0 42
Ramsay's 0 30
S. & W. 0 40
F.o.b. Montreal and Toronto.

WHITING
Plain, in bbls. $2 50
Gilders, bolted, in bbls....... 3 00
F.o.b. Montreal, Toronto, London.

WOOD ALCOHOL per gal.
In five gallons..........$1.80-$1.90
In barrels ....- 1.70
$4 extra for barrels
F.o.b. Montreal, Toronto, London.

MAPLE LEAF
M FINISHES THAT ENDURE L
QUALITY
PAINTS & VARNISHES

When a Paint Does Its Full Duty

It performs a public service. It starts a buying pulse that anchors your trade solidly with satisfaction. And profit takes care of itself in your interest.

Maple Leaf Paints

Render public service by fully complying with every requirement in protection, preservation and ability to wear.

Write us for our M. L. Agency Proposition.

THE IMPERIAL VARNISH & COLOR CO. LIMITED
WINNIPEG TORONTO VANCOUVER
CANADA

RED S BRAND WINDOW GLASS

GLASS BENDERS TO THE TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

DON ROADWAY TORONTO

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863
Twelve Medals of Award at INTERNATIONAL Expositions.

INCORPORATED 1895
Special Grand Prize
GOLD MEDAL
Atlanta, 1895.

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY - - - - PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, $11.00.

Shot, soft, per cwt., $17.20; chilled, $18.70; buckshot, $18.00; ball, $18.40.

Dominion Metallics—B.B. Caps, $2.80; C.B. Caps, $3.50; 22 Short Black or Lesmok, $4; 22 Long Black or Lesmok, $4.80; 22 Short Smokeless, $4.30; 22 Long Smokeless, $6; 22 Long Rifle Black, $5.60; 22 Long Rifle Smokeless, $7 per M. net. Center Fire Pistol, 22%; Center Fire Sporting, 25% off American list.

American Metallics—B.B. Caps, $3.06; C.B. Caps, $3.85; 22 Short Black, $4.65; 22 Long Black, $5.25; 22 Long Rifle Black, $7.70; 22 Short Smokeless, $4.69; 22 Long Smokeless, $6.55; 22 Long Rifle Smoke, $7.65 per M. net. Center Fire Pistol, 10% on list; Center Fire Sporting, 10% on list.

Loaded Shells—Crown Black Powder, 12 ga., $31; Sovereign Smokeless, 12 ga., $38; Regal Smokeless, 12 ga., $33; Nitro Club Smokeless, 12 ga., $41; Canuck Smokeless, 12 ga., $41 per M. net. Empty Paper Shot Shells, $14 per M.; Empty Brass Shot Shells, $6.65 per 100.

ANVILS

Peter Wright, 80 lbs. and up, 24c per lb.; clip horn, 25c lb.

Norris, 80 lbs. and over, 16c.

AXES

Single Bit	$14 50	$20 00
Double Bit	16 50	21 50
Broad axes	32 00	35 00

AUGER BITS

Standard List Prices per Dozen

3/16	$6 00	18/16	$12 00
4	5 00	19	14 00
5	5 00	20	14 00
6	5 00	21	16 00
7	5 00	22	16 00
8	5 00	23	18 00
9	6 00	24	18 00
10	6 00	25	21 00
11	7 00	26	21 00
12	7 00	27	24 00
13	8 25	28	24 00
14	8 25	29	27 00
15	9 50	30	27 00
16	9 50	31	30 00
17	12 00	32	30 00

Discounts from standard list prices

Irwin	10%
Gilmour	45%

BARS, CROW. $10.25 per 100 lbs.

BAR IRON

Bar iron. — $5.25 base; Swedish iron, $5.25; sleigh shoe steel, $5.80; spring steel, $6.50; machinery steel, $7.50; tool steel, octagon, 100 lbs., $18.

BELTING

Rubber, 6 in. and under, 25-2½%; over 6 in., 20%.

Agricultural or No. 1 leather belting, 47½% off list.

Standard, 30, 10 and 5% off list.

The "double" list is just twice the price of "single."

BELT LACING

In sides, tanned, $1.55 per lb.; cut, $1.75 per lb.; rawhide, sides, $1.50; cut, $1.70.

Blue Stone (Vitrol), 12c lb.

BOLTS

Carriage, ⅜ and smaller, 5%; 7-16 and larger, 5% on list; machine, ⅜ and under, 5%; 7-16 and over, 5% on list; machine set screws, 25%; plough bolts, 5% on list; stove bolts, 50%; shaft bolts, 5% on list; tire bolts, 25%; sleigh shoe bolts to ⅜ and smaller, 5% on list; 7-16 and up, 5% on list.

BORAX. Borax, per lb., 14c.

BUILDING PAPER

Tarred, $1.10 to $1.60 per roll, according to quality; plain, 80c to $1.45.

BUTTS

Plated—No. z41 Antique Copper and Dull Brass Finish

	Per pr.
2½ x 2½ in.	35
3 x 3 in.	37
3½ x 3½ in.	38
4 x 4 in.	47
4½ x 4½ in.	68
5 x 5 in.	80

Wrought Steel—

No. 840	Net list
No. 800	5% on list
No. 838	Net list
No. 804	5% off list

CHAIN

Coil, 3-16 in., $18.50; ¼, $13.65; 5-16 in., $12.20; ⅜, $11; 7-16, $10.70; ½, $10.40; 9-16, $10.40; ⅝, $10.25; ¾, $10.15; 1 in., $9.90. Logging, 5-16 in., 14c; ⅜, $12.80; ½, $12.20; tie-out, 47½%.

CHURNS

Barrel, No. 0, $7.20; No. 1, $7.20; No. 2, $8; No. 3, $8.80; No. 4, $10.40 each.

CLEVISES, MALL. 15c per lb.

CLOCKS—Alarm

	Each
Big Ben	$2 90
Baby Ben	2 90
America	1 25
Lookout	1 50
Sleepmeter	1 55

COPPER

Sheet and planished copper, 75c per lb. Tinned, 60c.

CORD SASH

Coils or Hanks

8, 9, 10 .... 72c lb.

DRILLS

Bit stock, 35%; Blacksmith, ½ in. round shank, 20%.

EAVETROUGH

Eavetrough, per 100 ft., 8 in., $6.50; 10 in., $7.20; 12 in., $8.45.

Conductor pipe, 2 in., per 100 ft., $7.55; 3 in., $9.15; 4 in., $12.05.

ENAMELWARE

See Wares.

FILES

Globe	Discount 45%
Nicholson Gen.	Discount 30%

FITTINGS

Malleable	Black	Galv.
Class B	$ 26	$ 36½
Class C	17	26
Bushings	25%	..
Unions	35%	..
Nipples 4" and under	45%	..

FORMALDEHYDE

400-lb. bbls., 29c lb.; 200-lb. barrels, 30c lb.; 100-lb. barrels, 31c lb.; 10-lb. jugs, $3.40 each; 5-lb. jugs, $1.90 each; 2-lb. jugs, 90c each.

GALVANIZED WARE

See Wares.

GLASS, WINDOW

	Single	Double
Up to 25 in.	$13 50	$18 50
26 to 40	14 50	21 00
41 to 50	18 50	23 75
51 to 60	19 50	24 25
61 to 70	20 50	25 75

GLASS (Plate)

Net list.

GLOBES—LANTERN

	Doz.
Short Pattern	$1 10
Cold Blast, regular	1 00

GRINDSTONES

Per 100 lbs., $2.75.

Mounted on steel frames, $5.00 to $6.75.

HARVEST TOOLS. 25%.

HINGES

Light T and strap, 10%.

Corrugated Strap Hinges — 4, $1.70; 5, $$2.10; 6, $2.85; 8, $4.60; 10, $7; 12, $10.75.

Corrugated Tee Hinges—4, $1.90; 5, $2.55; 6, $3.25; 8, $5.65; 10, $8.75; 12, $12.40.

HORSESHOES

Iron, No. 0 to 1, $7.35; No. 2 and larger, $7.10; snowshoes, No. 0 to No. 1, $7.60; No. 2 and larger, $7.35; steel, No. 0 to 1, $7.80; No. 2 and larger, $7.55; featherweight, $8.95.

IRON, GALVANIZED

	Premier	Apollo and "Fleur de Lis"
10¾ oz. or 28 Eng.	$10 90	$10 90
28 Am. or 26 Eng.	10 60	10 60
26 Am. or 26 special	10 30	10 30
24	10 15	10 15
22	10 15	10 15
18 and 20	10 00	10 00
16 Am.	9 85	9 85

IRONS, SAD

Common Sad Irons, 8 lbs., 11c per lb.; 4 lbs., 14c per lb.

Mrs. Pott's No. 55, set $1 95

Mrs. Pott's No. 50, set 2 05

Mrs. Pott's common sad iron handles, $1.55 dozen. Mrs. Pott's improved, $2 a dozen.

JACKSCREWS

10% off list.

KNIVES—HAY

	Doz.
Heath's	$12 50
Lightning	12 50

LAMP CHIMNEYS

A, per case 8 doz., $7.80 per doz., $1.05; B, per case 6 doz., $6.50; per doz., $1.15.

LANTERNS

No. 2, plain	$13 00
No. 25, Dash-board	17 50
Short Globe, doz.	13 00

LEAD PIPE, $14.40.

LEAD WASTE, $15.40.

LATCHES—THUMB, STEEL

	Doz.
2	$2 00
3	2 70
4	4 75
Barn Door	
5	2 70
8	2 90
9	5 00

LINSEED OIL

See weekly report.

MACHINES—WASHING

	Each
Dowswell	$ 5 00
New Century B	10 15
New Idea	11 35
Snowball	9 00

MATTOCKS

Pick, $11; cutter, $11.

MOPS

	Doz.
O'Cedar Polish, No. 1	$12 00
O'Cedar Polish, No. 3	12 00
Self-Wringing	5 25

MOWERS—LAWN

	14 in.	16 in.
Woodyatt	$7 75	$8 25
Empress	10 00	10 60
Daisy	6 15	.....
Star	7 00	7 50

NAILS

Wire, f.o.b. Fort William, $5.60 base; Winnipeg, $6 base. Cut f.o.b. Winnipeg, $6.55.

NETTING—POULTRY

Net Prices Per Roll

1 in. mesh x	24 in.	$5 95
	30 in.	7 20
	36 in.	8 50
2 in. mesh x	24 in.	2 90
	30 in.	3 40
	36 in.	4 05
	48 in.	5 25
	60 in.	6 55
	72 in.	7 80

NETTING. Poultry, 15%.

Banner Netting, 24 in., $4.15; 36 in., $5.30; 48 in., $6.25; 60 in., $7.40; 72 in., $8.40.

NUTS

Square, small lots, blank, 4½c tapped, 4¾c advance on list; Hexagon, small lots, blank, 4¾c; Tapped, 5c advance on list; case lots all styles, 1c less than above.

OILS

"Buffolite," 22½c; Ideal Thresher, 47c; "B" Castor machine oil, 38c; Buffalo engine gasoline, 35½c; Buffalo "A" gas engine oil, 50c; Royal gasoline, 35c; Family safety coal oil, 23½c; "Engoline" engine coil oil, 19½c; Summer black oil, 22½c; Kelso engine oil, 47c; Electro oil, 45c; Royalite oil, 19c; Standard gas engine oil, 46c; Prairie Harvester oil, 40c.

PAINTS

Stephens' Out White, $3.95; Stephens' House, $3.85; Stephens' Floor, $3.30; Silkstone, $3.15; Stephens' Barn Paint, $1.70.

DRY COLORS

Yellow ochre, in bbl. lots, 3c; less than barrel lots, 4c; golden ochre, barrels, 4c less; than barrels, 5c; Venetian red, barrels, $2.50; less than barrels, $3.50; American vermillion, 20c; English vermillion, $3 per lb.; Canadian metallic oxides, barrel lots, 3½c; English purple oxide, in casks, 3½c; less quantities, 4c per lb. Red lead, kegs, $19; less quantities, 20c.

PICK, Clay, 6-7, $12.25 per doz.

POLISH—

O-Cedar—

	Doz.
4 oz.	$2 00
12 oz.	4 00
1 quart	10 00
½ gal.	16 00
1 gal.	24 00

Liquid Veneer—

4 oz.	2 00
12 oz.	4 00
1 quart	8 40
½ gal.	14 40

(Continued on second page.)

Stephens

Stephens

It's so easy to apply

SILKSTONE

(REGISTERED TRADE MARK)

FLAT WALL COLOURS

Help your patrons to realize that Silkstone is in reality a specially prepared wall Paint — a flat finish peculiarly adapted to use on plaster. Then they'll understand why it is so easy to apply. So many people, when you speak of wall coatings, think of kalsomine and other distemper colors. Naturally they don't like the idea of mucking and splashing around with a big brush in a thin fluid that flies everywhere and spots everything.

We can send you a dandy booklet on Silkstone, and in handing it out we would suggest your drawing attention to the fact that Silkstone goes on just like paint.

We would like to know if there is no Stephens Paint Agent near you.

G. F. STEPHENS & CO.
LIMITED

WINNIPEG AND CALGARY

If interested, tear out this page and keep with letters to be answered.

Winnipeg Hardware Quotations—Continued

PIPE, WROUGHT IRON

Per 100 Ft.	Black	Galv.
¼ inch	$ 6 08	$ 8 42
⅜ inch	6 16	8 50
½ inch	7 83	9 68
¾ inch	9 95	12 38
1 inch	14 67	18 27
1¼ inch	19 88	24 75
1½ inch	23 76	29 57
2 inch	32 04	39 78
2½ inch	51 30	63 59
3 inch	67 05	83 16
3½ inch	84 92	.....
4 inch	100 62	.....
4½ inch	116 10	.....
5 inch	135 00	.....
6 inch	174 60	.....

PLASTER. Paris, per bbl., $4.50.

PLATES, CANADA

18x21 per box, half polish, $10.25; full polished, $11.75; 18x24, half polished, $10.25; full polished, $11.75; 20x28, half polished, $10.25; full polished, $11.75.

PLOW SHARES, 21c per lb.

POINTS

Landslide plow, 1½x14 in., $8 55 per dozen.

PUTTY

100-lb. irons	$5 70
25-lb. irons, per cwt.	6 30
1½-lb. tins	0 12

RIVETS AND BURRS

Iron rivets, 10%; copper, No. 7, 65c lb.; No. 8, 66c; No. 9, 69c; No. 10, 71c; No. 12, 76c.

Five-lb. assorted boxes, No. 8, 74c; No. 10, 79c lb.

Copper Burrs, No. 7, 65c; No. 8, 66c; No. 9, 69c; No. 10, 71c; No. 12, 76c.

ROPE

Sisal, 27½c base; pure Manila, 38½c base; British Manila, 32½c base; lath yarn, 27½c base; African hemp, 32½c base; cotton rope, ¼ and over, 65c lb.

Tarred Marline Hanks, per lb., 50c.

SANDPAPER—

Star—	Quire	Ream
00, 0, ½	$0 38	$ 7 20
1	0 39	7 50
1½	0 43	8 10
2	0 46	8 70
2½	0 49	9 30
3	0 57	10 80
B. & A.—		
00, 0, ½	0 45	8 50
1	0 47	9 00
1½	0 50	9 60
2	0 55	10 50
2½	0 60	11 00
3	0 67	12 75

SASH BALANCES (Caldwell). Net list.

SAWS, BUCK

Happy Medium, $10.00; Watch Spring, $10.40; Lance Tooth or Lightning Blades, $10.90.

SCREWS

Bright iron round head, 60%; flat head, 65%; round head, brass, 25%; flat head, brass, 30%; coach, 20%.

SCYTHES—

	Doz.
Bramble	$13 25
Bush	13 25
Excelsior	14 50
Cast	12 50

SNATHS—

No. 2 loop	11 50
Bush	13 00

SWEEPERS, Carpet—

	Each
Bissell's Grand Rapids, jap'd.	$2 85
Bissell's Grand Rapids, nick.	3 20
Bissell's Vacuum "Superba"	8 25

STEEL SHEETS, BLACK

10 gauge	$8 50
12 gauge	8 50
14 gauge	8 40
16 gauge	8 50
18-20 gauge	8 80
22-24 gauge	8 85
26 gauge	8 90
28 gauge	9 00

SHOVELS AND SPADES

Shovels—Fox and Olds, D.H., Sqr. Pt., $13.50 per doz.; D.H. Rd. Pt., $13.50 per doz.; L.H. Sqr Pt., $13.50; L.H. Rd. Pt., $13.50; Bulldog and Jones, D.H., Rd. Pt., $15.50; D.H. Sqr. Pt., $15.50; L.H., Rd. Pt., $15.50; L.H., Sqr. Pt., $15.50; L.H., Rd. Pt., $15.50; Black Cat and Crescent Scoops—No 4, $17.00 doz.; No. 6, $17.50; No. 8, $18.00; No. 10, $18.50; Moose & Jones Scoops, No. 4, $18.25; No. 6, $18.75; No. 8, $19.25; No. 10, $19.75.

SOLDER. Per pound, 60 to 61.

SPIKES

Pressed, ¼ in., $8.30; 5-16, $7.95; ⅜, $7.75; ½, $7.55.

STAPLES

Bright wire, per cwt., $5.85 at Fort William, $6.25 Winnipeg; galvanized staples, $6.65 Fort William, $7.05, Winnipeg.

STEEL

Sleighshoe, $5.80 base per cwt.; plow, common, $6.50; crucible plow, $7.50; angle, $5.35; harrow, $5.50 base; cast, octagon tool steel, 18c base; square tool, 18c base; spring, $7.50; machine, $8.00 base; tire, $5.60. Mid, 3-16, ¼, 5-16, $8.00 base; other sizes $5.75 base. Band Steel, $5.75 base.

STEEL HOOPS

½ in., $9.75; ⅜ in., $9.50; ¾ in., $8.75; ⅞ in., $8.50; 1 in., $8.50; 1¼ in., $8.50; 1½ in., $8.

STEEL SQUARES

5% on list.

TACKS. Carpet, 65% list.

TIES. Cow, 5%.

TIN AND TERNE PLATE

20 x 28 I.C.	$30 00
20 x 28 I.X.	32 00
20 x 33 I.C.	35 40
20 x 33 I.X.	37 45
Terne plates	24 00

TRAPS, GAME— Doz.

	Victor	H.& N.	Jump
No. 0	$1 95	....	....
No. 1	2 30	$3 60	$3 10
No. 1½	3 45	5 40	4 55
No. 2	4 80	7 50	6 70
No. 3	6 40	10 00	....

TUBS—

	Wood	Fibre
No. 0	$18 30	$21 95
No. 1	15 65	18 85
No. 2	13 20	15 60
No. 3	11 45	13 30

TURPENTINE

See weekly report.

TWINE (WRAPPING)

	Lb.
Cotton, 4-ply	0 70
Cotton, 3-ply	0 67

Dozen

VARNISHES

Stephens Luminette, gal.	$2 20
Stephens Exalite, gal.	3 00

WARES, ETC.

Scotch Grey, 40, 12½% discount.

Colonial, Imperial, Pearl, 20, 7½% discount.

Premier, Canada, Diamond, 2½% discount.

Whiteware, 40, 10% discount.

Japanned Ware, list, plus 30%.

Japanned Ware, white, list, plus 40%.

Japanned Sprinklers, list, plus 30%.

Stamped Ware, plain, 40, 10% discount.

Stamped Ware, ret'd, 40% discount.

Pieced Tinware, ordinary, list, plus 40%.

Pieced Tinware, copper bottoms, list, plus 60%.

Sheet Iron Ware, list, plus 20%.

Light Galv'd Pails and Tubs, list, plus 27½%.

Heavy Galv'd Pails and Tubs, 17½% discount.

Jap. Coal Hods, list, plus 35%.

Galv'd Coal Hods, list. plus 50%.

WASHERS

Iron, small lots, 15% on list + 75c; full boxes, iron, 10% on list + 75c.

WHITE LEAD

Decorators' pure, ton lots, $16.65; less than ton lots, $17.00.

WIRE, BARB

Lyman, 4-point, $4.95 f.o.b. Fort William, $5.25 Winnipeg; Glidden Cattle, 2-pt., $4.80 Fort William, $5.10 Winnipeg; Baker 2-pt., $4.75 Ft. William, $5.05 Winnipeg; plain twist, cwt., Ft. William, $4.95; Winnipeg, $5.25 spool; plain galvanized, Ft. William, No. 9, $5.65; No. 12, $5.85; Winnipeg, No. 9, $6.05; No. 12, $6.25; coil spring, Ft. William, No. 9, $5.70; No. 12, $5.95; Winnipeg, No. 9, $6.10; No. 12, $6.35.

Patented screen in 100-ft. rolls, $3.50 per hundred sq. ft.; in 50-ft. rolls, $3.60 per 100 sq. ft.

WIRE, PLAIN

Bale ties, 14 gauge, single loop, $7.65 Winnipeg; $7.25 Ft. William.

Brass snare wire, per lb., 80c.

WIRE ANNEALED

No. 9, $6.75; 10, $6.80; 12, $6.95; 14, $7.15; 15, $7.25; 16, $7.40 per 100 lbs.

WRENCHES (NUT)—

Agricultural—	Doz.
6 in.	$ 6 00
8 in.	7 20
10 in.	8 40
12 in.	10 80
15 in.	14 40
Perfect Handle—	
6 in.	13 50
8 in.	16 20
10 in.	18 90
12 in.	24 30
15 in.	32 40
18 in.	43 20

WRENCHES (PIPE)—

Stillson—	Each
6 in.	$1 00
8 in.	1 13
10 in.	1 25
14 in.	1 75
18 in.	2 50
24 in.	3 60
36 in.	6 75
Trimo—	
10 in.	$1 45
14 in.	2 00
18 in.	2 90
24 in.	4 15

Dozen

Always Ready—	Black	N.P.
No. 1	$4 20	$4 50
No. 2	5 75	6 00

WRINGERS

Royal Canadian, $51,90 per doz.; Eze, $56.10 per doz.; Bicycle, $62 per doz.; Ajax, $125.00 doz.

STEEL IRON METALS

WINNIPEG WAREHOUSE STOCK

REINFORCING BARS IN ALL SIZES, IN LENGTHS UP TO 60'
BOLTS, MACHINE, CARRIAGE, DRIFT, SHIPBUILDING, ELEVATOR
BAR IRON, FLAT, ROUND AND SQUARE, SMALLEST TO THE LARGEST

BOILER TUBES	NUTS	RIVETS	SHAFTING
ANGLES	CHANNELS	RAILS	TEES
FORGING BILLETS	CAP SCREWS	WASHERS	SET SCREWS

GAUGE SHEETS, BLACK AND GALVANIZED, IN ALL GAUGES

GET OUR MONTHLY STOCK LIST

A COMPLETE LINE FOR

THE MANUFACTURER — THE WHOLESALER — THE RETAILER — THE CONSUMER

IF IT'S STEEL OR IRON WE HAVE IT

The MANITOBA STEEL & IRON COMPANY.

WINNIPEG, MANITOBA LIMITED

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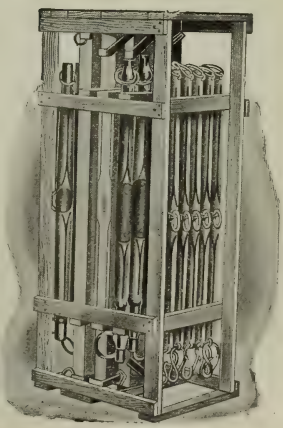
Selling Westwo Painted Waggon, Implement and Plow Sets is satisfactory and profitable. They are made from selected No. 1 quality Oak and Hickory, are carefully painted (2 coats), striped and varnished, and are absolutely guaranteed against defects in material and workmanship. The best way to order Westwo Painted Sets is in crates of six sets. Then you're sure of getting them in perfect condition. —no bruised woods—no marred finish.



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All Westwo Sets are guaranteed, and any defective part will be replaced free.

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D. ACKLAND & SON, Limited

WINNIPEG
CALGARY

THE BUYERS' GUIDE

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Thos. Birkett & Son Co., Ltd., Ottawa.
Canada Foundries & Forgings, Brockville.
Can. Warren Axe and Tool Co., St. Catharines.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.

Babbitt Metal
Thos. Birkett & Son Co., Ltd., Ottawa.
Can. B. K. Morton Co., Montreal.
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal.
Hoyt Metal Co., Toronto.
Owl Metal Co., Ltd., Winnipeg.
Lewis Bros., Ltd., Montreal.
Tallman Brass & Metal Co., Hamilton.

Barrel Liners
J. N. Warminton & Co., Montreal, Que.

Basins, China and Enamelled Iron
Empire Mfg. Co., London, Ont.

Batteries, Dry
Canadian National Carbon Co., Toronto.
Canada Dry Cells, Ltd., Winnipeg.
Great West Electric Co., Ltd., Winnipeg, Man.
Canadian General Electric Co., Toronto.
Dominion Battery Co., Ltd., Toronto, Ont.
Northern Electric Mfg. Co., Montreal.

Baths, Enamelled and Copper
Canada Metal Co., Toronto.
Empire Mfg. Co., London, Ont.

Bath Room Fixtures
Empire Mfg. Co., London, Ont.
Kinzinger, Bruce & Co., Ltd., Niagara Falls, Ont.
Newell Mfg. Co., Prescott, Ont.

Bends, Brass, Iron and Lead
Empire Mfg. Co., London, Ont.
Jas. Morrison Brass Mfg. Co., Toronto.

Bibbs, Basin and Bath Cocks, Compression
Empire Mfg. Co., London, Ont.
Jas. Morrison Brass Mfg. To., Toronto.
United Brassfounders, Ltd., Manchester, Eng.

Bibbs, Basin and Bath Cocks, Fuller
Empire Mfg. Co., London, Ont.
Jas. Morrison Brass Mfg. To., Toronto.
United Brassfounders, Ltd., Manchester, Eng.

Brass Goods
Stratford Brass Co., Ltd., Stratford, Ont.

Brass Castings and Goods
Booth-Coulter Co., Toronto.
Canada Metal Co., Toronto.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Empire Mfg. Co., London, Ont.
Jas. Morrison Mfg. Co., Toronto.
Tallman Brass & Metal Co., Hamilton.
The Toronto Lock Mfg. Co., Toronto, Ont.
United Brass Founders, Ltd., Manchester, Eng.
Williams Bros. & Piggott, Ltd., Birmingham, Eng.

Brass, Sheets and Rods
Booth-Coulter Co., Toronto.
Canada Metal Co., Toronto.
Empire Mfg. Co., London, Ont.
A. C. Leslie & Co., Montreal.
Tallman Brass & Metal Co., Hamilton.

Bevels
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.
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Belting, Rubber
Can. Consolidated Rubber Co., Montreal, Que.
Dunlop Tire & Rubber Co., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Belting, Cotton
Dominion Belting Co., Hamilton, Can.

Blacksmiths' Supplies
D. Ackland & Son, Winnipeg.

Blankets, Saddle
Burlington Windsor Blanket Co., Ltd., Toronto.
Galt Robe Co., Galt, Ont.

Bolts and Nuts
Baines & Peckover, Toronto.
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
C. Kloepper, Limited, Toronto, Ont.
Lewis Bros., Ltd., Montreal.
London Bolt & Hinge Works, London, Ont.
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton.
The Toronto Lock Mfg. Co., Toronto, Ont.
Northern Bolt & Screw Co., Owen Sound.
Wilkinson & Kompass, Hamilton.

Boiler Tubes
Baines & Peckover, Toronto.

Boilers, Heating and Range
Empire Mfg. Co., London, Ont.

Bolts, Panic
Wm. Newman & Sons, Birmingham, Eng.

Boxes, Wood
Canadian Wood Products Co., Toronto, Can.

Boot Calks and Tools
Steel Co. of Canada, Ltd., Hamilton.

Boring Bars
Pratt & Whitney Co., Ltd., Dundas.

Box Opening Tools
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Bale Ties
Beauchamp, J. E., Montreal.
Laidlaw Bale Tie Co., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

Bale Tie Buckles
J. N. Warminton & Co., Montreal, Que.

Barbed Wire
Banwell, Hoxie Wire Fence Co., Ltd., Hamilton.

Baskets
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Barn Door Hangers
Canada Steel Goods Co., Hamilton.
National Mfg. Co., Sterling, Ill.
Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Guelph, Ont.
The Toronto Lock Mfg. Co., Toronto, Ont.

Barrel Stands
Wakyte Mfg. Co., Winnipeg.

Balers, Steel
Climax Baler Co., Hamilton.
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Bit, Braces
Caverhill, Learmont & Co., Montreal.
Russell, Jennings Mfg. Co., Chester, Conn.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Brackets, Shelf
Canada Steel Goods Co., Hamilton.
The Stanley Works, New Britain.
The Toronto Lock Mfg. Co., Toronto, Ont.

Box Strapping
J. E. Beauchamp & Co., Montreal.
The Stanley Works, New Britain, Conn.
J. N. Warminton & Co., Montreal, Que.

Blasting Supplies
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Building Papers
McArthur & Co., Alex., Montreal, Que.

Butter Molds
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Walter Woods & Co., Hamilton, Can.

Butter Workers
Beatty Bros., Ltd., Fergus, Ont.

Butts and Hinges
Canada Foundries & Forgings, Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Caverhill, Learmont & Co., Montreal.
Chicago Spring Butt Co., Chicago, Ill.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.
The Toronto Lock Mfg. Co., Toronto, Ont.

Burrs
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton.
Parmenter & Bullock, Gananoque.

Bread and Cake Makers
Thos. Davidson Mfg. Co., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.

Breast Drills
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.

Brushes and Brooms
Boeckh Bros. Co., Ltd., Toronto.
Meakins & Sons, Ltd., Hamilton.
Megantic Broom Co., Lake Megantic, Que.
T. S. Simms & Co., Ltd., St. John.
Walter Woods & Co., Hamilton.

Bits, Auger
Caverhill, Learmont & Co., Montreal.
Russell, Jennings Mfg. Co., Chester, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.
Wilkinson & Kompass, Hamilton.
Serthes, Ltd., Toronto.

Bits, Forstner
Progressive Mfg. Co., Torrington, Conn.

Bicycles
A. E. Bregent & Co., Montreal, Que.
Canada Cycle & Motor Co., Toronto.
Hyslop Bros., Ltd., Toronto.
Iver Johnson Arms & Cycle Works, Ltd., Fitchburg, Mass.
Canada Cycle & Motor Co., Ltd., Weston, Ont.

Builders' Hardware
J. Brais & Co., Cleveland, Ohio.
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Canada Steel Goods Co., Hamilton.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
National Hardware Co., Orillia, Ont.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.
Stratford Brass Co., Ltd., Stratford, Ont.
Toronto Lock Mfg. Co., Toronto.

Cabinet Hardware
Stratford Brass Co., Ltd., Stratford, Ont.

Calipers and Dividers
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Cans
A. R. Whittall Can Co., Montreal, Que.

Cans, Gasoline, Oil
Cannon Oiler Co., Keithsburg, Ill.

Canoes
Canadian Canoe Co., Peterboro, Ont.

Carriage Hardware
Stratford Brass Co., Ltd., Stratford, Ont.

Cartridges
Dominion Cartridge Co., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co Windsor.

Cash Carriers
Gipe-Hazard Store Service Co., Toronto.

Casters
Faultless Caster Co., Evansville, Ind.
Canada Foundries & Forgings, Ltd., Brockville Ont
The Toronto Lock Mfg. Co., Toronto, Ont.

Read What the Other Agents Think— They Know

The Sherwin-Williams Co. are certainly to be congratulated on the most magnificent line of advertising matter displayed by them this year. They have certainly excelled themselves.

This should surely awaken the possibilities that may be attained through such assistance, and as one of your Agents we are going to do our utmost to increase our Sales during 1918.

Yours truly,
MOORE HARDWARE CO., LTD.,
St. Catharines, Ont.

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LINSEED OIL CRUSHERS
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THE BUYERS' GUIDE

Carpet Sweepers
Bissell Carpet Sweeper Co., Niagara Falls, Ont.
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Walter Woods & Co., Hamilton.

Chains, Coil, Boom, Hammock, Tether, Dog.

Halter, Cow, Breast, Trace, Tire
McKinnon Chain Co., St. Catharines, Ont.
Reeder-Weekes Mfg. Co., Ltd., Hamilton, Ont.

Cable Carriers
Gipe-Hazard Store Service Co., Toronto

Cement, Roofing
Geo. W. Reed & Co., Ltd., Montreal, Que.

Chisels, Cape, Cold, etc.
Brown-Boggs Co., Ltd., Hamilton.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
Buck Bros., Millbury, Mass.
Stanley Rule & Level Co., New Britain, Conn.
National Machinery & Supply Co., Hamilton.
The Toronto Lock Mfg. Co., Toronto, Ont.

Checking Floor Hinges
Chicago Spring Butt Co., Chicago, Ill.
Toronto Lock Mfg. Co., Toronto.

Chemical Closets
Wakyte Mfg. Co., Winnipeg, Man.

Chemical Specialties
Vol-Peek Mfg. Co., Montreal.

Chucks, Tap
Wells Bros. of Canada, Galt.

Churns, Hand and Power
Beatty Bros., Ltd., Fergus.
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Dowswell, Lees Co., Hamilton.
Faultless Caster Co., Evansville, Ind.
Landers, Frary & Clark, New Britain, Conn.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
Reliable Churn Co., Toronto, Can.
Walter Woods & Co., Hamilton.

Clocks
Western Clock Co., La Salle, Ill.

Clothes Racks
Walter Woods & Co., Hamilton.

Clamps
Can. Foundries & Forgings, Ltd., Brockville, Ont

Clippers
American Shearer Mfg. Co., Nashan, N.H.
Chicago Flexible Shaft Co., Chicago, Ill.

Closet Seats
Can. Foundries & Forgings, Ltd., Brockville, Ont

Clothes Dryers
Dowswell, Lees Co., Ltd., Hamilton, Can.

Canadian Woodenware Co., St. Thomas, Ont.

Coffee Percolators and Urns
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Landers, Frary & Clark, New Britain, Conn.

Corrugated Fasteners
J. E. Beauchamp, Montreal.
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

Collar Pads
American Pad & Textile Co., Chatham.

Cotton Gloves
American Pad & Textile Co., Chatham.

Coal Chutes
Toronto Lock Mfg. Co., Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Coal Hods
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

Cobblers' Sets
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Cookers, Steam
Louis McLain Co., Ltd., Winnipeg, Man.

Cookers, Fireless
Royal Fireless Cooker Co., Ottawa, Ont.

Concrete, Reinforcing Steel
Baines & Peckover, Toronto.

Conductor Pipe, Hooks, etc.
Metallic Roofing Co., Toronto and Winnipeg.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Winnipeg Ceiling & Roofing Co., Winnipeg.
Wheeler & Bain, Toronto.
Empire Mfg. Co., London, Ont.

Coping Saws
Thos. Birkett & Son Co., Ltd., Ottawa.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Cordage
Brantford Cordage Co., Brantford, Ont.
Consumers Cordage Co., Montreal.
Plymouth Cordage Co., Toronto.

Cooking Ware
Corning Glass Works, Corning, N.Y.

Crowbars
B. J. Coghlin & Co., Montreal.

Cultivators
J. E. Gilson Mfg. Co., Port Washington, Ill.
C. S. Norcross & Sons, Bushnell, Ill.

Cutlery
Bridgeport Hdwe. Mfg. Co., Bridgeport, Conn.
Geo. Butler & Co., Ltd., Sheffield, Eng.
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
James Hutton & Co., Montreal.
Canadian Wm. A. Rogers, Ltd., Toronto.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
Lewis Bros. Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Wm. Rogers Mfg. Co., Niagara Falls, Ont.
J. Wiss & Sons.

Cutters
Butterfield & Co., Inc., Rock Island, Que.
Trimont Mfg. Co., Roxbury (Boston, Mass.).

Cuspidors
Thos. Davidson Mfg. Co., Ltd., Montreal.

Dairy Pails
Thos. Davidson Mfg. Co., Ltd., Montreal.

Dampers, Stove Pipe
Canada Foundries & Forgings, Brockville.

Dampers, Fire Place
Toronto Lock Mfg. Co., Toronto.

Desks, School
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Dies, Stocks, Etc.
Butterfield & Co., Rock Island, Que.
Canadian Fairbanks-Morse Co., Montreal.
Pratt & Whitney Co., Ltd., Dundas, Ont.
Wells Bros. Co. of Canada, Galt.

Dish Washers
Home Helps Sales Co., Montreal.

Display Racks and Stands
Cameron & Cameron, Toronto.
National Mfg. Co., Sterling, Ill.

Doors, Metal
Metallic Roofing Co., Toronto and Winnipeg.

Doors, Screen
Kasement Skrene Dore Co., Toronto.

Door Bolts
Canada Steel Goods Co., Hamilton, Can.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.
Toronto Lock Mfg. Co., Toronto.

Door Checks
Canadian Yale & Towne, St. Catharines.
G. W. Mallory Co., Blenheim, Ont.
Wm. Newman & Sons, Birmingham, Eng.
Toronto Lock Mfg. Co., Toronto.

Door Hangers
Canada Steel Goods Co., Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.
National Mfg. Co., Sterling, Ill.
Toronto Lock Mfg. Co., Toronto.

Door Springs
Jas. Cartland & Son, Ltd., Birmingham, Eng.
G. W. Mallory, Blenheim, Ont.
Wm. Newman & Sons, Birmingham, Eng.
The Toronto Lock Mfg. Co., Toronto, Ont.

Door Pulls
Stratford Brass Co., Ltd., Stratford, Ont.

Draining Tools
Canadian Shovel & Tool Co., Hamilton, Can.

Drills, Breast
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.

Drill Chucks
Goodell-Pratt Co., Greenfield, Mass.

Drills, Blacksmiths'
Canada Foundries & Forgings, Brockville.

Drills
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Butterfield & Co., Inc., Rock Island, Que.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.
Wilkinson & Kompass, Hamilton, Ont.

Dry Colors
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
Ottawa Paint Works, Ottawa.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.
Martin-Senour Co., Ltd., Montreal.
McArthur Irwin, Montreal.

Dusters
Channell Chemical Co., Toronto.

Dynamite
Du Pont American Industries, Wilmington, Del.

Dry Cells
Canada Dry Cells, Ltd., Winnipeg.
Canadian National Carbon Co., Toronto.
Canadian W. Johns-Manville Co., Toronto.
Canadian General Electric Co., Ltd., Toronto.
Dominion Battery Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Spielmann Agencies, Ltd., Montreal, Que.

Eavestrough
Metallic Roofing Co., Toronto and Winnipeg.
Pedlar People, Limited, Oshawa.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Toronto Lock Mfg. Co., Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Egg Beaters
Louis McLain Co., Ltd., Winnipeg, Man.
Collette Mfg. Co., Collingwood.

Egg Cases
Miller Bros. Co., Ltd., Montreal, Que.
Walter Woods & Co., Hamilton.

Egg Case Fillers
Miller Bros. Co., Ltd., Montreal, Que.

Ejectors and Syphons
Jas. Morrison Brass Mfg. Co., Toronto.

Elbows
Thos. Davidson Mfg. Co., Ltd., Montreal.
Pedlar People, Ltd., Oshawa, Ont.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Electric Bells
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Electric Fans
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man
Northern Electric Co., Ltd., Montreal.
A. C. Gilbert Co., New Haven, Conn.

Electric Fixtures
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.
Tallman Brass & Metal Co., Hamilton.

Electric Grates
Great West Electric Co., Ltd., Winnipeg, Man
Toronto Lock Mfg. Co., Toronto.

Electric Plates
Louis McLain Co., Ltd., Winnipeg, Man.

Electric Specialties
Benjamin Electric Co., Toronto.
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
Dominion Battery Co., Ltd., Toronto, Ont.
Factory Products Co., Toronto.
A. C. Gilbert Co., New Haven, Conn.
Great West Electric Co., Ltd., Winnipeg, Man
Interstate Electric Novelty Co., Toronto.
Landers, Frary & Clark, New Britain, Conn.
National Electric Heating Co., Toronto.
Northern Electric Co., Ltd., Montreal.
Spielmann Agencies, Ltd., Montreal, Que.

Electrical Toys
A. C. Gilbert Co., New Haven, Conn.

Electro-plating
Toronto Lock Mfg. Co., Toronto.

Enamels
Boston Varnish Co., Everett Station, Boston, Mass.

Enamelled Ware
McClary Mfg. Co., London, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
E. T. Wright Co., Hamilton, Can.

Engines
Cushman Motor Works, Ltd., Winnipeg, Man.

Emery Glass and Papers
John Oakey & Sons, London, Eng.

Eveners
Gregg Mfg. Co., Ltd., Winnipeg, Man.
D. Auckland & Son, Ltd., Winnipeg, Man.

Expansion Tanks
Pease Foundry Co., Ltd., Toronto.

Explosives
Du Pont Powder Co., Wilmington, Del.

Escutcheon Pins
Parmenter & Bullock Co., Ltd., Gananoque, Ont

Extinguishers, Fire
Booth-Coulter Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man
Northern Electric Co., Montreal.

Fanlight Openers
Jas. Cartland & Son, Ltd., Birmingham, Eng.

Fanning Mills
Cushman Motor Works, Ltd., Winnipeg, Man.

Fasteners, Storm, Sash and Screen
National Mfg. Co., Sterling, Ill.
Stratford Brass Co., Ltd., Stratford, Ont.
The Stanley Works, New Britain, Conn.

Farm Lighting Outfits
Canadian General Electric Co., Ltd., Toronto.
Northern Electric Co., Montreal.

Faucets, Petroleum
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Feed Boxes
Canada Foundries & Forgings, Brockville.
Toronto Lock Mfg. Co., Toronto.

Feed Cookers
Wheeler & Bain, Toronto.
James Bros. Co., Perth.

Felts (Tarred and Carpet)
McArthur & Co., Alex., Montreal, Que.

Fencing and Gates
Banwell-Hoxie Wire Fence Co., Hamilton.
McGregor-Banwell Fence Co., Ltd., Walkerville
Standard Tube & Fence Co., Woodstock.
Steel Co. of Canada, Ltd., Hamilton.

Ferrules, Brass, Iron and Lead
Empire Mfg. Co., London, Ont.

Fibre Ware
E. B. Eddy Co., Hull, Que.

Files
E. C. Atkins Co., Hamilton, Can.
G. & H. Barnett Co., Philadelphia.
Can. B. K. Morton Co., Montreal, Toronto.
Delta File Works, Philadelphia.
Henry Disston & Sons, Ltd., Philadelphia, Pa.
Nicholson File Co., Port Hope, Ont.
Plewes, Ltd., Winnipeg.
Port Hope File Mfg. Co., Port Hope, Ont.
Simonds Canada Saw Co., Montreal.
Wilkinson & Kompass, Hamilton.

Fillers
Boston Varnish Co., Everett Station, Boston, Mass.

Fire Arms
Colts Patent Fire Arms Mfg. Co., Hartford, Conn.
Johnson Iver Arms & Cycle Works, Fitchburg, Mass.

Fire Door Fittings
Taylor-Forbes Co., Guelph, Ont.
Toronto Lock Mfg. Co., Toronto.

Fire Department Supplies
Booth-Coulter Co., Toronto.
Canadian Consolidated Rubber Co., Montreal.
Dunlop Tire & Rubber Co., Toronto, Can.
Gutta Percha & Rubber, Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
Northern Electric Co., Montreal.

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THE BUYERS' GUIDE

Furnaces
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Merchants Hardware Specialties, Ltd., Calgary, Alta.

Flashlights, Electric
Canadian General Electric Co., Ltd., Toronto
Canadian National Carbon Co., Toronto.
Canada Dry Cells, Ltd., Winnipeg.
Dominion Battery Co., Ltd., Toronto, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
Metal Specialties Mfg. Co., Chicago.
Northern Electric Co., Montreal.
Spielmann Agencies, Montreal.

Flatware
Canadian Wm. A. Rogers, Toronto.
Oneida Community, Ltd., Oneida, N.Y.

Food Choppers
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Merchants Hardware Specialties, Ltd., Calgary, Alta.

Force Cups
Canadian Consolidated Rubber Co., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Funnels
Thos. Davidson Mfg. Co., Ltd., Montreal.

Fixtures, Store
Milbradt Mfg. Co., St. Louis, Mo.

Furnaces
Canada Foundries & Forgings, Brockville.
Enterprise Mfg. Co., Sackville, N.B.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.
Hall Zryd Foundry Co., Ltd., Hespeler, Ont.
Merchants Hardware Specialties, Ltd., Calgary, Alta.

Fruit Jars
Dominion Glass Co., Ltd., Montreal.
Walter Woods & Co., Hamilton.

Furniture Polish
Canada Paint Co., Montreal.
Sherwin-Williams Co., Montreal.
Channell Chemical Co., Toronto.

Fuse Wire
Canada Metal Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Floor Stands
Jennings Bros., Ltd., Montreal.

Floor Checks, Single or Double
Chicago Spring Butt Co., Chicago, Ill.
Toronto Lock Mfg. Co., Toronto.

Flint Cloths
John Oakey & Sons, London, Eng.

Galvanized Steel Sheets
Dominion Sheet Metal Co., Ltd., Hamilton.
A. C. Leslie & Co, Montreal
Pedlar People Ltd., Oshawa, Ont.
Wheeler & Bain, Toronto
Winnipeg Ceiling & Roofing Co, Winnipeg.

Garden Cultivators and Weeders
J. E. Gilson Co., Port Washington, Wis.
C. S. Norcross & Sons, Bushnell, Ill.
Erie Iron Works, St. Thomas, Ont.
Eureka Planter Co., Woodstock.

Garage Hardware
Allith Mfg. Co., Hamilton, Can.
Canada Steel Goods Co., Hamilton, Can.
National Mfg. Co., Sterling, Ill.
Richards Wilcox Canadian Co., London, Ont.
The Stanley Works, New Britain, Conn.

Garbage Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.
J. Samuels, Toronto.
Soren Bros., Toronto.

Galvanized Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.

Galvanizing
Thos. Davidson Mfg. Co., Ltd., Montreal.
Toronto Lock Mfg. Co., Toronto.

Galvanized Iron Cornices
Metallic Roofing Co., Toronto and Winnipeg.
Pedlar People Ltd., Oshawa, Ont.

Galvanized Pipe
Canada Metal Co., Ltd., Toronto.

Generators
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Glass Jars
Dominion Glass Co., Ltd., Montreal.

Gas Water Heaters
Empire Mfg. Co., London and Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.

Gasoline
Imperial Oil Co., Toronto.
Prairie City Oil Co., Winnipeg.

Gauges
L. S. Starrett Co., Athol, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Wells Bros. Co. of Canada, Galt.
Canadian Fairbanks-Morse Co., Ltd., Montreal.

Glassware
Leeks & Potts, Hamilton, Ont.

Glass, Window, Plate, Ornamental
Leeks & Potts, Hamilton, Can.
Toronto Plate Glass Importing Co., Toronto.
G. F. Stephens Co., Winnipeg.

Glue, Sheet and Ground
Canada Glue Co., Brantford, Ont.
R. C. Jamieson & Co., Montreal.
A. Ramsay & Son Co., Montreal.

Glass Cutters
Goodell-Pratt Co., Greenfield, Mass.

Glass Benders
Toronto Plate Glass Importing Co., Toronto.

Glaziers' Diamonds
Cushman Motor Works, Ltd., Winnipeg, Man.
A. Ramsay, Son & Co., Montreal, Que.
Sharrett & Newth, London, Eng.
A. Shaw & Son, London, Eng.

Gloves
Hamilton-Carhartt Co., Toronto.

Granaries, Portable, Metallic
Pedlar People Ltd., Oshawa, Ont.
Metallic Roofing Co., Toronto and Winnipeg.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Greases
Prairie City Oil Co., Ltd., Winnipeg, Man.

Grinders, Hand and Power
American Grinder Mfg. Co., Milwaukee, Wis.
The Carborundum Co., Niagara Falls, N.Y.
Merchants Hardware Specialties, Ltd., Calgary, Alta.

Grindstones
The Carborundum Co., Niagara Falls, N.Y.
Cleveland Stone Co., Cleveland, Ohio.

Grindstone Fixtures
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Grinding Wheels
American Grinder Mfg. Co., Milwaukee, Wis.
The Carborundum Co., Niagara Falls, N.Y.

Guns
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.
Harrington & Richardson Arms Co., Worcester, Mass.
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.

Gunsights
Marble Arms & Mfg. Co., Gladstone, Mich.

Hack Saws
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.
National Machinery & Supply Co., Hamilton.
Victor Saw Works, Ltd., Hamilton, Ont.

Hack Saw Blades
Diamond Saw & Stamping Wks., Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Henry Disston & Sons, Ltd., Toronto.
Victor Saw Works, Ltd., Hamilton, Ont.

Hack Saw Frames
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Bridgport Hdwe. Mfg. Corp., Bridgeport, Conn.
Henry Disston & Sons, Ltd., Toronto.
Goodell-Pratt Co., Greenfield, Mass.
National Machinery & Supply Co., Hamilton.
L. S. Starrett Co., Athol, Mass.

Hack Saw Machines
Diamond Saw & Stamping Wks., Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Victor Saw Works, Hamilton.

Halters
G. L. Griffith Son, Stratford, Ont.
Johnson Halter Co., Sarnia, Ont.
R. R. Kinread, Winnipeg, Man.

Hammers
Canada Foundries & Forgings, Brockville.
Stanley Rule & Level Co., New Britain, Conn.

Hammocks
Galt Robe Co., Galt, Ont.

Hand Drills
Goodell-Pratt Co., Greenfield, Mass.

Handles
J. H. Steel Mfg. Co., St. Thomas, Ont.

Hand Pulls
North Bros. Mfg. Co., Philadelphia, Pa.
The Toronto Lock Mfg. Co., Toronto, Ont.

Hangers, Door
Allith Mfg. Co., Hamilton, Can.
Beatty Bros., Ltd., Fergus.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton, Can.
Cushman Motor Work, Ltd., Winnipeg, Man.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
National Machinery & Supply Co., Hamilton.
National Mfg. Co., Sterling Ill.
F. E. Myers & Bro., Ashland, Ohio.
The Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Guelph, Ont.
Toronto Lock Mfg. Co., Toronto.

Hangers, Door and Track
Allith Mfg. Co., Hamilton, Can.
Beatty Bros., Fergus, Ont.
Canada Steel Goods Co., Hamilton.
Cushman Motor Work, Ltd., Winnipeg, Man.
National Mfg. Co., Sterling Ill.
The Toronto Lock Mfg. Co., Toronto, Ont.

Hooks, Hat and Coat
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Hangers, Storm, Sash and Screen
National Mfg. Co., Sterling Ill.
The Stanley Works, New Britain, Conn.

Hand Taps
Wells Bros. Co. of Canada, Galt.

Handscrews
National Machinery & Supply Co., Hamilton.

Harness
Samuel Trees & Co., Toronto.

Hardware Specialties
Belleville Hardware Mfg. Co., Belleville, Ont.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Lyons & Marks, Toronto.
Louis McLain Co., Ltd., Winnipeg, Man.
Metal Specialties Mfg. Co., Chicago, Ill.
National Mfg. Co., Sterling Ill.
Stratford Brass Co., Ltd., Stratford, Ont.
Taylor-Forbes Co., Guelph, Ont.
Toronto Lock Mfg. Co., Toronto.

Hardware Fixtures
Duluth Show Case Co., Duluth, Minn.

Hardware Shelving
Duluth Show Case Co., Duluth, Minn.

Hardware Store Fittings
Stratford Brass Co., Ltd., Stratford, Ont.

Hatchets
Canada Foundries & Forgings, Ltd., Brockville, Ont.
Marble Arms & Mfg. Co., Gladstone, Mich.

Hasps
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton.
National Mfg. Co., Sterling Ill.

Headlights, Auto
Canadian Lamp & Stamping Co., Ford, Ont.

Heaters
Beauchamp, J. E., Montreal.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.

Hinges, Strap and Tee
Canada Steel Goods Co., Hamilton, Can.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
National Mfg. Co., Sterling, Ill.

Hinges, Adjustable Ball
Toronto Lock Mfg. Co., Toronto.

Hockey Sticks
J. H. Still Mfg. Co., St. Thomas.
St. Mary's Wood Specialty Co., St. Mary's, Ont.

Hoes
Ward & Payne, Sheffield, Eng.

Hoists
Manitoba Bridge & Iron Works, Ltd., Winnipeg.

Hones
American Hone Co., Winnipeg, Man.

Horse Singers
Collins Mfg. Co., Toronto.

Hones, Razor
The Carborundum Co., Niagara Falls, N.Y.

Horse Covers, Rubber
Canadian Consolidated Rubber Co., Montreal.

Horse Nails
C. Kloepper, Limited, Toronto, Ont.

Horse Shoes
D. Ackland & Son, Winnipeg.
C. Kloepper, Lumited, Toronto, Ont.
Steel Co. of Canada, Ltd., Hamilton.
Wilkinson & Kompass, Hamilton.

Hose, Fittings and Supplies
Canadian Consolidated Rubber Co., Montreal.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Empire Mfg. Co., London, Ont.
Lewis Bros., Ltd., Montreal.
Jas. Morrison Brass Mfg. Co., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Hollow Ware
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Ice Scrapers
James Bros. Co., Perth, Ont.

Ice Cream Freezers
Wm. Crane & Sons Co., Ltd., Newmarket, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.

Implement Repairs
D. Ackland & Son, Ltd., Winnipeg.

Incubators
Collins Mfg. Co., Toronto.
Cushman Motor Works, Ltd., Winnipeg, Man.

Indicators, Speed
H. Disston & Son, Ltd., Toronto.
L. S. Starrett Co., Athol, Mass.

Injectors, Automatic
Jas. Morrison Brass Mfg. Co., Toronto.

Instruments of Precision
L. S. Starrett Co., Athol, Mass.

Iron Enamels
Boston Varnish Co., Everett Station, Boston, Mass.

Iron Boards
J. E. Beauchamp & Co., Montreal.

Iron, Corrugated
Baines & Peckover, Toronto.
Canada Metal Co., Toronto.
Metallic Roofing Co., Toronto and Winnipeg.

Iron Handles
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Iron and Steel Bars
Baines & Peckover, Toronto.
Thos. Birkett & Son Co., Ltd., Ottawa.
Can. Rolling Mills Co., Ltd., Montreal, Que.
Caverhill, Learmont & Co., Montreal.
Dominion Iron & Steel Co., Sydney, N.S.
A. C. Leslie & Co., Ltd., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
Lewis Bros., Ltd., Montreal.
London Rolling Mills, London, Ont.
Manitoba Bridge & Iron Works, Winnipeg, Man.
Nova Scotia Steel Co., New Glasgow, N.S.
Toronto Lock Mfg. Co., Toronto.

Iron and Steel, Structural
Baines & Peckover, Toronto.

Irons
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Irons, Gas and Gasoline
Merchants Hardware Specialties, Ltd., Calgary, Alta.
National Stamping & Electric Works, Chicago.

Royal Iron Mfg. Co., Big Prairie, Ohio.

Help your customers to grow more vegetables

satisfaction as well as profit in selling your customers Gilson Weeders. Gilson Weeders eliminate so much of the labor of weeding and cultivating as to encourage constant attention to the garden, with a resultant increase in production.

Gilson Weeders, and all Gilson Garden Tools have special features that appeal instantly to gardeners of both small and large spaces. They'll save time, save labor, and leave the ground in better condition than ordinary tools. The Gilson proposition is interesting from all standpoints. If your jobber cannot explain it to you write us direct.

To help you sell Gilson Garden Tools we are regularly using space in both Farmers' Magazine and MacLean's Magazine.

5 Point Scratch Weeder

Patent Applied For

The Rogers Hardware Co., Charlottetown, P.E.I.; T. McAvity & Sons, Ltd., St. John, N.B.; Kennedy Hardware Co., Toronto; Lyons & Marks, Toronto; J. H. Ashdown Hardware Co., Winnipeg; Wood, Vallance, Ltd., Winnipeg; Wood, Vallance & Adams, Ltd., Calgary, Alta.

J. E. GILSON CO., Port Washington, Wis., U.S.A.

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TRADE MARK

Quality Files

They are rugged tools made to stand up under the exacting demands of modern industry.

Fine materials and fine workmanship go into their manufacture.

On the basis of actual performance they are "The Standard of File Efficiency."

Port Hope File Mfg. Co., Ltd.

Port Hope, Ont.

"Ask Your Jobber"

The Boss, some plumbers and a maid
Are here in diverse moods portrayed.
Of course, the Boss and maid are sore
To see that jacknife in the floor.

DOUGALL LINOLEUM VARNISH

"the varnish that lasts longest"

This is the LINOLEUM VARNISH "par excellence."

Doubles the wear of Linoleum or Oilcloth.

A coat now and then will make oilcloth or linoleum wear indefinitely.

Costs no more than ordinary Linoleum Varnish, and lasts much longer.

Shall we send you our pamphlet "DOUGALL LINOLEUM VARNISH."

A card will bring you our proposition.

The Dougall Varnish Company Limited

"the varnish that lasts longest"

MONTREAL :-: CANADA

If interested, tear out this page and keep with letters to be answered.

THE BUYERS' GUIDE

Jack Planes
National Machinery & Supply Co., Hamilton.

Jack Screws
Canada Foundries & Forgings, Brockville, Ont.

Japans
Boston Varnish Co., Everett Station, Boston, Mass.

Kettles
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Keyhole Saws
Bridgeport Hardware Co., Bridgeport, Conn.

Kitchen Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.

Kitchen Ware, Transparent
Corning Glass Works, Corning, N.Y.

Knife Sharpeners
J. E. Beauchamp & Co., Montreal.

Knives, Pocket and Table
Geo. Butler & Co., Ltd., Sheffield, Eng.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
James Hutton & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Merchants Hardware Specialties, Ltd., Calgary, Alta.

Knives, Sportsmen's
Marble Arms & Mfg. Co., Gladstone, Mich.

Knives, Putty
Bridgeport Hardware Co., Bridgeport, Conn.

Ladders, Step, Extention, Store, etc.
Beatty Bros., Ltd., Fergus, Ont.
John Calsnder Mfg. Co., St. Paul, Minn.
Milbradt Mfg. Co., St. Louis, Mo.
Eran L. Reed Mfg. Co., Sterling, Ill.

Lath, Metallic
Baines & Peckover, Toronto.
Metallic Roofing Co., Toronto and Winnipeg.

Lamps, Nitrogen and Tungsten
Bazers Jackson Co., Toronto.
The Canadian Laco-Philips Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Churton & Taylor, Toronto.

Lamp Black
L. Martin Co., New York, N.Y.
A. Ramsay & Son Co., Montreal.
Wilkes-Martin-Wilckes Co., New York.

Lamp Chimneys
Walter Woods & Co., Hamilton.

Lamp Coloring and Frosting
Great West Electric Co., Ltd., Winnipeg, Man.
Spielmann Agencies, Ltd., Montreal.

Lamps, Bicycle and Automhobile
Dominion Battery Co., Ltd., Toronto, Ont.

Lamps, Lanterns, Electric, Hand
Canadian General Electric Co., Toronto.
Canadian National Carbon Co., Toronto.
Dominion Battery Co., Toronto.
Interstate Electric Novelty Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Spielmann Agencies, Montreal.

Lamps, Tungsten
Canadian Laco-Philips Co., Toronto.
Canadian Tungsten Lamp Co., Hamilton, Ont.

Lamps, Nitrogen
Canadian Laco-Philips Co., Toronto.
Canadian Tungsten Lamp Co., Ltd., Hamilton, Toronto, Montreal, Winnipeg.

Lamps and Lanterns, Gasoline and Kerosene
National Stamping & Electric Works, Chicago, Ill.
Powerlight Co., Winnipeg, Man.

Lanterns, Oil
Thos. Davidson Mfg. Co., Montreal.
Ontario Lantern & Lamp Co., Hamilton, Ont.
Schultz Mfg. Co., Hamilton, Can.
E. T. Wright Co., Hamilton, Ont.

Latches
Can. Foundries & Forgings, Ltd., Brockville, Ont.
National Mfg. Co., Sterling, Ill.

Laundry Tubs, Iron, Plate, Cement
Empire Mfg. Co., London, Ont.

Lawn Swings
J. E. Beauchamp & Co., Montreal.

Lawn Mowers
Canada Foundries & Forgings, Ltd., Brockville.
Clipper Lawn Mower Co., Dixon, Ill.
Milbradt Mfg. Co., Sterling, Ill.
Taylor-Forbes Co., Guelph, Ont.
S. P. Townsend & Co., Orange, N.J.

Lead, Black
John Oakey & Sons, London, Eng.

Leather Belting and Soles
Beardmore & Co., Toronto.

Lead, Sheets and Pipe
Canada Metal Co., Toronto.
Empire Mfg. Co., London, Ont.
Hoyt Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

Lead Traps and Bends
Canada Metal Co., Toronto.
Empire Mfg. Co., London and Toronto.
Hoyt Metal Co., Toronto.

Lace Leather
Wm. Taylor, Parry Sound, Ont.

Lead Washers
Canada Metal Co., Ltd., Toronto.

Lens
McKee Glass Co., Buffalo, N.Y.
Stopglare Co., Hamilton, Can.

Levels
H. Disston & Sons, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

Level Glasses
Stanley Rule & Level Co., New Britain, Conn.

Lines, Wire, Clothes
Walter Woods & Co., Hamilton.
Western Wire & Nail Co., London.

Linoleum Finishes
Boston Varnish Co., Everett Station, Boston, Mass.

Linseed Oil
Brandram-Henderson, Montreal.
Dominion Linseed Oil Co., Baden and Toronto.
R. C. Jamieson & Co., Ltd., Montreal.
Prairie City Oil Co., Winnipeg, Man.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Ltd., Montreal.

Lumber Tools
Canadian Warren Axe & Tool Co., St. Catharines, Ont.
Thos. Pink & Co., Pembroke, Ont.

Mantles, Gas
Hamilton Gas Mantle Co., Hamilton, Can.

Marine Brass Work
Empire Mfg. Co., London, Ont.

Matches
E. B. Eddy Co., Hull, Que.

Mauls
Can. Foundries & Forgings, Ltd., Brockville, Ont

Meat Choppers
Landers, Frary & Clark, New Britain, Conn.

Metal Boxes and Drawers
Cameron & Campbell, Toronto.

Metals, Expanded
Baines & Peckover, Toronto, Ont.

Metals, Expanded, Ingot, Sheet, Tubes, etc.
Atlas Metals & Alloys Co., Montreal.
Baines & Peckover, Toronto.
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
Tallman Brass & Metal Co., Hamilton, Can.
A. C. Leslie & Co., Montreal.
Empire Mfg. Co., London, Ont.

Metallic, Ceilings, Walls, Roofing, Skylights.

Siding, Cornices, Ventilators, Valley Windows.

Doors, etc.
Metallic Roofing Co., Toronto.
Pedlar People, Oshawa, Ont.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Menders, Utensils
Collette Mfg. Co., Collingwood.
H. Nagle Co., Montreal.

Meters
Canadian General Electric Co., Toronto.

Menders, Graniteware, Pot and Pan
Vol-Peek Mfg. Co., Montreal.

Micrometers
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.
Canadian Fairbanks-Morse Co., Ltd., Montreal.

Milling Cutters
Pratt & Whitney Co., Ltd., Dundas.

Milk Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.

Mirrors
Leeks & Potts, Ltd., Hamilton, Ont.
Toronto Plate Glass Importing Co., Toronto.

Mitre Boxes
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Mitre Box Saws
H. Disston & Sons, Ltd., Toronto.

Molasses Gates
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Mops
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Motor Trucks
Ford Motor Co., Ford Ont.

Motors
Canadian General Electric Co., Ltd., Toronto.

Motor Cycles
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.

Motor Generators
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal.

Nails, Wire
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Colonial Wire Mfg. Co., Ltd., Montreal.
H. S. Howland, Sons & Co., Toronto.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Lewis Bros., Ltd., Montreal.
Steel Co. of Canada, Ltd., Hamilton, Ont.
Parmenter & Bulloch, Gananoque, Ont.
Western Wire & Nail Co., London.

Nail Pullers
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn

Nails, Horse Shoe
Steel Co. of Canada, Ltd., Hamilton, Ont.

Neckyokes
Gregg Mfg. Co., Ltd., Winnipeg, Man.

Oil Cans
Cannon Oiler Co., Keithsburg, Ill.

Oil Cake and Meal
Dominion Linseed Oil Co., Toronto.

Oil, Coal
Imperial Oil Co., Toronto.

Oils, Cylinder
Prairie City Oil Co., Winnipeg, Man.

Oil Hole Covers
Canadian Winkley Co., Windsor.

Oil, Motor, Road, Harness, Neatsfoot, Separator and gas Engine
Prairie City Oil Co., Ltd., Winnipeg, Man.

Oil Stoves
Thos. Davidson Mfg. Co., Ltd., Montreal.

Oil Tanks and Pumps
S. F. Bowser & Co., Inc., Toronto, Can.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Oilers
Cannon Oiler Co., Keithsburg, Ill.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Orange Derinders
J. E. Beauchamp & Co., Montreal.

Ornamental Tile Roofings
Metallic Roofing Co., Toronto and Winnipeg.

Ornaments, Pressed Zinc
Metallic Roofing Co., Toronto and Winnipeg.

Ornamental Fence
Banwell Hoxie Wire Fence Co., Ltd., Hamilton.
McGregor, Banwell Fence Co., Ltd., Walkerville.

Ornamental Gates
McGregor, Banwell Fence Co., Ltd., Walkerville.

Packings
Consumers Cordage Co., Montreal.
Jenkins Bros., Ltd., Montreal.
Scythes, Ltd., Toronto.

Paint, Ready Mixed, Barn, Roof, Flat Wall, Concrete, Floor, Cement, Aluminum, Marine
Brandram-Henderson, Ltd., Montreal.
Canada Paint Co., Montreal.
R. C. Jamieson & Co., Montreal.
Imperial Varnish & Color Co., Toronto.
Lowe Bros, Ltd., Toronto.
Martin-Senour Co., Montreal.
McArthur-Irwin, Ltd.
The Ottawa Paint Works, Ottawa.
A. Ramsay & Son Co., Montreal.
Sanderson, Pearcy Co., Ltd., Toronto.
Standard Paint & Varnish Co., Ltd., Windsor, Ont.
Sherwin-Williams Co., Montreal.
G. F. Stephens Co., Winnipeg.
Benjamin Moore & Co., Toronto.

Paint Brushes
Boeckh Bros., Toronto.
Meakins & Sons, Hamilton.
T. S. Simms & Co., St. John, N.B.

Paint and Varnish Remover
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Martin-Senour Co., Ltd., Montreal.
Sherwin-Williams Co., Montreal.
A. Ramsay & Son Co., Montreal.

Paper Balers
Climax Baler Co., Hamilton.
Spielmann Agencies, Montreal.

Parcel Carriers
Gipe-Hazard Store Service Co., Montreal.

Paris Green
Canada Paint Co., Montreal.
McArthur Irwin, Montreal.
Sherwin-Williams Co., Montreal.

Paper Bags
Walter Woods & Co., Hamilton.

Paper, Wrapping
Walter Woods & Co., Hamilton.

Packing Rubber
Canadian Consolidated Rubber Co., Montreal.
Dunlop Tire & Rubber Co., Toronto.
Gutta Percha & Rubber Co., Ltd., Toronto.

Pads
D. Ackland & Sons, Winnipeg.

Pads for Horses
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto.

Pails
Thos. Davidson Mfg. Co., Ltd., Montreal.
Soren Bros., Toronto.

Pails, Wooden
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Perforated Sheet Metals
B. Greening Wire Co., Ltd., Hamilton.

Percolators, Coffee
Canadian General Eletric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man
Landers, Frary & Clark, New Britain, Conn.
Northern Electric Co., Ltd., Montreal.

Pick Handles
J. H. Still Mfg. Co., St. Thomas, Ont.

Pickling Machines
Cushman Motor Works, Ltd., Winnipeg, Man.

Pistols
Iver Johnson's Arms & Cycle Works, Fitchburg Mass.

Phosphor Tin and Copper
Canada Metal Co., Ltd., Toronto.

Phonographs
Canadian Phonograph & Sapphire Disc Co., Winnipeg, Man.
Dominion Sewing Machine-Phonograph Co., Winnipeg

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The Frost King All-Metal Refrigerator has this advantage over other refrigerators, besides size and serviceability — **low price.**

During a season that is ideal for sales in this line, the Frost King dealers are assured of quick returns and nice profits in handling the Frost King. They will find that it is invariably given preference by customers over other makes of a higher price.

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YOU CAN MAKE MONEY by SAVING MONEY for your Customers

SELL them only what is reliable and what YOU KNOW will give the BEST results for the MONEY. Our reputation is behind all these BRANDS.

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The Oribo Mfg. Co., Ltd., Winnipeg, is our Sole Selling Agent for the Northwest Provinces.

Consult Hardware and Metal Buyers' Guide

If what you want isn't advertised in this issue, consult our Buyers' Directory. If it isn't listed in our Directory, write us and we will give you the information.

THE BUYERS' GUIDE

Pig Iron
A. C. Leslie & Co., Ltd., Montreal
Nova Scotia Steel Co., New Glasgow, N.S.
Steel Co. of Canada, Ltd., Hamilton

Pins, Escutcheon
Parmenter & Bulloch, Gananoque

Pipe Cutters (Stand)
Trimont Mfg. Co., Roxbury (Boston), Mass.

Pipe Stocks and Dies
Wells Bros. Co., of Canada, Ltd., Galt

Pipe, Black and Galvanized
American Rolling Mills, Middletown, Ohio.
Canada Metal Co., Toronto
Canadian Tube & Iron Co., Ltd., Montreal
Caverhill, Learmont & Co., Montreal.
Empire Mfg. Co., London, Ont.
Steel Co. of Canada, Ltd., Hamilton
Thos. Davidson Mfg. Co., Ltd., Montreal.
Lewis Bros., Ltd., Montreal
Pease Foundry Co., Ltd., Toronto

Pipe, Galvanized, Conductor
Metallic Roofing Co., Toronto and Winnipeg
Pedlar People, Ltd., Oshawa
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg
Winnipeg Steel Granary Co., Winnipeg.

Pipe, Lead
Canada Metal Co., Toronto
Hoyt Metal Co., Toronto

Pipe, Stove
Collins Mfg. Co., Toronto
Soren Bros., Toronto

Pipe, Rain Water Conductor
Canada Metal Co., Toronto
Metallic Roofing Co., Toronto

Pliers, Cutting
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Pliers, Combination
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Goodell-Pratt Co., Greenfield, Mass.

Plowshares
D. Ackland & Son, Winnipeg

Plugs, Rubber
Canadian Consolidated Rubber Co., Montreal

Plumbers' Tools
Empire Mfg. Co., London, Ont.

Planes
Caverhill, Learmont & Co., Montreal
National Machinery & Supply Co., Hamilton.
Stanley Rule & Level Co., New Britain, Conn.

Plates, Plain and Chequered
Baines & Peckover, Toronto.

Polishes
Buffalo Specialty Co., Buffalo, N.Y.
Channel Chemical Co., Toronto.

Polishing Heads
Goodell-Pratt Co., Greenfield, Mass.

Polishes, Knife
Jno. Oakey & Sons, London, Eng.

Poles, Electric Light
Northern Electric Co., Montreal

Pole Line Material
Canadian General Electric Co., Ltd., Toronto
Great West Electric Co. Ltd., Winnipeg, Man.
Northern Electric Co., Montreal
Pedlar People Ltd., Oshawa
Metallic Roofing Co., Toronto and Winnipeg.

Portable Coal Baskets
Toronto Lock Mfg. Co., Toronto.

Poultry Netting
Thos. Birkett & Son Co., Ltd., Ottawa.
A. C. Leslie & Co., Ltd., Montreal
B. Greening Wire Co., Ltd., Hamilton.

Poultry Leg Bands
Rideau Specialty Co., Smith's Falls, Ont.

Pulls
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Pumps
Beatty Bros., Ltd., Fergus
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Empire Mfg. Co., London, Ont.
R. McDougall Co., Ltd., Galt.
F. Myers & Bro., Ashland, Ohio.

Pump Oilers
Cannon Oiler Co., Keithsburg, Ill.

Punches, Centre Drive, etc.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.

Punches, Ticket
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Putty
Brandram-Henderson, Montreal.
R. C. Jamieson & Co., Ltd., Montreal
Canada Paint Co., Montreal
Benjamin Moore & Co., Ltd., Toronto
A. Ramsay & Son Co., Montreal
Steel Co. of Canada, Ltd., Hamilton
G. F. Stephens & Co., Winnipeg
Sherwin-Williams Co., Montreal

Pneumatic Tubes
Gipe Hazard Store Service Co., Toronto

Pulleys
Canada Foundries & Forgings, Brockville

Quoits
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Racks, Hay
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Radiators
Empire Mfg. Co., London, Ont.

Radiator Valves
Jenkins Bros., Ltd., Montreal

Railings, Brass
Jas. Morrison Brass Mfg. Co., Toronto
The Toronto Lock Mfg. Co., Toronto, Ont.

Rakes
Doust Specialty Co., Toronto.
Ward & Payne, Sheffield, Eng.

Razors
Auto-Strop Safety Razor Co., Toronto
Geo. Butler & Co., Ltd., Sheffield, Eng.
Caverhill, Learmont & Co., Montreal
James Hutton & Co., Montreal
Gillette Safety Razor Co., Ltd., Montreal
Landers, Frary & Clark, New Britain, Conn.
Wilkinson Sword Co., Sheffield, Eng.

Reamers
Pratt & Whitney Co., Ltd., Dundas
Butterfield & Co., Rock Island, Que.

Ratchet Drills
Goodell-Pratt Co., Greenfield, Mass.

Reciprocating Drills
Goodell-Pratt Co., Greenfield, Mass.

Refrigerators
Thos. Davidson Mfg. Co., Ltd., Montreal.
Renfrew Refrigerator Co., Renfrew, Ont.
Soren Bros., Toronto

Refrigerator Hardware
Toronto Lock Mfg. Co., Toronto.

Registers
Barton Netting Co., Ltd., Windsor, Ont.
Canada Foundries & Forgings, Brockville
Enterprise Mfg. Co., Sackville, N.B.
Jas. Stewart Mfg. Co., Woodstock, Ont.

Rifles
Harrington & Richardson Arms Co., Worcester, Mass.

Rivets
Parmenter Bulloch Co., Gananoque, Ont.

Roadlighters
C. A. Shaler Co.

Roofing, Ready
Bird & Son, Hamilton, Can.
Bishopric Wall Board Co., Ltd., Ottawa, Ont.
Thos. Birkett & Son Co., Ltd., Ottawa.
Brantford Roofing Co., Ltd., Brantford, Ont.
Canadian Roofing Co., Ltd., Windsor, Ont.
Standard Paint Co., of Canada, Ltd., Montreal.

Rules
Jas. Chesterman & Co., Sheffield, Eng.
Lufkin Rule Co., Windsor, Ont.
L. S. Starrett Co., Athol, Mass.

Saws, Hand and Circular
E. C. Atkins Co., Hamilton, Can.
Henry Disston & Sons, Toronto.
Simonds Canada Saw Co., Montreal.

Scoops
Canadian Shovel & Tool Co., Hamilton, Can.

Screws
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Screw and Bolt Cases
Duluth Show Case Co., Duluth, Minn.

Screw Machines
Stratford Brass Co., Ltd., Stratford, Ont.

Shades, Electric
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Sheeting
McArthur & Co., Alex., Montreal, Que.

Sheets, Galvanized and Black
American Rolling Mills, Middleton, Ohio.
Baines & Peckover, Toronto.
A. C. Leslie & Co., Montreal, Que.
Dominion Sheet Metal Co., Hamilton.
M. & L. Samuel Benjamin Co., Toronto.
B. & S. H. Thompson, Montreal, Que.

Shovels
Canadian Shovel & Tool Co., Hamilton, Can.

Show Cases
Duluth Show Case Co., Duluth, Minn.

Silo Lues
Otterville Mfg. Co., Otterville, Ont.

Sinks
Can. Foundries & Forgings, Ltd., Brockville, Ont
Empire Mfg. Co., London, Ont.

Silver Plated Ware
Canadian Wm. A. Rogers Co., Toronto.
Oneida Community, Ltd., Niagara Falls, Ont.

Solder
Canada Metal Co., Toronto
Empire Mfg. Co., London and Toronto
Hoyt Metal Co., Toronto
Northern Electric Co., Montreal
Owl Metal Co., Ltd., Winnipeg
Geo. W. Reed, Montreal
Tallman Brass & Metal Co., Hamilton, Ont.

Soldering Paste
Canada Metal Co., Toronto
Great West Electric Co., Ltd., Winnipeg, Man.

Solderall
Thos. Davidson Mfg. Co., Ltd., Montreal.

Soap Dishes
Kinzinger Bruce & Co., Niagara Falls, Ont.

Spades
Canadian Shovel & Tool Co., Hamilton, Ont.
Erie Iron Works, St. Thomas, Ont.

Spark Plugs
Canadian Carbon Co., Ltd., Toronto
Canada Cycle & Motor Co., Ltd., Weston, Ont.
Canada Sales Co., Toronto, Can.
Great West Electric Co., Ltd., Winnipeg, Man.
Champion Spark Plug Co., Windsor, Ont.
Dominion Battery Co., Ltd., Toronto, Ont.
Eclipse Mfg. Co., Indianapolis, Ind.
W. T. Evans, 1094 St. Urbain St., Montreal
Hyslop Bros., Toronto
Interstate Electric Novelty Co., Montreal
Northern Electric Co., Ltd., Toronto
Sharp Spark Plug Co., Cleveland, Ohio.

Spiders
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Spoke Shaves
Stanley Rule & Level Co., New Britain, Conn.

Sponge Baskets
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Sprayers
Collins Mfg. Co., Toronto
Thos. Davidson Mfg. Co., Ltd., Montreal.
Eureka Planter Co., Woodstock

Springs
B. J. Coghlin Co., Ltd., Montreal, Que.

Spring Dies
Wells Bros. Co. of Canada, Galt

Stable Fittings
Beatty Bros., Fergus, Ont.
Canada Foundries & Forgings, Brockville.
Toronto Lock Mfg. Co., Toronto.

Store Fixtures
Cameron & Campbell, Toronto.
Milbradt Mfg. Co., Sterling, Ill.
Walker Bin & Store Fixture Co., Kitchener, Ont.

Stoves
Burrow, Stewart & Milne, Hamilton, Can.
Canada Foundries & Forgings, Brockville.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Enterprise Foundry Co., Sackville, N.B.
Findlay Bros., Carleton Place
Gurney Foundry Co., Toronto
Hoosier Stove Co., Marion, Ind.
McClary Mfg. Co., London, Ont.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
Record Foundry & Machine Co., Moncton, N.B.
Jas. Stewart Mfg. Co., Ltd., Woodstock

Stoves, Fireless Cook
Louis McLain Co., Ltd., Winnipeg, Man.

Stoves, Gasoline
National Stamping & Electric Works, Chicago

Stove Lining
Geo. W. Reed, Montreal.

Stove Pipe
Collins Mfg. Co., Toronto
Thos. Davidson Mfg. Co., Ltd., Montreal.

Stretchers, Wire
Banwell Hoxie Wire Fence Co., Ltd., Hamilton
Merchants Hardware Specialties, Ltd., Calgary, Alta.

Steel, Reinforcing
Baines & Peckover, Toronto.
Canadian Rolling Mills Co., Ltd., Montreal
Canadian Tube & Iron Co., Ltd., Montreal
London Rolling Mill Co., London, Ont.
Manitoba Rolling Mills Co., Winnipeg

Steel, Strip
Baines & Peckover, Toronto, Ont.
Dominion Sheet Metal Co., Ltd., Hamilton

Stencils and Ink
Hamilton Stamp & Stencil Co., Hamilton

Steamers and Boilers
Thos. Davidson Mfg. Co., Ltd., Montreal.

Steel Bending Brakes
Steel Bending Brake Works, Chatham

Steel, Mild, Sleigh Shoe, Tire
Baines & Peckover, Toronto, Ont.
Canadian Rolling Mills Co., Ltd., Montreal
Canadian Tube & Iron Co., Ltd., Montreal
London Rolling Mill Co., London, Ont.
Manitoba Rolling Mills Co., Winnipeg
Steel Co. of Canada, Hamilton

Stains
Brandram-Henderson, Montreal
Canada Paint Co., Ltd., Montreal
Dougall Varnish Co., Ltd., Montreal
The Lowe Bros. Co., Toronto
R. C. Jamieson & Co., Ltd., Montreal
Martin-Senour Co., Ltd., Montreal
McArthur-Irwin, Ltd.
Benjamin Moore & Co., Ltd., Toronto
A. Ramsay & Sons Co., Montreal
The Ottawa Paint Works, Ottawa.
Sanderson-Pearcy & Co., Toronto.
Sherwin-Williams Co., Montreal
Standard Paint & Varnish Co., Windsor Ont.
Spielman Agencies Ltd., Montreal
G. F. Stephens & Co., Winnipeg

Staples
Canada Steel Goods Co., Hamilton
Laidlaw Bale-Tie Co., Ltd., Hamilton
National Mfg. Co., Sterling, Ill.
Steel Co. of Canada, Ltd., Hamilton
Western Wire & Nail Co., London

Stays, Friction
Toronto Lock Mfg. Co., Toronto.

Stools
Evan L. Reed Mfg. Co., Sterling, Ill.

STUCCO BOARD
Bishopric Wall Board Co., Ltd., Ottawa, Ont.

Sweat Pads
American Pad & Textile Co., Chatham
Burlington Windsor Blanket Co., Toronto.

Switches, Switchboards
Canadian General Electric Co., Ltd., Toronto
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal.

Supply Pipes, Iron and Brass, Bath and Basin
Empire Mfg. Co., London, Ont.

Talking Machines
Dominion Sewing Machine & Phonograph Co., Winnipeg

Tanks, Cistern
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Tanks, Galvanized Steel
Empire Mfg. Co., London and Toronto
Winnipeg Ceiling & Roofing Co., Winnipeg

This is the Season to get busy on Boiler Systems

Repairs and installations of Boiler and Heating Systems are usually made at this particular season, when conditions and prices are just right, and it is a time when dealers should get busy in bringing these facts home to Prospects.

Morrison Improved Steam Gauges

for steam, water, air, ammonia, etc., are instruments of the very highest quality and utmost reliability, and are sold under a full guarantee of satisfaction. Approved by Provincial Boiler and Steamboat Inspection Departments.

J.M.T. Pressure Reducing Valve

will not equalize and will maintain a steady, reduced pressure, regardless of the variation of the initial pressure.

J.M.T. reducing valves can be supplied to suit every requirement.

James Morrison Brass Manufacturing Co., Limited
93-97 ADELAIDE STREET WEST, TORONTO

Sell Every Ford Customer One of These Fan Belts

Tell every Ford customer when he comes into your store that you have a Fan Belt that will last him *longer than any belt he has ever had.*

You are sure to interest him and finally make a sale because you can *prove* what you say.

Best quality oak tan leather that has had the stretch all taken out before making up and that cannot be affected by water or oil.

That's our Fan Belt. In other style it is fitted with a quick, detachable fastener that will permit instant removal.

List price, 1911-16 Ford models, 45c; 1917-18 models, 50c. Quick detachable belt, 1911-17, sells for 50c; 1917-1918 sells at 55c. Liberal discount to the trade.

In writing for our catalog ask us about *Rear Curtain Lights* and *Re-Covering* for *Ford Touring Cars.* Our proposition is interesting and profitable.

Prompt shipments guaranteed.

Samuel Trees & Co., Limited - Toronto

(Sole Distributors of Partridge Tires in Canada)

If interested, tear out this page and keep with letters to be answered.

THE BUYERS' GUIDE

Taps
Butterfield & Co., Rock Island, Que.
Pratt & Whitney Co., Dundas, Ont.
Wells Bros. Co. of Canada, Galt, Ont.
Tap Holders
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Tapping Attachments
Pratt & Whitney Co., Dundas, Ont.
Wells Bros. of Canada, Galt
Tapes, Measuring
Caverhill, Learmont & Co., Montreal
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
Lufkin Rule Co., Ltd., Windsor, Ont.
L. S. Starrett Co., Athol, Mass.
Tea Pots and Urns, Tea Ball
Landers, Frary & Clark, New Britain, Conn.
Terne Plates
A. C. Leslie & Co., Ltd., Montreal
Thimbles, Smoke Pipe
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Tiling, Walls and Floor
Barlow Netting Co., Windsor
Tiling, Rubber
Gutta Percha & Rubber Co., Ltd., Toronto.
Tinsmiths' Machinery
Brown, Boggs Co., Hamilton, Ont.
Steel Bending Brake Works, Chatham.
Tire Carriers, Automobile
Kinzinger Bruce & Co., Niagara Falls, Ont.
Tires and Tubes, Automobile
Canadian Consolidated Rubber Co., Montreal.
Dunlop Tire & Rubber Co., Toronto, Can.
Gutta Percha & Rubber Co., Toronto.
McGraw Tire & Rubber Co., East Palestine, O.
Tools
Buck Bros., Millbury, Mass.
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
B. J. Coghlin Co., Ltd., Montreal, Que.
Northern Electric Co., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.
Pratt & Whitney, Dundas, Ont.
Ward & Payne, Sheffield, Eng.
Tools, Garden
Eureka Planter Co., Woodstock
Ward & Payne, Sheffield, Eng.
Tools, Harvest
Beaty Bros., Ltd., Fergus, Ont.
F. E. Myers & Bro., Ashland, O.
Toys
American Flyer Mfg. Co., Chicago, Ill.
J. E. Beauchamp & Co., Montreal
A. C. Gilbert Co., New Haven, Conn.
Tools, Blacksmiths'
D. Ackland & Son, Winnipeg.
Tools, Machinists'
L. S. Starrett Co., Athol, Mass.
Goodell-Pratt Co., Greenfield, Mass.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
Tools, Woodworkers'
National Machinery & Supply Co., Hamilton
Towel Bars
Kinzinger Bruce & Co., Niagara Falls, Ont.
Newell Mfg. Co., Prescott, Ont.
Traps, Brass, Iron, Lead
Canada Metal Co., Toronto.
Empire Mfg. Co., London, Ont.
Traps, Game
Oneida Community, Ltd., Niagara Falls, Ont.
Troughs
Beatty Bros., Fergus, Ont.
Trammel Points
Stanley Rule & Level Co., New Britain, Conn.
Trowels
H. Disston & Sons, Toronto
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn
Ward & Payne, Sheffield, Eng.
Trucks, Warehouse
Canada Foundries & Forgings, Brockville
John Watson Mfg. Co., Ltd., Winnipeg, Man.
Try Squares
Henry Disston & Sons Co., Toronto
Stanley Rule & Level Co., New Britain, Conn.
Truing Devices
Cleveland Stone Co., Cleveland, Ohio
Tungsten Lamps
Canadian Tungsten Lamp Co., Hamilton, Ont.
Canadian Laco-Phillips Co., Toronto
Great West Electric Co., Ltd., Winnipeg, Man.

Turning Tools
Buck Bros., Millbury, Mass.
Ward & Payne, Sheffield, Eng.
Tubs
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Tumbler Holders
Kinsinger Bruce & Co., Niagara Falls, Ont.
Tubing, Steel
Standard Tube & Fence Co., Woodstock
Twines
Consumers Cordage Co., Montreal
Scythes & Co., Ltd., Toronto.
Walter Woods & Co., Hamilton
Valves, Standard, Globe, Angle and Check
Canadian Fairbanks-Morse Co., Montreal.
Empire Mfg. Co., London, Ont.
Jenkins Bros., Montreal, Que.
Jas. Morrison Brass Mfg. Co., Toronto.
T. McAvity & Sons, Ltd., St. John, N.B.
Penberthy Injector Co., Limited, Windsor, Ont.
United Brass Founders, Ltd., Manchester, Eng.
Valves, Radiator and Air, Iron Body, Composition, Globe, Angle, Check
Canadian Fairbanks-Morse Co., Montreal, Que.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Empire Mfg. Co., London, Ont.
Jenkins Brass Co., Montreal, Que.
Jas. Morrison Brass Mfg. Co., Toronto.
T. McAvity & Sons, Ltd., St. John, N.B.
Penberthy Injector Co., Limited, Windsor, Ont.
United Brass Founders, Ltd., Manchester, Eng.
Varnishes
Berry Bros., Walkerville
Boston Varnish Co., Everett Station, Boston, Brandram-Henderson, Montreal
Canada Paint Co., Montreal
Dougall Varnish Co., Ltd., Montreal
McArthur Irwin, Montreal
Martin-Senour Co., Ltd., Montreal
Benjamin Moore & Co., Ltd., Toronto
A. Ramsay & Son, Montreal
R. C. Jamieson & Co., Montreal
Pratt & Lambert, Bridgeburg, Ont.
Sanderson, Pearcy & Co., Toronto.
Sherwin-Williams Co., Montreal
G. F. Stephens & Co., Ltd., Winnipeg
Ottawa Paint Works, Ottawa.
Wilkinson & Kompass, Hamilton
Ventillators, Metallic
Metallic Roofing Co., Toronto and Winnipeg
Winnipeg Ceiling & Roofing Co., Winnipeg
Vises
Thos. Birkett & Son Co., Ltd., Ottawa.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal
Goodell-Pratt Co., Greenfield, Mass.
Lewis Bros., Ltd., Montreal
National Machinery & Supply Co., Hamilton
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.
Vulcanizers
Adamson Mfg. Co., Hamilton
Northern Electric Co., Montreal
C. A. Shaler Co., Waupun, Wis.
Wagon Hardware
Gregg Mfg. Co., Ltd., Winnipeg, Man.
Wagons
Woodstock Wagon Mfg. Co., Woodstock, Ont.
WALLBOARD
Bishopric Wall Board Co., Ltd., Ottawa, Ont.
Warmers, Foot
Chicago Flexible Shaft Co., Chicago, Ill.
Washers
C. Kleepfer, Ltd., Toronto
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton
The Toronto Lock Mfg. Co., Toronto, Ont.
Wilkinson & Kompass, Hamilton
Washing Machines, Electric, Hand and Power
Beatty Bros., Fergus, Ont.
Canadian Woodenware Co., St. Thomas, Ont.
J. H. Connor & Son, Ltd., Ottawa
Cushman Motor Works, Ltd., Winnipeg, Man.
Dowswell, Lees & Co., Hamilton.
Great West Electric Co., Ltd., Winnipeg, Man.
Maytag Co., Winnipeg, Man.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
Northern Electric Co., Montreal
Waste, Cotton
Acme Waste Mfg. Co., Toronto.
Scythes & Co., Ltd., Toronto
Wilkinson & Kompass, Hamilton

Wash Boards
Canadian Woodenware Co., St. Thomas, Ont.
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Water Supply Systems
Empire Mfg. Co., London, Ont.
Weather Stripping
Swan Mfg. Co., Winnipeg
Wedges
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canadian Warren Axe & Tool Co., St. Catharines, Ont.
Whitewash Outfits
Collins Mfg. Co., Toronto
Spramotor Co., London, Ont.
Weeders, Garden (hand)
J. E. Glison Mfg. Co., Port Washington, Wis.
C. S. Norcross & Sons, Bushnell, Ill.
Weights
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Wheels, Well
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Wholesale Hardware
Thos. Birkett & Co., Ottawa, Ont.
Caverhill, Learmont & Co., Montreal
Frothingham & Workman, Montreal
H. S. Howland Sons & Co., Toronto.
Lewis Bros., Ltd., Montreal
Miller-Morse Co., Winnipeg, Man.
Rice, Lewis & Sons, Ltd., Toronto
White's, Ltd., Collingwood, Ont.
White Lead
Brandram-Henderson, Montreal
Canada Paint Co., Ltd., Montreal
Carter White Lead Co., Montreal
Steel Co. of Canada, Ltd., Hamilton
McArthur Irwin, Montreal
Windows, Kalameined
Metallic Roofing Co., Toronto and Winnipeg
Windshields
Leeks & Potts, Hamilton, Ont.
Wire Cloth
B. Greening Wire Cloth Co., Ltd., Hamilton
Wire Cutters
Bridgeport Hardware Co., Bridgeport, Conn.
Northern Electric Co., Montreal
Wire Hoops
Laidlaw Bale-Tie Co., Ltd., Hamilton
Steel Co. of Canada, Ltd., Hamilton
Wire
Canadian Tube & Iron Co., Ltd., Montreal
Caverhill, Learmont & Co., Montreal
B. Greening Wire Cloth Co., Ltd., Hamilton
Laidlaw Bale-Tie Co., Ltd., Hamilton
Lewis Bros., Ltd., Montreal
Northern Electric Co., Montreal
Northern Bolt Screw & Wire Co., Owen Sound
Steel Co. of Canada, Hamilton
Western Wire & Nail Co., London
Wire Mats
B. Greening Wire Cloth Co., Ltd., Hamilton
Wire Rope
Baines & Peckover, Toronto.
Wrapping Paper
McArthur & Co., Alex., Montreal, Que.
Wrenches and Accessories
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Keystone Mfg. Co., Buffalo, N.Y.
L. S. Starratt Co., Athol, Mass.
Trimont Mfg. Co., Roxbury, Mass.
Will B. Lane, Chicago, Ill.
J. H. Williams Co., Brooklyn, N.Y.
Wrenches, Alligator
Bridgeport Hardware Co., Bridgeport, Conn.
Wrenches, Ratchet
L. S. Starrett Co., Athol, Mass.
Spielman Agencies, Montreal
Wrought Nipples
Canadian Tube & Iron Co., Ltd., Montreal
Wrought Couplings
Canadian Tube & Iron Co., Ltd., Montreal
Wringers, Hand and Power
Beaty Bros., Fergus, Ont.
Caverhill, Learmont & Co., Montreal
Dowswell, Lees & Co., Hamilton.
J. H. Connor & Sons, Ltd., Ottawa
Lewis Bros., Ltd., Montreal
Merchants Hardware Specialties, Ltd., Calgary, Alta.
Zinc, Bar
Canada Metal Co., Ltd., Toronto

There is always a demand for articles of real merit.

NEWMAN'S LINES

of SPRING HINGES, FLOOR HINGES, DOOR CHECKS and SPRINGS OF ALL KINDS, PANIC BOLTS, FANLIGHT GEARING, etc.

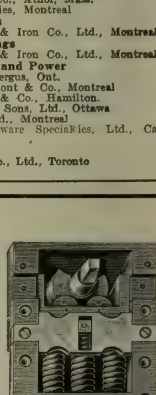
Will not stay with you long—they are quality goods: there is profit for you in them.
Be sure to get lists and full particulars now.

Wm. Newman & Sons, Limited

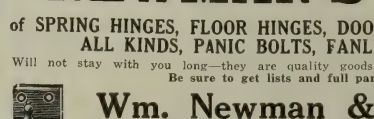
Birmingham, England

Enquiries to

Frederic Sara & Company
Calgary, Alta.



"Invincible" Floor Spring



Rod Spring

Regulating Spring Hinge

TRADE MARKS

Any trade-mark shown on this page, when stamped on an article of hardware, is the manufacturer's personal "O.K.," guaranteeing the quality of the product.

BRASS CHECKS

Drop a card for prices and particulars.

HAMILTON STAMP & STENCIL WORKS, LTD.
HAMILTON, ONT.

BLUE LABEL LAMPS

ALWAYS SATISFY
Made by
The Canadian Tungsten Lamp Co., Limited
Hamilton, Canada

FOOD CHOPPERS

Knives and plates made from wrought Swedish steel of finest quality. These choppers may be had tinned all over or enamelled white inside and japanned red outside. Stock carried.

F. W. LAMPLOUGH & CO.
Unity Bldg., Montreal

PATENTS

PATENT YOUR IDEAS

Get list wanted by manufacturers and our "Reference Guide for Inventors." Send sketch for free report as to patentability. Patents secured or our fee returned.

Harold C. Shipman & Co., Patent Attys.
Central Chambers, Ottawa, Canada

The PARMENTER BULLOCH CO., Ltd

GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

TRADE **SAWYER** MARK
Registered

STITCHED CANVAS BELTS
"THE QUALITY BELT"
PLEWES LIMITED, Distributors, WINNIPEG

"Climax" Paper Balers

Turn Waste Paper Into Money

FREE—10 DAYS' TRIAL.

12 sizes.
Made of Steel.
Reduces your fire risk.
Salesmen and Dealers Wanted.

CLIMAX BALER CO.
HAMILTON, ONT.

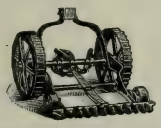
BATH ROOM FITTINGS

K NIAGARA
KINZINGER, BRUCE & CO., LIMITED
NIAGARA FALLS, CANADA
WHAT WE MAKE WE GUARANTEE

AUTO ACCESSORIES

THE CLIPPER

There are three things that destroy your lawn. Dandelions, Buck Plantain and Crab Grass. In one season the Clipper will drive them all out. All dealers should investigate selling possibilities. Drop us a line and we will send circular and prices.



CLIPPER LAWN MOWER CO. Dixon, Ill.

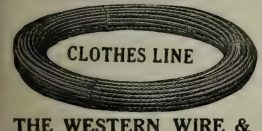
CANADIAN CANOES

All Wood and Canvas Covered
Catalogue "H" on request
THE CANADIAN CANOE COMPANY LIMITED
216 RINK STREET PETERBOROUGH ONT.

Strong, Easy-Running Trucks

Made in all styles and sizes. Stocked for quick deliveries. Rubber tired if ordered. Made to order. Also hand trucks. Repairs supplied.

John Watson Mfg Co. Ltd.
Winnipeg



Our CELEBRATED HOLLOW CABLE CLOTHES LINE WIRE

Smoothest and most pliable made.

Wire Nails, Coiled Spring, Barb and Plain Fence Wire, Oiled and Annealed Wire Staples, Fence Hooks, etc.

THE WESTERN WIRE & NAIL CO., Limited, LONDON, ONT

NORCROSS
Garden Cultivator-hoes

"Used the World Over"
Send for Catalog

C.S. Norcross & Sons, Bushnell, Ill.

Make Your Own Paper Money

Paper you are burning or throwing away is worth money when baled. Left laying around, it is a nuisance and a danger. It can be turned into dollars with a

Perfection PAPER Baler

Strongest, simplest, most efficient and easiest to operate — Full particulars from SPIELMANN AGENCIES RGD 45 St. Alexander St., Montreal.

WRITE TO-DAY

STERLING

Hack Saw Blades and Machines

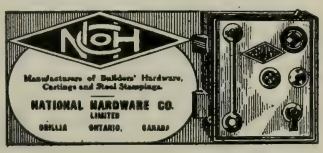
Manufactured by

Diamond Saw & Stamping Works
BUFFALO, N.Y.

BEAR BRAND LAMP BLACKS

A Germantown of quality that gets big business

WILCKES, MARTIN, WILCKES CO.
175 WILLIAM ST NEW YORK



send for our circulars and post up on stronger soldered joints.

Bissett & Webb Ltd.
126 Lombard St. Winnipeg Canada

ARE YOU GOING OR COMING?

This is a reprint of an advertisement well worth your reading. It appeared in full page space in the Chicago *Tribune*. It was written by Wm. Hart, one of the best known advertising men in the United States. It can be applied equally well to Canada and to Canadian business men.

WHAT is your business going to be after the war—an institution or a memory? Are you grooming yourself for second place—for oblivion—or for leadership? You may have anything you want—but you must decide *now*.

You cannot eat our cake and have it too. You cannot hide your head in the sand until the storm is over and then make the public believe that you are one of the country's big, bold captains of industry.

This country isn't going out of business!

J. Pierpont Morgan, the elder, made his money "by always being a bull on the United States!" No matter what else went up or down, he always played the United States for a rise. Don't you think he would play the game the same way today—and don't you think he would win bigger than ever?

Have you a better system to suggest? Are you playing it? And is it working? And does your pessimism make you happy? Or are you a little more nervous, a little less confident each day? And has your state of mind anything to do with your fitness to hold a big business together and to maintain or increase its momentum?

The country's going ahead just the same — with or without you — but don't you wish, just for your own sake, that you had a little more of that Morgan faith and optimism and the courage they breed?

This war period is the acid test! It's going to spotlight the big men in American business—the creators, the men of imagination, foresight and staying-power — the men who were "always bulls on the United States."

IF your business is built on *publicity*—on the public's knowledge of you and its good-will toward you—are you going to keep that knowledge alive and that good-will active—or not?

Suppose you can't fill your orders now—suppose your facilities are all taken up with war work—or you can't get enough cars to ship in—or the public isn't buying your goods just now—or any one of a thousand things—are you going to invite the public to forget you?

Suppose the war lasts five years and you can't make a dollar during that period and your normal profits are a million dollars a year, is it worth anything to you to keep your good-will active and growing —and to position yourself for a profit of one or two millions a year after the war?

How much is your good-will worth—isn't it easily worth ten times your annual earning capacity? Do you want to forfeit an asset like that just because you can't cash in on it for a year or two, or maybe five? How long has it taken you to build it—and how much has it cost you? Do you want to buy it all over again? Do you think you can buy it any more quickly or cheaply the next time?

And how long do you think it will be good for in these times, when the public has more to think about besides you than it ever had before? The public has a short memory. Are you willing to risk its forgetfulness—even to invite it? Figure it out in dollars and cents. *Can you afford it?*

RETRENCH? Of course! But *retrenchment* does not mean *retreat*. To *conserve* does not mean to *quit*.

Retrenchment means "stripping for action"—that's all; cutting out the impedimenta and getting down to real business. American business must now be "stripped for action"—but stripping does not mean starving. You have to strip an athlete, but you cannot starve him and make him win. You merely stop feeding him cocktails and candy and give him milk and meat instead!

Are you Going or Coming?

And conservation means the *development* of resources instead of their *waste*—that's all. When the government started in to conserve the forests it didn't *neglect* them. It hired good *men* and spent good *money* to develop them. That's what conservation means — *development* through proper care and nourishment. **You don't** believe in *deterioration*, do you? Then you do believe in conservation.

Words like retrenchment and conservation scare some men out of their senses. But the truth is that retrenchment and conservation are the two best things that ever happened to us. It will be worth the huge financial cost of the war to get them permanently into the fabric of American business. Before we're ten years older we'll all thank God that something happened to put these two words into our vocabulary—or we'll be out of business—listed among the casualties of war.

WE DON'T believe that American business men are quitters—that in the face of present conditions they intend to create a *new* tradition of *retreat*. We must learn a new technique of business, a better one, one that's going to give us more and better business. But no real business man ever hesitated before new and difficult problems. These are the things that weed out the unfit and make business better, healthier, sounder for everybody that's left.

That's what is happening right now. A good many businesses are losing ground that it would be easier to hold than it ever will be to regain. Good-will does not stand still—it goes forward or back.

The calmest judges of affairs in the country prophesy a post-war period of prosperity for America such as the world has never seen! And every man who thinks knows that it is true. The figures of after-the-war trade are going to stagger even the optimists. A *world* is to be rebuilt, re-clothed, re-furnished and re-stocked—entertained, amused and educated all over again. The institutions that build their places in the public good-will *now* are going to do the job—at enormous profit and satisfaction to everybody concerned.

The world's present facilities are totally inadequate to the new job. The only sane course for American business men, therefore, is to build *now* for the future. The real leaders in every industry *must* do it—and *will* do it—because it is the price of leadership.

BUSINESSES that are firmly intrenched in the public *mind* and the public *good-will* when the war ends are going to make fortunes while the others are getting started! Yours will not be one of them unless you lay the foundation *now*.

The best proof that the MacLean publications are performing a real service is found in the fact that each publication is showing a gain in circulation and this in spite of an increase in subscription price due to increased costs.

The MacLean publications are keeping abreast of new conditions, and are enabling their readers, by very practical plans and suggestions to meet successfully the ever changing conditions due to the war.

Here is the list. Every publication is a leader in its field.

One Commercial Newspaper—

The Financial Post	Weekly

Six Trade Newspapers—

Hardware and Metal	Weekly
Canadian Grocer	Weekly
Dry Goods Review	Monthly
Men's Wear Review	Monthly
Bookseller and Stationer	Monthly
Sanitary Engineer	Semi-Monthly

Two Magazines—

MacLean's Magazine	Monthly
Farmers' Magazine	Semi-Monthly

Five Technical Newspapers—

Canadian Machinery	Weekly
Power House	Monthly
Canadian Foundryman	Monthly
Marine Engineering	Monthly
Printer and Publisher	Monthly

Those Hard-To-Get-At Nuts

In every garage, machine shop, blacksmith shop and factory in your locality there's a lot of unnecessary cussing that you can turn to profit.

Those nuts that are so hard to get at with an ordinary wrench are easy prey to the Original "Westcott" adjustable "S" Wrench. The "Westcott," besides being the most convenient and useful wrench for ordinary use, can be used in places inaccessible to the Monkey-Wrench. It stops the cussing and adjusts the nut quickly and effectively.

"Westcott" Wrenches are fully guaranteed to do their duty. We empower you to refund the purchase price of any "Westcott" that fails.

The "Westcott" is easily adjusted by the hand that holds it. Its handle is made of first-class refined malleable iron and the jaws of forged steel scientifically heat treated.

If your jobber cannot supply the "Westcott," write us and we will tell you who can.

The Keystone Mfg. Co., Buffalo, N.Y.
POSTAL STATION B.

The L. Martin Co. *Headquarters for*

GERMANTOWN LAMPBLACKS

IN

ENGLAND and AMERICA

Originators of Eagle, Old Standard, Globe and Pyramid Germantown Brands.

Suppliers of Bulk Blacks to the highest class Grinding Trade.

THE L. MARTIN CO.

Montreal Toronto
Philadelphia New York
Winnipeg
London, Eng.

Improved Patent Flush Handle

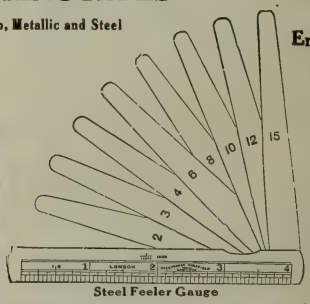
CHESTERMAN'S

TRADE MARKS
J C
CONSTANTIA J C

MEASURING TAPES

Linen, Metallic and Steel

TRE BLE



Engineers' Small Tools

Steel Rules, Gauges, etc.

Steel Feeler Gauge

For Prices, Catalogues, etc., apply to

F. H. SCOTT, 404 Coristine Bldg., Montreal

Advertising makes for better merchandise—

Not only does advertising create a good impression regarding the merchandise advertised but it MAKES FOR BETTER MERCHANDISE. There are added responsibility and written-printed claims to substantiate.

MAKING BAR IRON

Wrought Iron is Worked Iron, therefore the more the Iron is worked, the better the quality.

LONDON BAR IRON

is worked thoroughly with one object in view

The Quality the Consumer Requires

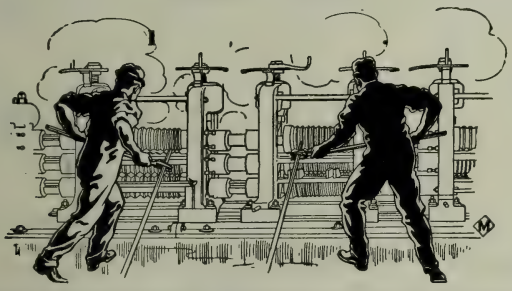
Drop us a line for full particulars and prices

Manitoba--Bissett & Webb, Winnipeg

British Columbia--McPherson & Teetzel Vancouver

LONDON ROLLING MILL Co., Ltd.

LONDON, CANADA



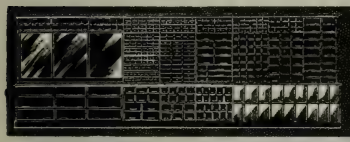
SHARRATT & NEWTH'S

GLAZIERS' DIAMONDS are unequaled for cutting and wearing qualities.

To be obtained from Dealers in Glass, Hardware and Painters' Supplies

Agents: A. RAMSAY & SON COMPANY, Montreal

Glaziers' Diamonds



Wall Cases, Shelving, Display Counters, Nail Bin Counters, Screw Cases—all kinds of Store Fittings.

The quality of our goods is top-notch, prices right.

CAMERON & CAMPBELL, Manufacturers

Toronto, Canada

Mr. Manufacturer, We Get Results in the West

This organization includes a bunch of live salesmen who are calling regularly on both the wholesale and retail trade throughout Western Canada. We are getting good business for our clients because we know our field thoroughly and cover it often. If yours is a good line we certainly can get business for you. Get in touch with us.

Geo. W. Griffiths & Co., Ltd.
Winnipeg

"Delta" Files

—we'll help you sell them

TRADE MARK

DELTA

If the "Delta" Dealer never said a word about these good files but just kept handing them across his counter day by day he would gradually build up an enviable reputation for the quality of files he sells. But we believe in hurrying up that good reputation by telling our agents' customers facts about "Delta"—facts which interest file users and induce them to buy "Delta."

If you want to take on the "Delta" File Agency in your district we will help you make it the most profitable line in your stock. We'll help you interest all the big users of files and show you how to close them up.

This is a genuine plan we want you to try, so write and get full particulars.

DELTA FILE WORKS

PHILADELPHIA, PA.

CANADIAN AGENTS:

H. S. Howland, Sons & Co., Toronto; Starke, Seybold, Montreal; Wm. Stairs, Son & Morrow, Halifax; Merrick-Anderson Co., Winnipeg.

ALL LEADING JOBBERS.

MANUFACTURERS SUPPLIES

Firms advertising in this department are particularly interested in supplying requirements of manufacturers, and solicit their inquiries.

Acme Waste Mfg. Co.

LIMITED

Cotton and Wool Waste Manufacturers

482 Wellington Street West, Toronto, Ont.
5 Queen Street, Montreal, Que.

Western Representatives:

P. A. C. McINTYRE & CO.
206 Scott Block, Winnipeg, Man.

Write to any one of these places when in need of waste.

C. KLOEPFER, LIMITED

Edward Halloran, Manager

44-50 Wellington Street East, TORONTO
And at Guelph

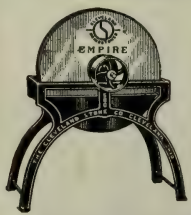
IRON and STEEL

HEAVY HARDWARE

AUTOMOBILE ACCESSORIES

Cleveland Grindstones

It's in the Grit



Sandstone of commerce is made from sand, which is pressed together in Nature's wonderful laboratory.
There are about 20 different grades—from coarse to fine.
"Cleveland Grindstones" are carefully selected by experts of years' experience.
Ask your jobber for "Clevelands." Write for folder, "Selection and Care of a Grindstone."

THE CLEVELAND STONE CO.
1836 EUCLID AVE., 8th Floor CLEVELAND, O.
Bissett & Webb, Limited - Winnipeg - *Western Distributors*

ACME

PATENTED

This is the trade mark to look for in buying your Box Strapping, Corrugated Fasteners, Steel Mats, Running Board Mats, Clasp, Box Corners, Bed Fasteners.

Acme Steel Goods Co. of Canada, Ltd.
MONTREAL

British Columbia, R. G. Bedlington & Co., Vancouver; Alberta and Saskatchewan, Frederic Sara & Co., Calgary; Manitoba, P D. Macbeth, Winnipeg; Western Ontario, W. J. Grant, Toronto; Toronto City, Lynch & Manley, Toronto; Eastern Ontario, L. E. Adams, Toronto; Montreal City, J. M. Paquin, Montreal; Quebec City, Landry & Simard, Quebec; New Brunswick, St. John Sales Co., St. John; P. E. Island, Jas. D. Offer, Charlottetown; Newfoundland, Walter Clouston, St. John's.

WILKINSON & KOMPASS

TORONTO HAMILTON WINNIPEG

IRON AND STEEL

HEAVY HARDWARE

MILL SUPPLIES

AUTOMOBILE ACCESSORIES

WE SHIP PROMPTLY

LACE LEATHER

in

Sides, Backs and Cut;
Raw-Hide and Tanned

W. TAYLOR
TANNER
PARRY SOUND, ONT.

If interested, tear out this page and keep with letters to be answered.

Look for the full name

Russell Jennings

stamped on the round of our

Auger Bits

The original double twist auger bit, patented by Mr. Russell Jennings in 1855

Russell Jennings Mfg. Co.

CHESTER, CONN., U.S.A.

JOSEPH RODGERS & SONS

SHEFFIELD, ENG. LIMITED

Avoid imitations of our

CUTLERY

By seeing that this exact mark is on each blade

REGISTERED TRADE MARK

GRANTED 1682.

SOLE AGENTS FOR CANADA

James Hutton & Company

MONTREAL

GLUE

IN PACKAGES

Put up in the way that best appeals to the people—that's "Brantford" GLUE

It's an all 'round glue and makes good profits for dealers.
In ¼, ½ and 1 lb. packages at your jobbers.

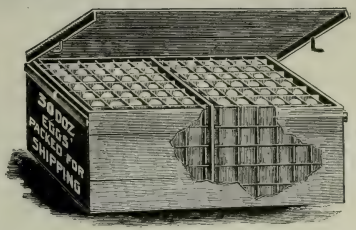
CANADA GLUE CO., Limited, Brantford, Ont.

BOLTS

Our large stock of Carriage and Machine Bolts and Coach Screws, Rivets, Nuts and Washers, assures quickly filled orders and prompt shipment. Our quality and price please everybody.

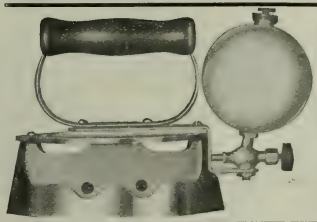
LONDON BOLT & HINGE WORKS
LONDON, CANADA

THE MILLER BROS. CO., LIMITED



Manufacturers of
White pulp egg case fillers and extra flats in standard and extra large sizes for 12 and 30 dozen egg crates.
20-38 DOWD STREET, - MONTREAL, CANADA

Big Spring and Summer Seller



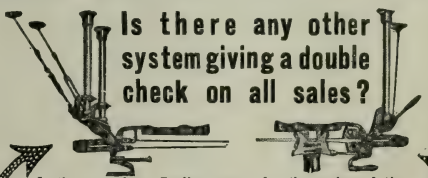
Every housekeeper—city or country—a likely purchaser of the

"Comfort" Iron

Makes its own gas, two-pointed, self-heating, self-cleaning. Operates easily at low cost. Looks good and makes good, guaranteed. Sells fast.

Ask your jobber for particulars or write direct.
Dept. 16.

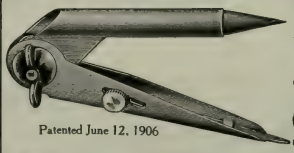
National Stamping and Electric Works
410-424 S. Clinton St. - - Chicago, Ill.



Is there any other system giving a double check on all sales?

Is there another affording means for the saving of time and labor by obviating running—as it does?
Is there another placing the responsibility for the proper care of all money and charges on the custodian in your office—where it properly belongs?
Have you thought the matter over and considered how best these questions may be answered?
Our four-page leaflet tells crisply about it. A post card will bring one to you.

GIPE-HAZARD STORE SERVICE CO., LTD.,
113 Sumach St., Toronto, Can.



Patented June 12, 1906

F. BRAIS & CO.

Manufacturers of

The Improved Gem Scriber

Useful to all mechanics—carpenters especially. Takes the place of the compass, and being very small (cut is two-thirds of actual size) it can be carried in the vest or overall pocket without danger as the points are blunt. Ask your "Hardware Dealer" for it. If he does not carry them in stock insist that he get it for you. Look for the brand of F. Brais & Co. Those using the "Gem Scriber" claim it to be one of the handiest tools on the market.

MANUFACTURED BY

F. BRAIS & COMPANY

1349 EAST 90th STREET CLEVELAND, OHIO

CROWBARS

No. 102-A—CHISEL POINT

We offer you bars made of High Carbon Steel at the same price as you are buying the Mild Steel Bar elsewhere. Send us a trial order.

B. J. COGHLIN CO., LIMITED, Office and Factory: Ontario St. East, MONTREAL

TARRED FELT

SPECIFY DOMINION BRAND

J. H. McCOMB, LIMITED Manufacturers of all kinds of Building Paper, Pitch and Coal Tar **MONTREAL**

THE PROGRESSIVE MANUFACTURING CO.
Torrington, Conn., U.S.A.

FORSTNER BITS

bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTER. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability. Made for Brace—made for machine. Packed singly; packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Only through your jobber to-day.

CANADIAN TUBE & IRON CO., LIMITED

MANUFACTURERS OF

BOLTS and NUTS

Carriage Bolts, Coach and Lag Screws, Tire Bolts, Machine Bolts, Sleigh Shoe Bolts, Plow Bolts, Track Bolts, Square Nuts, Hexagon Nuts Boiler Rivets, Tinners' Rivets, Etc.

TRADE MARK

WROUGHT PIPE

Black and Galvanized, sizes ⅛ in. to 4 in., is thoroughly inspected and tested to 600 lbs. pressure, and every length is branded with our trade-mark.

We also manufacture NIPPLES in all sizes—black or galvanized.

WORKS: LACHINE CANAL, - - - - - MONTREAL

The Peterboro Lock Mfg. Company, Limited

Peterboro, Canada

Established 1885

MANUFACTURERS OF

BUILDERS' HARDWARE

Ship Hardware, Saddlery Hardware, Padlocks, Door Checks, Brass and Iron Castings, Stampings and other Hardware Specialties.

Kindly mention this paper when writing to the advertisers.

Higher Selling Costs

How Will You Meet Them?

Selling costs are on the rise.

Representative hardware dealers everywhere report definite increases this year in business expense. These advances range from 3 to 8 per cent.

The profit-rise is not as rapid as the expense-rise. There is new need for items of ready sale and adequate profits.

Many up-to-date hardware dealers are finding a business balance-wheel in Gargoyle Mobiloils. From country cross-roads to city corners Gargoyle Mobiloils have a steady influence on hardware profits.

The reasons are plain:

Gargoyle Mobiloils yield a substantial profit. These profits are assured profits that will grow. They are assured by the steady demand of motorists. They will grow if you put behind them a real selling effort.

Progressive hardware dealers who sell Gargoyle Mobiloils know that there is a multiplied sales opportunity in every motorist in town.

They see in Gargoyle Mobiloils sales more than simply a good profit on oil. They see a chance also to sell to motorists other lines—paints, tools, stoves, hardware, etc.

Why?

The Gargoyle Mobiloils Chart of Recommendations gives to your advice the authority of the many years' experience of the Gargoyle Mobiloils Board of Engineers. This Chart establishes you as a lubrication expert, capable of giving personal advice.

It is such personal service that makes permanent customers of casual oil buyers.

If you display the complete line of Gargoyle Mobiloils with the Chart of Recommendations, you are equipped to correctly lubricate every car on the road.

Automobiles are a permanent and growing factor in Canadian life. You can make the profit on automobile lubricants one of the steadiest profits in your business.

Write us at Room 704, Imperial Oil Bldg., Toronto, for 64-page booklet, "Correct Lubrication," containing Charts of Recommendations for all makes of automobiles, tractors, motorcycles and motor-boat engines. Ask for full information regarding our proposition to dealers.

GARGOYLE

Mobiloils

A grade for each type of motor

IMPERIAL OIL LIMITED

Manufacturers & Marketers of POLARINE MOTOR OILS & GREASES

Marketers of *Gargoyle Mobiloils* in Canada

BRANCHES IN ALL CITIES

FAIRBANKS-MORSE FRESH WATER SYSTEMS

A Dual Service System

Water wherever you want it, in House, Barn or Yard, direct from well to faucet.
Air for Automobile Tires.

Water is not stored in tanks, as in other systems. The tank is used only for compressed air.

The amount of water pumped at a single charge of the air tank depends only on size of tank and air pressure.

The Fairbanks-Morse Fresh Water System is the

Simplest to Install

Simplest to Operate

Simplest to adapt for any capacity.

Every sale of a Fairbanks-Morse Fresh Water System carries with it all kinds of pipe, valves, fittings, etc., from your regular hardware lines.

We will furnish all the information, expert advice, installation plans, bill of materials, etc. We have an attractive dealers' proposition which will interest you.

Write for it.

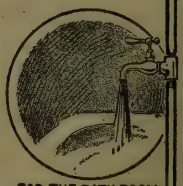
The System
Engine or (Motor)
Air Compressor
Tank
Pump
Sundry Pipe
Fittings, Gauges,
Faucets, etc.

Capacity.
Built for wells from 2" to 12" in diameter. Will operate up to 350 ft. head.

The Canadian Fairbanks-Morse Co., Limited

"Canada's Departmental House for Mechanical Goods."

St. John, Quebec, Montreal, Ottawa, Toronto, Hamilton, Windsor, Winnipeg, Saskatoon, Calgary, Vancouver, Victoria.


FOR THE BATH ROOM

IN THE KITCHEN

AT THE BARN

Why You Should Be A Michelin Dealer

No. 5

Michelin Advertising Reaches Practically Every Motorist

Michelin advertising reaches practically every motorist in Canada—not just once or twice, but regularly and frequently.

Big Michelin advertisements appear in the leading Canadian magazines, farm journals and newspapers, as well as in many periodicals published in the United States that circulate extensively in Canada.

This advertising drives home the fact that Michelin Dealers offer their customers greater value and satisfaction for their money than can be had anywhere else.

Michelin has been telling the motorists in your territory to go to the Michelin Dealer.

Is this great force behind ***your*** business? If not, why not?

Write for full particulars of Michelin's dealer-proposition.

MICHELIN TIRE CO. OF CANADA, LTD.
782 St. Catherine Street West
MONTREAL, CANADA

MICHELIN

Over 5,000,000 Motorists

will read the Thermoid Story

BRAKES INSPECTED 1918

"Go to your Dealer"— "Have your brakes inspected"

THAT is the doctrine we are preaching to over 5,000,000 car and truck owners.

In each of the forty advertisements being run in the publications shown above we are urging motorists to join the "Brake Inspection Movement." We are sending him to his dealer to have his brakes inspected.

If a motorist comes to your store for brake inspection, and you find that his brakes need new brake lining, it will mean a sale for you.

Very likely he will also buy other necessary supplies and accessories besides brake lining. It may be your opportunity to make a new customer.

Thermoid superiority is proved

If you will carry a stock of Thermoid Brake Lining, you will find that the service we give our dealers is equaled by the service Thermoid gives the motorist.

Here are three reasons why Thermoid Brake Lining will give satisfactory service to your customers and thus increase your good-will:

More material, greater service

1. There is over 40% more material and 60% more labor used in the manufacture of Thermoid Hydraulic Compressed Brake Lining than in any woven brake lining. This abundance of material and labor must mean longer wear.

Grapnalized

2. Thermoid Brake Lining is Grapnalized, an exclusive process which creates resistance to moisture, oil and gasoline. Moisture causes brake lining to swell, making it grab or slip.

Hydraulic compressed, uniform throughout

3. Every square inch of Thermoid is hydraulic compressed at a pressure of 2,000 pounds. Thermoid is uniform all the way through. It cannot compress in service. There are no soft spots to wear out quickly. It will give uniform service until worn cardboard-thin.

Endorsed by automobile manufacturers

The engineers of fifty-one leading car manufacturers, ten of the most prominent axle-makers, all leading jobbers and thousands of dealers have selected Thermoid Brake Lining because of its dependability.

We are co-operating with jobbers and dealers to make this season the biggest ever, not only in Thermoid Brake Lining, but in all branches of their business.

Advertising campaign in your city

Our new book, "The Brake Inspection Movement and What It Means to Dealers" tells in detail how we have planned to advertise your store direct to the car owners of your city—over your name. It is jammed with interesting and profitable ideas for increasing your business.

If you have not received your copy of this book, write for it to-day.

Our guarantee: Thermoid will make good or —WE WILL.

Thermoid Rubber Company

Factory and Main Offices: Trenton, N.J.

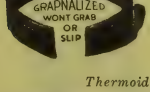
Branches

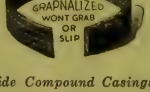
New York Chicago San Francisco Indianapolis Detroit Los Angeles Philadelphia Boston Pittsburgh London Paris Turin

Canadian Distributors

The Canadian Fairbanks-Morse Company, Limited Montreal

Branches in all principal Canadian cities





Brake Inspection Movement

Prominent officials, leading clubs and organizations and motorists everywhere have endorsed this big national movement to reduce automobile accidents by having all brakes inspected before the touring season begins, and regularly thereafter. Give it your support. Tie it up with your store.

$\frac{V^2}{10.8}$

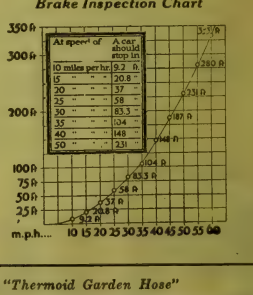
Will your car do this?

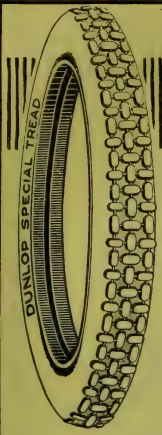
Automobile engineers have proved that when brake mechanism is right and road conditions average, any car should stop at distances and speeds given by the chart.

V^2 means the square of the velocity or speed of your car. 10.8 is the proved factor of retardation under average road conditions. This factor decreases on smooth slippery roads to 6.7 and increases as high as 17.4 on rough worn roads. The chart represents the average condition and other conditions can readily be figured by changing the factor within the given limits.

Remember that your brake mechanism is not "right" unless its brake lining has the ideal co-efficient of friction. The better the brake lining the quicker your stop.

Thermoid Brake Inspection Chart





DUNLOP TIRES

SEAL OF QUALITY

AUTOMOBILE

Are You Seriously in the Tire-Selling Business?

Every tire dealer in every part of Canada will find food for thought in our next sentence:—

"No other rubber company in Canada can compare with Dunlop in length of auto tire manufacture or experience in co-operating with the dealer for successful tire-selling."

Our auto tire business alone to-day is greater than our total business in all lines two years ago. That surely indicates two things:—

That we have obtained a good measure of the new business, and **retained a goodly measure of the old.**

We need not point out to you that the automobile is now a mammoth industry; but it is important that you realize that the first automobile tires ever made in Canada were made by us. The auto tire to-day, with all its perfection, is the enlargement or outcome of our original patented bicycle tire.

Because we were successfully manufacturing bicycle tires and other rubber products when the automobile first came, we feel we have been in closer touch with every angle of the industry than any other tire-maker. All the more reason, we should think, why every dealer should know all about the Dunlop Line and the Dunlop Plans. Our men are competent to talk to you about tire-selling, and they'll be perfectly frank with you, too.

DUNLOP TIRE & RUBBER GOODS CO., LIMITED

HEAD OFFICE AND FACTORIES: TORONTO

Branches: Victoria, Vancouver, Edmonton, Calgary, Saskatoon, Regina, Winnipeg, London, Hamilton, Toronto, Ottawa, Montreal, St. John, Halifax

Makers of High-Grade Tires for Automobiles, Motor Trucks, Bicycles, Motorcycles and Carriages; and High-grade Rubber Belting, Packing, Fire Hose and General Hose, Dredge Sleeves, Military Equipment, Mats, Tiling, Heels and Soles, Cements, Horse Shoe Pads and General Rubber Specialties.

If interested, tear out this page and keep with letters to be answered.

CANADIAN GENERAL ELECTRIC CO.

LIMITED

CAPITAL PAID UP - $10,000,000.00
SURPLUS - - - 4,466,293.00

AUTOMOBILE SUPPLIES AND ACCESSORIES

INCLUDING

KLAXON HORNS
HOLOPHANE LENS
EVERGOOD BUMPERS
DEFENDER AUTO
LOCK SWITCH
WEED CHAINS
SHALER VULCANIZERS
KOPPER KING SPARK PLUGS
GOLIATH SPARK PLUGS
MAZDA AUTO LAMPS
CHAMPION SPARK PLUGS
EXIDE STORAGE BATTERIES
COLUMBIA DRY BATTERIES
ATWATER-KENT IGNITION
CLASSCO AUTO LAMPS
TUNGAR RECTIFIERS

GENEMOTOR (starting and lighting for Fords)

HAVE YOU RECEIVED OUR 1918 CATALOGUE?
Our nearest office will be glad to send you a copy.

CANADIAN GENERAL ELECTRIC CO.

LIMITED

HEAD OFFICE - TORONTO

Branch Offices: Montreal Halifax Sydney Ottawa London Cobalt South Porcupine Winnipeg Calgary Edmonton Nelson and Vancouver

If interested, tear out this page and keep with letters to be answered.

For Ton Trucking Purposes

Ford

ONE-TON TRUCK

BUSINESS men everywhere who have hauling or delivering problems to consider—whether operating a wholesale business, a retail store, or a farm—will welcome the arrival of the Ford One-Ton Truck.

PRICE

$750

F. O. B.
FORD, ONT.

Heretofore, the Ford user who wanted to carry loads up to a ton found it necessary to get one of several special attachments or extensions which were on the market. Now the standard Ford truck is available—a car that can withstand the drudgeries of commercial use, and yet lacks superfluous weight, and is easily handled.

Supplied as chassis only

The truck differs from Ford passenger cars in that it is specially designed throughout in proper pattern and strength for heavy-duty service. It has a final drive of the worm gear type, so that all gears are enclosed. Rear wheels are equipped with solid tires. Front tires are pneumatic. Standard Ford motor, transmission and ignition.

The largest truck and automobile company in the British Empire, with an organization of more than 700 Canadian dealers stands back of every Ford truck purchased.

See any Ford Dealer in Canada, or write for a catalog

Ford Motor Company of Canada, Limited
Ford, Ontario

If interested, tear out this page and keep with letters to be answered.

A Niagara Grinder on the job

He works faster with Carborundum Compound

One use for Aloxite Cloth

A Trio of Carborundum Products that will Increase Your Auto Accessory Profits

THE three best sellers in the Carborundum line for the garage trade are Carborundum Valve Grinding Compound, Carborundum Niagara Grinders and Aloxite Cloth. Add them to your accessory line NOW. Repair work is speeding up, garage men are at their busiest.

Let them know how quickly, how easily Carborundum Valve Grinding Compound cuts, leaving a clean, unscored valve seat—saving time—saving effort.

Tell them how handy and serviceable a Carborundum Niagara Grinder can be about a garage for grinding tools, parts and fittings.

Acquaint them with the fact that Aloxite Cloth cuts cleaner, and faster, lasts longer and is in every way more efficient than emery cloth.

Then ring up the Sales

For complete information on these products, write our hardware department

Are your using Carborundum trade helps to good advantage?

The Carborundum Company, Niagara Falls, N. Y.

If interested, tear out this page and keep with letters to be answered.

Champion "X" for Ford cars. Price, 75 cents.

Champion "Maxwell" for Maxwell cars. Price, $1.00.

Champion "O" for Overland cars. Price, $1.00.

Champion Regular for Studebaker cars. Price, $1.00.

Champion

Dependable Spark Plugs

are more than half sold when the customer reaches your store

The dealer who carries the complete line of Champions does not have to *sell* spark plugs. He simply supplies the demand that we have created.

For years we have been educating users of the dependability of Champions and have backed up that education with the guarantee of "Absolute satisfaction to the user, or free repair or replacement will be made."

An appreciative public has come to realize that Champions mean spark plug reliability and satisfaction —that is why more Champions are in use than all other plugs combined.

That is the best possible reason why you should stock the full line of Champions—the plugs that are in greatest demand—the plugs that the great majority of motorists have come to depend upon for real spark plug service—the plugs that offer you a living profit—the plugs that are backed by a big, live campaign of promotion that has more than half sold Champions to your customers before they reach your store.

Look over your spark plug stock now and order from your jobber a complete line of Champions that you may be in a position to capitalize our promotion to your own profit.

Champion Spark Plug Co.
of Canada, Limited

Windsor, Ontario

Champion Long for McLaughlin cars. Price, $1.00.

Champion Heavy Duty for medium powered cars. Price, $1.00.

Champion Heavy Stone for high powered cars. Price, $1.25.

Champion Priming Plug. Price, $1.25.

If interested, tear out this page and keep with letters to be answered.

RED SIDE WALLS

"Classify Your Car

—as a car tired with leaders in the field."

If Diamond Tires were sold at so much per delivered mile their first cost would be among the highest.

For Diamonds **cost less to buy.** In every kind of service all over the U.S. and Canada, Diamonds are cutting tire upkeep.

For after all, the purchase price means nothing if the tire does not wear well; if it does not **cost less to run.**

In buying Diamonds your customer begins to cut tire "upkeep" costs from the first minute. He keeps on cutting "upkeep" the more he runs it. Diamond Dealers usually just say this to prospects:

"When your car is equipped with four Diamonds you are cutting tire 'upkeep' **four ways at once."**

North American Hardware Supply

Limited

Wholesale Hardware Diamond Tires and Accessories

222 NOTRE DAME ST. WEST -:- MONTREAL

If interested, tear out this page and keep with letters to be answered.

THESE SPECIALTIES FOR FORD CARS ARE IN GREAT DEMAND

HARDWARE dealers generally now realize the importance of carrying a stock of Auto Accessories, for customers will invariably buy in addition, articles for the car separate from general hardware stock. The articles listed below are seasonable and quick sellers.

"Non-Set" Piston Rings

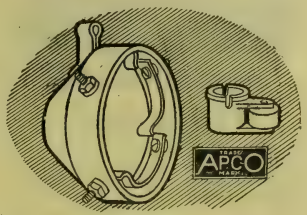
No. 8309

This step cut piston ring is a great improvement over the mitre cut type of one-piece ring. It permits expansion of the piston ring against the cylinder walls without leakage, and the lap joint automatically compensates for wear. Furthermore, these rings are made .0025 oversize, which permits of their being accurately fitted to pistons in worn or new cylinders. Each ring is individually cast, and ground down to a smooth, accurate fit.

All of these combined advantages produce a piston ring which holds the compression, thereby causing the motor to deliver its maximum power.

No. 8309—**Price**, each.....**$0.20**

Apco Timer



No. 8244

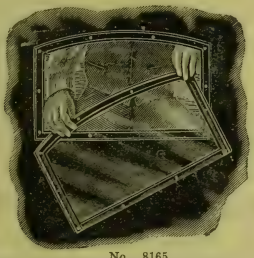
By eliminating the fibre ring and replacing the small spring on the roller with four large contact springs on the case, the Apco Timer overcomes practically 90% of the ordinary commutator troubles.

The Apco Timer is of highest quality construction throughout. Shell is a steel stamping; contacts are of clock spring steel held by special screws insulated with bone fibre, and roller is made of hardened steel and runs on a hardened steel bushing which practically insures it against wear.

The Apco Timer gives snappy action in making contacts, increases the engine speed, consumes less current and saves gasoline.

No. 8244—**Price**, complete **$1.50**

Rear Curtain Light for 1916 Models

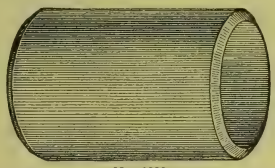


No. 8165

Made of extra heavy celluloid, substantially bound with Pantasote and has holes punched ready for attachment. Furnished with fasteners and fitted with a weather flap at bottom. Readily replaces the broken curtain without fitting of any kind.

No. 8165—**Price** **$0.90**

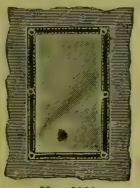
Extra Quality Radiator Hose



No. 8293

Made of high-grade fabric and rubber, smooth and seamless, not affected by oil or water.

	Length.	Outside Dia.	Price, each
No. 8293—Inlet Hose	2¾ in.	2 in.	12c.
No. 8294—Outlet Hose	3¼ in.	2⅜ in.	15c.



No. 8166

(For 1917-18 Models)

Light Curtain Rear

Furnished with fasteners ready to attach. Made of heavy celluloid with Pantasote binding. Complete set for 1917-18 Fords consists of three separate lights of the same size.

No. 8166—**Price**, each.....**$0.35**

No. 8171.

Rear View Mirror

Enables the driver to observe approaching vehicles from the rear without turning the head.

The clamp on the 12-in. arm attaches to any Ford windshield. The wing nut adjustment permits mirror to be set at any desired angle and will not jar loose. 4-inch convex lens. Black satin finish. An ornament to any car.

No. 8171—**Price** **$1.20**

Black Radiator Cap

No. 8200.

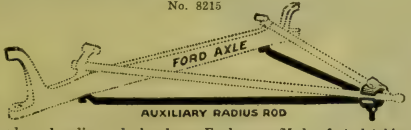
Made of extra heavy metal with black rubber finish. The deep corrugations allow of a good grip for screwing on or taking off cap.

Will lend a distinguished appearance to your car. It is much easier to take off and put on than the regular radiator cap with which the Ford is equipped.

No. 8200—**Price**, Black Radiator Cap **$0.35**

No. 8215

Hyslop Auxiliary Radius Rod



Add 100 per cent. to the safety of axle and radius rod already on Ford cars. Made of steel tubing and malleable castings. The clamps are two-piece. When rods are fastened under front axle, using same bolts holding spring shackles, a bolt is then applied to the clamp and drawn up with a nut which clamps radius and auxiliary rods, making a very rigid fastening.

No. 8215—**Price** Hyslop Auxiliary Radius rod **$1.35**

You will find hundreds of other useful articles in our 168 page catalogue; send for copy if not already supplied.

HYSLOP BROTHERS, LIMITED

Shuter and Victoria Streets, - - Toronto, Ontario

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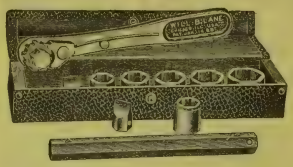

FORD SET

The Ford Set contains: 1 Handle 7 inches in length; 2 Screw-driver Bits; 1 Extension Bar 6 inches in length; SIX SOCKETS to fit all nuts and bolt heads on Ford Car, including the cylinder head.

STANDARD SET

Standard Set contains: 1 Handle 7 inches in length; 2 Screw-driver Bits; 7 Sockets to fit semi-finished Hex nuts, as follows: U.S. Standards from ¼ to ½ in.; A.L.A.M. Standards from 5-16 to 11-16 in.; Cap Screw Heads from 5-16 in. to ⅝ in.

Autoists like that ratchet feature

Lane's Unique Ratchet Wrench is ideal for close work

The autoist who has once discovered a few of the hard-to-get-at nuts and screws on his car is only too pleased to have some one introduce to him Lane's Unique Ratchet Wrench. He sees at a glance how effective the ratchet feature would be in close quarters where an ordinary tool would be absolutely useless.

Play up this ratchet feature and so arrange auto accessory displays that when motorists get up against the tool problem they will remember Lane's Unique Ratchet Wrench and come to you for a set.

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Wood-Vallance & Legatt - - - Vancouver

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Marshall-Wells Alberta Co. - - Edmonton
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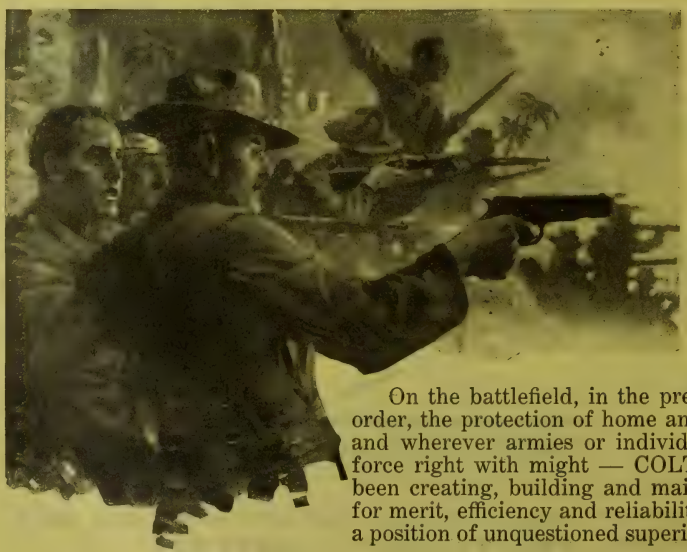
180 North Dearborn Street



COLT

Firearms

"THE PROVEN BEST BY GOVERNMENT TEST."

On the battlefield, in the preservation of law and order, the protection of home and country—whenever and wherever armies or individuals have had to enforce right with might — COLT'S FIREARMS have been creating, building and maintaining a reputation for merit, efficiency and reliability that has resulted in a position of unquestioned superiority.

Colt's Patent Fire Arms Mfg.Co.,Hartford, Conn.,U.S.A. or A. MacFarlane & Co.,Coristine Bldg., Montreal

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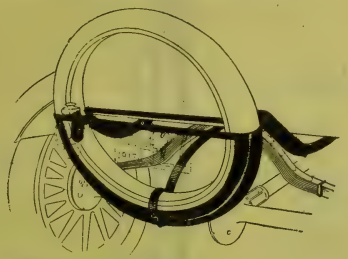
The "NIAGARA"

Rear Tire Carrier for FORD Cars



Quickly Attached, without drilling any holes.
Three Arm Support ensures rigidity.
No Chafing of Tires in Pressed Steel Basket.
Carries Demountable rim or plain tire.
Lock Furnished for safety.
Brilliant Finish in Baked Black Enamel.
Ample Clearance over the roughest roads.
Price $6.00. Write for particulars.

MANUFACTURED BY

Kinzinger Bruce & Co., Ltd.

Niagara Falls **Canada**

C.C.M. BICYCLES

Are supplied in the following nameplates:

MASSEY CLEVELAND
PERFECT RED BIRD
COLUMBIA, IVANHOE, GENDRON

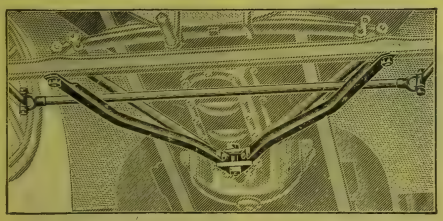
All of these bear C.C.M. Maple Leaf design on the rear upright bar, the sign of C.C.M. Quality. A number of C.C.M. Agencies are still open in certain districts.

Write for Agency terms and full particulars.

Canada Cycle & Motor Co.

Limited

Montreal Toronto WESTON Winnipeg Vancouver



Big Opportunity To Sell To Owners of Small Cars

SUB-RADIUS ROD.—A boon to small car owners. Prevents rods from breaking or bending and eliminates chance of accidents. Stops vibration. Simple, dependable, durable.

Rear Axle Truss.—Prevents rear axle housing from sagging or being thrown out of line. No extra fittings, no holes to drill, all ready to easily adjust.

These accessories are money makers. Write direct or see your jobber.

LINE & KIMBALL CO.

Manufacturers of Auto Accessories

Moose Jaw **Saskatchewan**

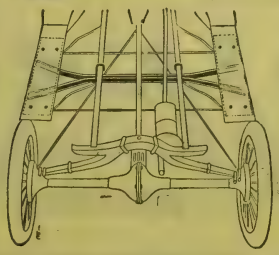
Doubles the Life of FORD Cars

Read these 10 facts about

Presto

Brace and Running Board Support

Prevents broken springs.
Prevents side swaying.
Prevents uneven strain.
Prevents running board breaking away from fenders.
Holds drive shaft in position.
Holds all mechanical parts in natural position.
Equalizes spring action.
Enables you to **carry 800 lbs.** on running board without injury to car.
Easily installed.
No holes to drill no mechanic necessary.



The Presto Brace and Running Board Support is only one of a hundred different auto accessories manufactured by us that are proving themselves the biggest sellers on the market to-day.

Investigate at once—write us for literature.

Metal Specialties Mfg. Co.

338-352 N. Kedzie Ave., Chicago, Ill.

Price in Canada $6.00

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MENDETS
A PATENT PATCH

are needed in every home

"Mendets," the patent patch that makes a permanent job every time, will be welcomed in every house in your district. "Mendets" will mend a thousand and one household articles without use of heat, solder or rivets, and wherever they've been used they are declared indispensable.

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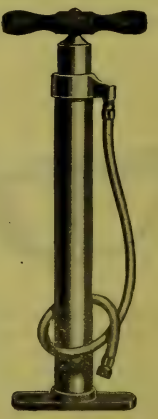
Collingwood, Ont., Canada

Tallman Double Action Pump

Easy on Your Back



Saves Your Tires

Tallman Brass & Metal Co.
HAMILTON, ONT.

MADE IN CANADA

BUFFALO OILS

These are a few of our most staple lines, so well and favorably known throughout Western Canada, and are sold only through reliable merchants.

HARNESS OIL
NEATSFOOT OIL

Special Cylinder Oil (for steam engines).

A Gas Engine Oil (for gasoline engines).

Tractorlene Oil (for oil burning engines).

Ideal Thresher's Machines Oil (for general use).

Automobile Oil and Transmission Greases.

PRAIRIE CITY OIL COMPANY, LIMITED, WINNIPEG

E. Roy,
65½ St. Andre St., Montreal, Que.

C. C. Cartwright,
35 Water St., Winnipeg, Man.

4 Good Reasons ---READ 'EM!

Why you should sell Rolled Thread Bolts and Screws:

BETTER QUALITY—Rolled Thread Bolts can only be made from first quality Basic Open-Hearth Stock.

STRONGER—Actual tests show 13 per cent. greater strength than Cut Thread Bolts.

NO USELESS WEIGHT—Shanks are smaller than threads. No useless weight to pay freight on.

BIG FIRMS ADOPTING THEM—Some of the largest users on the continent will accept nothing else—and they always investigate before acting.

THE NORTHERN BOLT, SCREW AND WIRE COMPANY, LIMITED - OWEN SOUND, ONT.

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Be Ready for Spring Drive

Every Spring there's a big business for the Hardware Dealers who handle Auto Accessories. Are you prepared to handle the demand for Ignition Batteries? It will be as big as ever, if not bigger. You should sell this battery—

The North Star Multiple Ignition Dry Battery

Autoists will be eager to buy it. It's a unit battery in a thoroughly waterproof case. Has from 4 to 12 individually tested cells, each completely surrounded by insulating compound and connected by soldered copper strips. It is a perfect battery for heavy intermittent ignition and is bound to sell well. As good for motor boats as autos, or any place that a unit battery is desirable.

CANADA DRY CELLS LIMITED, WINNIPEG, MAN

HIGH QUALITY

LOW PRICE

HOWE SPOTLIGHT LAMPS

The Spotlight with the Wonderful Bracket

has twelve leading features

1—The Wonderful "Spring-Controlled" Bracket.
2—The Universal Joint permitting direct-turn to any angle.
3—Always "stays put"—never loosens or flops around.
4—Never sticks—never hard to turn.
5—Handy on-and-off push button switch. Works easy while turning lamp.
6—Reflector gives perfect spotlight at all distances.
7—A special clamp to fit each different style of windshield post; round, square or oval. We also have special clamps for attachment to outside of closed bodies.
8—Hollow bracket protects wire; prevents wear, short circuits.
9—Detached for trouble lamp by loosening one set screw.
10—Light weight—perfect stream line body—finish equal to the car.
11—National Mazda Nitrogen gas filled 21 candle power bulb.
12—100% light efficiency without danger of glare.

GREAT WEST ELECTRIC CO., LIMITED

WINNIPEG

Distributors for Laco, Tungsten and Nitro Lamps

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THE SPHINX MFG. CO.

Birmingham, England

Canadian Representative

W. T. EVANS

1684 St. Urbain St.

Montreal

"Belleville" Hardware

A "Made-in-Canada" Product Equal to the Best in the World

We are all apt to look up to imported goods as superior to home-made lines. Pause before you concede anything to foreign products over "BELLEVILLE" HARDWARE. Here is a Canadian-made product that is as good as the best.

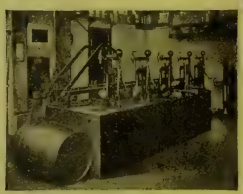
"Belleville" hardware is meeting the demand of the most particular architects and builders, and is recording wonderful success throughout Canada. It is a worthy Canadian product, worthy of the best Canadian patronage. All hardware looks very much alike to builders and architects until they have had experience with "Belleville."

Best line for dealers to handle. Has greatest demand. Get our proposition.

Belleville Hardware & Lock Mfg. Company

BELLEVILLE ONTARIO

Study the Pictures



Profit—Safety—Convenience With the BOWSER.

Loss—Danger—Inconvenience Without the BOWSER.

No question about which is preferable

The two illustrations above are from actual photographs and vividly picture the advantages of a Bowser equipped oil room.

You can install this modern equipment and handle your paint oils with profit—safety—and convenience, and know that in the Bowser you get the best that money, expert workmanship and the experience of 32 years can produce.

Interesting literature will be sent on request. No obligation.

S. F. BOWSER & CO.

Incorporated

TORONTO, ONT.

Sales Offices In All Centres — Representatives Everywhere

BOWSER ESTABLISHED 1885

Paint Oil Storage Systems

Wanted

SITUATIONS VACANT

WANTED—TRAVELLER FOR TORONTO AND surrounding district to sell automatic screw machine products. Must have had experience. Apply with full particulars to Box 445, Hardware and Metal.

HARDWARE CLERK WITH 2 OR 3 YEARS' experience. Single. Class C man preferred. Mills Hardware Co., Hamilton.

WANTED—A HARDWARE SALESMAN WITH either wholesale or retail experience by large Maritime concern. State age, married or single, qualification and salary expected. D. E. F., Hardware and Metal, Toronto.

SITUATIONS WANTED

PRAIRIE PROVINCE EXPERIENCED HARDwareman desires position as charge in first-class establishment. Box 989, Hardware and Metal.

COMMISSION SALES AGENT CALLING ON Montreal hardware trade, departmental stores, manufacturers, etc., can handle another good line for Montreal and some outside points. Address Box 900, Hardware and Metal, Montreal.

FOR SALE

FOR SALE—HARDWARE BUSINESS ONE of the best assorted stocks of general hardware, paints, etc., in Western Ontario. Owner retiring. G. A. Richardson, Guelph, Ont.

AT $4.50 A DOZEN TO REDUCE OUR SURplus stock, a quantity of seven-inch galvanized stove pipe elbows, 3-piece, Wright pattern. W. H. Turnbull & Sons, Brantford.

HARDWARE STOCK AND BUSINESS FOR sale in live town of 800. First-class farmers' trade. Hydro just coming in. Apply Box 860, Hardware and Metal.

FOR SALE—BUILDING AND HARDWARE stock in good live Saskatchewan village. Stock on hand about $6,000. Living rooms above. Good opportunity and terms for right man. Box 726, Hardware and Metal.

HARDWARE BUSINESS FOR SALE. STOCK about $25,000; right on the main street; buildings 25 x 120, two-story; owner retiring. Apply P.O. Box 275, Sudbury, Ont.

MISCELLANEOUS

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Ltd. Supplied by the trade throughout Canada (tf)

ADDING TYPEWRITER WRITE, ADD OR subtract in one operation. Elliott Fisher Limited, Room 314 Stair Building, Toronto.

DOUBLE YOUR FLOOR SPACE—BY INstalling an Otis-Fensom hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only $70. Write for catalogue "B," Otis-Fensom Elevator Co., Toronto.

MISCELLANEOUS

GOOD STENOGRAPHERS ARE WHAT EVERY employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

FIFTY DOLLARS TIED UP IN OLD FIXtures that you are no longer using would make a lot of money for you if invested in stock and turned over three or four times a year. Get your money out, by selling the fixtures to one of Hardware and Metal's readers who may be looking for exactly what you have to offer.

Help Wanted

An ad for help in the Classified Advertising Section will bring the right kind of replies.

Try It Out.

Hardware and Metal

Classified Advertising Section

143-153 University Ave., Toronto

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Easy Seller Because—

It is exceptionally convenient, quick-acting and an oil saver. Just what meets a long-felt demand for an oil can in which oil is entirely controlled by the operator in whatever position the can may be held. Not a drop of oil need be wasted, as the flow of oil stops the instant the pressure on the plunger stops.

Ask any Thresherman, Mechanic or user. A sure good sale and splendid profit.

THE "CANNON OILER"

FORCES THE OIL ANYWHERE

Name Copyrighted.
Original Patents Owned.
All Rights Reserved.

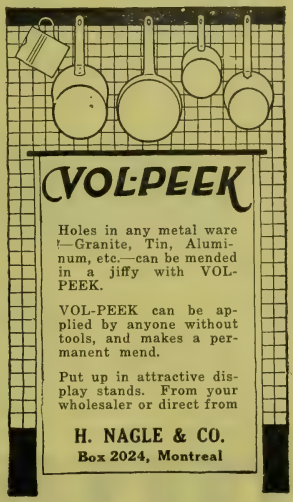
Order NOW of Your Jobber.

Manufactured only by

THE CANNON OILER COMPANY

Successor to R. E. Bloomer

Keithsburg, Illinois, U.S.A.



VOL-PEEK

Holes in any metal ware —Granite, Tin, Aluminum, etc.—can be mended in a jiffy with VOL-PEEK.

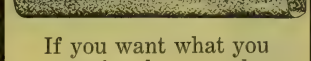
VOL-PEEK can be applied by anyone without tools, and makes a permanent mend.

Put up in attractive display stands. From your wholesaler or direct from

H. NAGLE & CO.
Box 2024, Montreal

Your Ad In This Paper

will get the attention of the busy men. They find here what they want, and they use it as a catalogue when they are in need. Will they see your ad?



If you want what you want in a hurry, order from us.

Eave troughs, conductor pipe and fittings, corrugated iron, etc.

WHEELER & BAIN
TORONTO

INDEX TO ADVERTISERS

Occasionally advertisements are inserted in the paper after the index has been printed. The insertion of the advertiser's name in this index is not part of the advertising order. The index is inserted solely for the convenience of the readers of the paper.

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Wire Nails

All Standard and Special Gauges

Nail Wire, Rivet Wire

Oiled and Annealed Wire—Galvanized Wires
Plain Barbed and Coiled Spring.

Dominion Iron & Steel Company, Ltd.

SYDNEY, N. S.; MONTREAL, QUE.

WIRE

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THE THOS. PINK COMPANY, LIMITED

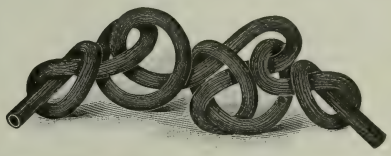
Manufacturers of Lumber Tools

PEMBROKE - - ONTARIO

It's a Pink anyway you take it, and it's the best Peavey made.

"Multiped"

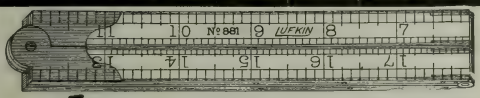
The Garden Hose That Doesn't Kink

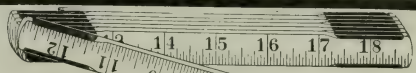


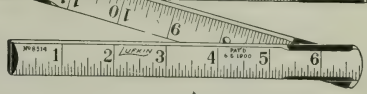
A MOULDED, CORRUGATED HOSE OF EXTRAORDINARY STRENGTH, MADE IN LENGTHS OF ABOUT 500 FEET.

MANUFACTURED SOLELY BY **GUTTA PERCHA & RUBBER, LIMITED**

Toronto, Halifax, Montreal, Ottawa, Fort William, Winnipeg, Regina, Saskatoon, Lethbridge, Calgary, Edmonton, Vancouver, Victoria







LUFKIN

Boxwood and Spring Joint

RULES

MEASURING TAPES

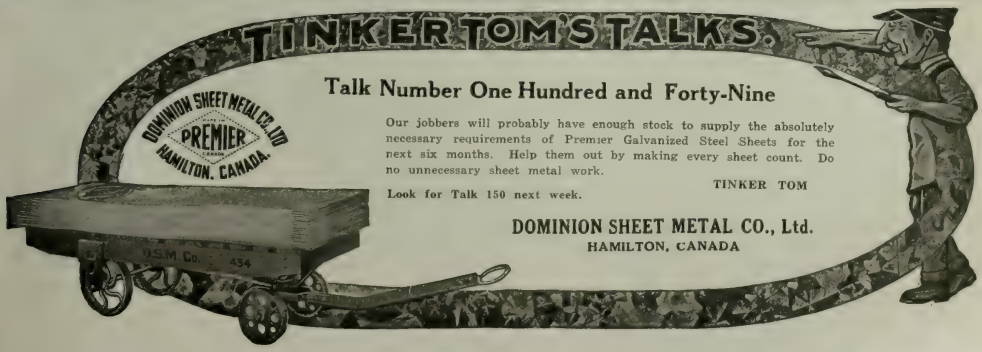
ALL SOLD UNDER THAT BROAD, DEFINITE GUARANTEE, ABSOLUTE SATISFACTION TO DEALER AND USER.

Complete Lines.

THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.

Prompt shipments from stock.

TINKER TOM STALKS.



Talk Number One Hundred and Forty-Nine

Our jobbers will probably have enough stock to supply the absolutely necessary requirements of Premier Galvanized Steel Sheets for the next six months. Help them out by making every sheet count. Do no unnecessary sheet metal work.

TINKER TOM

Look for Talk 150 next week.

DOMINION SHEET METAL CO., Ltd.
HAMILTON, CANADA

Sleep-Meter *of Westclox*

THE strongest recommendation Sleep-Meter could have is the family name—*Westclox*—on the dial. *Westclox* is the badge of alarm clock quality. Sleep-Meter is proud to wear it.

Sleep-Meter is made by the Western Clock Co.,—makers of Big Ben and other *Westclox* alarms—and is easily the best medium-priced alarm you can buy.

Like all *Westclox*, Sleep-Meter has the patented *Westclox* construction—a better method of clock making: Needle-fine pivots of polished steel greatly reduce friction. That's why all *Westclox* run on time and ring on time.

Sleep-Meter has taken a front rank place as a business and household timekeeper, and is telling time in several rooms of many homes today.

Sleep-Meter is five inches tall, has a cheerful-toned gong and an easily read dial. You'll want one of these clocks—more likely *two*.

See Sleep-Meter at your dealer's. Look for the family name—*Westclox*—on the dial. If your dealer cannot supply you, Sleep-Meter will be sent direct on receipt of price: $1.75; in Canada, $2.50.

Western Clock Co.—*makers of Westclox*

Big Ben—Baby Ben—Pocket Ben—America—Ironclad—Sleep-Meter—Bingo

La Salle, Illinois, U. S. A.

A *Westclox* Alarm

This is what we said to your customers on April 6th in the Saturday Evening Post and in other national mediums

Western Clock Co., Toronto Office, 58-64 Wellington St. West

HARDWARE AND METAL

Vol. XXX
No. 21

PUBLISHED EVERY SATURDAY SINCE 1888

THE MACLEAN PUBLISHING COMPANY, LIMITED

PUBLICATION OFFICE: TORONTO, CANADA

May 25
1918

COW-EASE

KEEPS FLIES OFF CATTLE AND HORSES

Thousands of live merchants have bought and sold Cow-Ease on my say-so for seventeen years.

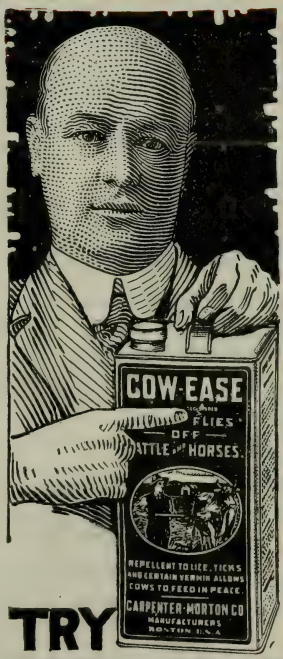
And in that seventeen years' service we can count the complaints upon the fingers of one hand. My faith in Cow-Ease is plainly shown by my ten-day **free** trial offer. It **must** make good or I will.

To spread the knowledge of my confidence and to send farmers and dairymen to **your** store, I will advertise Cow-Ease and my ten-day **free** trial offer in the best known farm and dairy papers.

I will supply you with a lithographed steel sign that shows the way to use Cow-Ease and that will be an ornament to your window or store. It will link your store to my advertising and help you make sales. Send to your nearest jobber for my Special Trial offer. You take no chances,—guarantee satisfactory results to your customers, for I guarantee them to you.

If you want more information about Cow-Ease and my selling plan for 1918 before ordering, write to me to-day.

M. ELTON VOSE, Vice President.



CARPENTER-MORTON CO.

Established 1840 BOSTON, MASS.

Canadian Distributors: A. Ramsay & Son Co., Montreal, Canada

TRY COW-EASE ON MY SAY SO

Circulation of Hardware and Metal has been audited by the Audit Bureau of Circulations

Canadian Tube & Iron Co., Limited

Works: Lachine Canal, Montreal

Manufacturers of

BOLTS AND NUTS

Carriage Bolts, Coach and Lag Screws, Tire Bolts, Machine Bolts, Sleigh Shoe Bolts, Plow Bolts, Track Bolts, Square Nuts, Hexagon Nuts, Boiler Rivets, Tinners' Rivets, etc.

WROUGHT PIPE

Black and Galvanized, sizes ⅛ in. to 4 in., is thoroughly inspected and tested to 600 lbs. pressure, and every length is branded with our trade-mark.
We also manufacture NIPPLES in all sizes—black or galvanized.

Canadian Rolling Mills Co., Limited

Works: Lachine Canal, Montreal

Manufacturers of

BAR IRON AND STEEL (rounds, squares and flats).

TWISTED STEEL BARS FOR REINFORCING.

CANADIAN TUBE & IRON CO., Limited
MONTREAL

Colonial Wire Mfg. Co., Limited

Manufacturers of

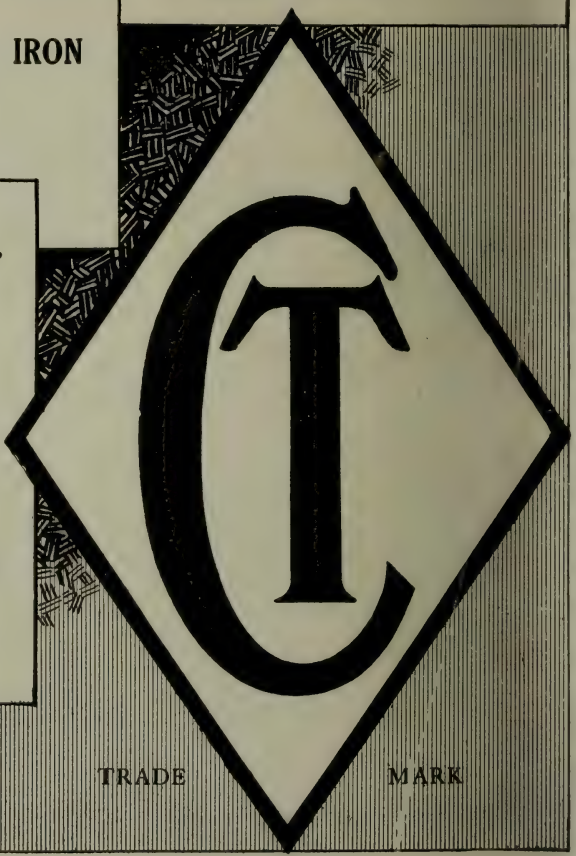
SMOOTH STEEL WIRES (Bright annealed, solid and annealed).

TINNED MATTRESS WIRE, BROOM WIRE, FINE WIRE (plain and galvanized).

FENCE STAPLES — WIRE NAILS — WOOD SCREWS.

PUMP RODS (plain and galvanized).

CANADIAN TUBE & IRON CO., Limited
MONTREAL



TRADE MARK

Yale Products

YA

made in Canada

Padlocks

YAL

Door Closers

Night Latches

YALE

Builders' Hardware

Your customers have more confidence in you if they have confidence in the goods you sell. The Yale line creates confidence and assures profit.

The name "Yale" helps make the sale.

Canadian Yale & Towne Limited, St. Catharines, Ont.

"P.&W. Co."

SMALL TOOLS

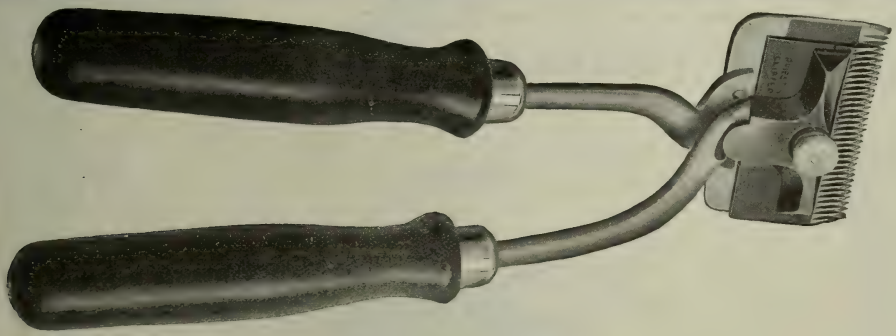
Taps, Dies, Reamers, Milling Cutters, Drills

Highest Grade Materials—Expert Workmen—Quality absolutely guaranteed.

PRATT & WHITNEY CO., OF CANADA, LTD.

Dundas Ontario Canada

Montreal, 723 Drummond Bldg.; Vancouver, 609 Bank of Ottawa Bldg.; Winnipeg, 1205 McArthur Bldg.



Priest's Horse Clippers

The line of Priests Clippers is so complete and varied that you simply can't help but find something that will suit both as to style and price.

A. MacFarlane & Co.
Montreal, Canada

Selling Agents

Wiebusch & Hilger, Ltd.
New York City

If interested, tear out this page and keep with letters to be answered.

UNIVERSAL

Bread Makers

Makes better than bakers' bread at less cost. No loss of ingredients. Absolutely sanitary because hands do not touch the dough.

UNIVERSAL Food Choppers make left-overs into palatable, nutritious dishes.

UNIVERSAL Percolators extract every bit of aroma from each grain of coffee without boiling, making a more delicious and healthful beverage.

UNIVERSAL Butter Merger makes two pounds of merged butter from one pound of butter and one pint of milk.

Sell UNIVERSAL Food Conservers. We'll back you up powerfully.

Write for Special Window Trim and sales helps.

LANDERS, FRARY & CLARK

New Britain, Conn.

CANADIAN REPRESENTATIVES:

A. MACFARLANE & CO. MONTREAL

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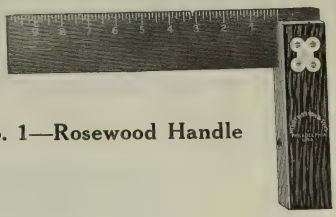
No. 5—London Pattern

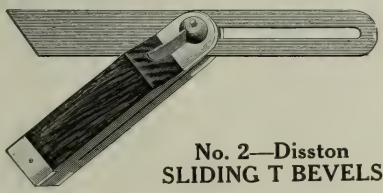


No. 1—Rosewood Handle

We are Headquarters

DISSTON BRAND TOOLS

That Last for GENERATIONS



No. 2—Disston
SLIDING T BEVELS

Lance Tooth.

LEWIS BROS., LIMITED

MONTREAL

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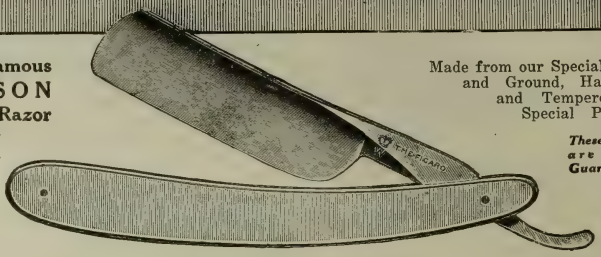
The **World-Famous**
WILKINSON
Sword-Steel Razor
—The envy of every man who loves an easy shave.



Made from our Special Steel, and Ground, Hardened and Tempered by Special Process.

These Razors are Fully Guaranteed.

Anticipate

the "After-the-War" rush by placing Orders

—— NOW ——

THE output of our famous WILKINSON Silver Sword-Steel Razors has been largely restricted through war requirements. We feel the time has arrived when factors and retailers should be placing their orders for "after-the-War" delivery, and we invite such orders, to be executed in strict rotation as received. Every effort made to meet sample orders from present limited output.

The **PALL MALL**
7-Day Safety Shaver,
in Best Leather Case. Extra Blades may be obtained for the "Pall Mall" Safety Razor. The blades are *solid*, therefore most suitable **for** *stiff* beards and tender skins.

The
WILKINSON SWORD CO., LTD.

53, PALL MALL, LONDON, S.W. 1.

T. H. RANDOLPH, Managing Director.

We are Makers of
RAZORS, SHAVERS, SWORDS, GUNS, PISTOLS, CAMP EQUIPMENT, HUNTING KNIVES, etc.

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National No. 800 Garage Door Set

View inside garage.

View outside garage.

The ideal set for swinging doors

This simple, easily-operated set is just the thing for garage doors constructed to swing on hinges. It is equipped with three pairs loose pin, reversible "T" hinges which can be used as full surface hinges or the "T" part can be reversed and mortised into jamb when used on brick buildings. It also includes 1 No. 820 Chain Bolt, 1 No. 830 Foot Bolt, 1 No. 5 Door Pull and 1 No. 29 All Steel Door Latch. The complete set is packed in a neat, strong carton with necessary screws.

Sales of this set or of our No. 801 set give opportunities for sales of our No. 810 Garage Door Holder which is described on pages 34 and 35 of our 1918 Catalogue. It is always worth introducing to your customer whether you make the sale at once or later.

By the way, did you get a copy of our 1918 Catalogue?

National Manufacturing Company

STERLING, ILLINOIS

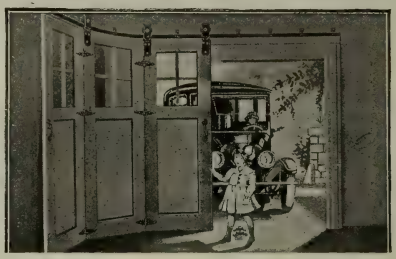
If interested, tear out this page and keep with letters to be answered.

The Hatch Garage Door Outfit

makes hinged doors

Sag Proof, Weather Tight
And Open and Close Almost Automatically

Note the single hinged door which allows entrance to the garage without disturbing the other two.

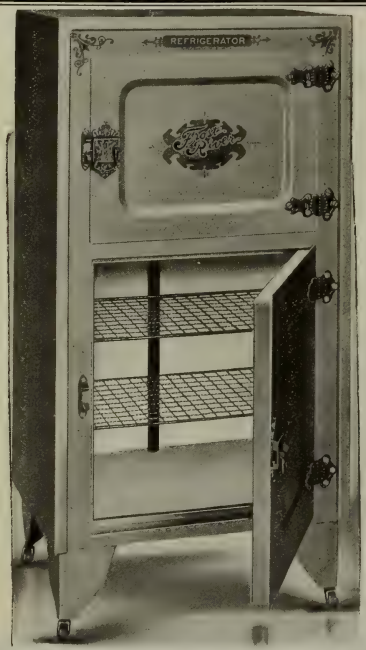


Efficiency, ease of operation and no waste space are outstanding features.

The smooth-gliding, swivel rollers hold the doors in place—take the bind off the hinges and roll the doors around the corner, on the inside of the building to the side wall.

This practical, inexpensive equipment affords a wonderful opportunity to increase sales and profits.

Canada Steel Goods Co., Limited
HAMILTON, CANADA



Davidson's Well Known FROST RIVER

Refrigerator shown herewith

Made entirely of Sheet Steel Galvanized

The exterior is Japanned French Grey, beautifully finished with neatly decorated panels and corner scrolls.

The Food Chamber is coated with white enamel, thoroughly hardened and baked on in an oven of high temperature.

All inside parts are removable for cleaning purposes.

The drip pipe for the waste water has been carried outside the body, and does not run through the Food Chamber—as usual in other refrigerators.

Made in three sizes, the largest with double doors.

NOW is the time to get your Orders in for these goods and ensure prompt shipment.

The Thos. Davidson Mfg. Co.
LIMITED

Toronto **Montreal** **Winnipeg**

If interested, tear out this page and keep with letters to be answered.

HERCULES
Smokeless Shotgun
POWDERS

At this end of the shell is the name of the powder. Ask for and look for

INFALLIBLE

A Story of Importance to You

YOU can't know too much about the shells you carry in stock. The information you should have is easy to obtain for it is told on the shell itself. The two ends give the story—a story that is important to you because *it is important to your customers.*

On the base you will, of course, find the name of the maker and loader from whom you order the shell. At the other end, on the top wad, are printed the size and quantity of shot, the quantity of powder and, last but not least—*the name of the powder.*

Hercules Infallible Smokeless Shotgun Powder, may be obtained in any standard make of shell. Undoubtedly the names of the shells you carry in stock are given in the column to the right.

The next time you order shotgun shells it will pay you to specify that they be loaded with Infallible Powder. The cost of the shells will be the same and you will make sure that you are selling your customers as good powders as can be made, in their favorite brand of shells.

If you are not familiar with the advertising service which we give to retail hardware and sporting goods houses it will pay you to drop us a postal asking about it.

On this end is the name of the maker. Hercules Smokeless Shotgun Powders may be obtained in shells made by the following:

PETERS
REMINGTON
SELBY
U.S.
WESTERN
WINCHESTER

HERCULES POWDER CO.
127 West 11th Street
Wilmington **Delaware**

If interested, tear out this page and keep with letters to be answered.

"YANKEE"

PLAIN RIGID DRIVERS

Cabinet Style No. 95
Standard Style No. 90

They cannot loosen in the handle in use or abuse.

You have our guarantee.

They are as durable as the high-grade steel that composes them, and will render faithful service for generations. The comfortable handle and various lengths of blades make them suitable for all classes of work.

Your Jobber Can Supply

NORTH BROS. MFG. CO.
PHILADELPHIA, PA.

When in need of

Wrapping Paper

Twines & Cordage

Brooms
Brushes
Baskets

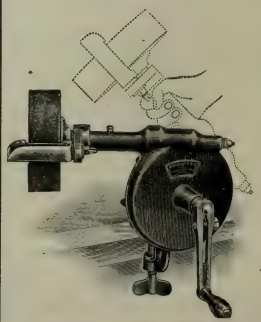
Grocers' Sundries

Walter Woods & Co.
Hamilton and Winnipeg

American Self-Oiling Grinders

Manufactured by

American Grinder Mfg. Co.
MILWAUKEE, WIS.



Will find a ready sale in Canadian hardware stores. Anyone who has tools to sharpen will readily recognize the superior features of these grinders. Let us recommend your displaying them in your windows and stores.

Leading jobbers catalogue and sell them.

Agents for Canada

Merchants Hardware Specialties Co., Calgary, Alta.; D. Philip, 138 Portage Ave. East, Winnipeg, Man.; John H. Graham & Co., 113 Chambers Street, New York City.

If interested, tear out this page and keep with letters to be answered.

Between Painters and You

For nearly half a century, Painters and Hardware Men alike, have been more than pleased with

TIGER BRAND
PURE WHITE LEAD

This Spring, Tiger Brand White Lead is the same as you have always sold. Its quality and rare good value will always be maintained.

Each year has marked an increase in the sale of Tiger Brand. This year, more will be sold than ever before.

Be sure of your stock and you can be sure of a profitable White Lead season.

THE

STEEL COMPANY

OF

CANADA

LIMITED

HAMILTON - - MONTREAL

If interested, tear out this page and keep with letters to be answered.

UNIFORMITY

USED THE WORLD OVER

SATISFACTION

Atlas Babbitts

MADE IN CANADA

AMACOL ADAMUS TENAXAS ATLAS DURASTIC MASCOT TIN-TOUGHENED W. E. W. BABBITT

These Babbitts are the result of years of experience and have a world-wide reputation for uniformity and reliability.

No Shock Too Severe No Load Too Heavy No Speed Too Great

ATLAS METAL & ALLOYS COMPANY OF CANADA, LIMITED, MONTREAL

Sales Agents:

The Canadian B. K. Morton Co., Limited

MONTREAL: 49 Common Street. TORONTO: 86 Richmond Street East.

OFFICIAL AWARD RIBBON

PANAMA PACIFIC INTERNATIONAL EXPOSITION SAN FRANCISCO 1915

PRESIDENT

PRESIDENT OF THE SUPERIOR JURY

DIRECTOR OF EXHIBITS

SECTY OF THE INTERNATIONAL AWARD SYSTEM

MEDAL OF HONOR

DEPARTMENT OF MANUFACTURES AND VARIED INDUSTRIES

CHIEF

TRIMO TOOLS

Nut with Nut Guards

BE sure to ask for the Trimo Wrenches, both Pipe and Monkey. They are equipped with Nut Guards that prevent the accidental turning of the adjusting nut in close quarters, and with Steel Frames in the principal size that will not break.

SEND FOR CATALOG NO. 55.

TRIMONT MFG. CO.

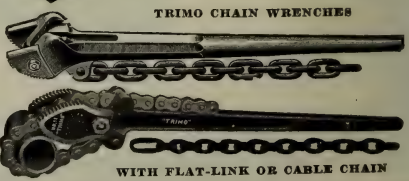
55-71 Amory Street
Roxbury, Mass.
U.S.A.

TRIMO PIPE WRENCH WOOD HANDLE

TRIMO PIPE WRENCH STEEL HANDLE

TRIMO PIPE CUTTER

TRIMO MONKEY WRENCH



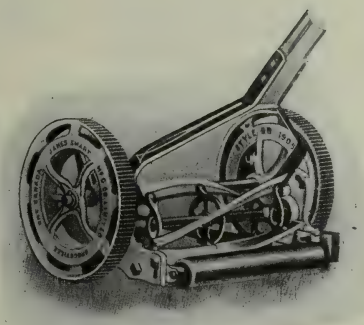
TRIMO CHAIN WRENCHES

WITH FLAT-LINK OR CABLE CHAIN

If interested, tear out this page and keep with letters to be answered.

CANADA
FOUNDRIES & FORGINGS
LIMITED

Original Producers and Distributors "Brockville" Lawn Mowers



Style C
10½ in. Driving Wheels

Four Blades—12, 14, 16, 18 or 20-in. cut.

Decorated entirely in Aluminum and Gold Bronze.

Handsome, Durable, Easy-Running, Efficient.

Complete stock of Lawn Mowers of all sizes and styles.

Immediate shipment on receipt of orders.

Every Machine Guaranteed Perfect Working.

Produced at The James Smart Plant

Brockville, Ont. **Winnipeg, Man.**

If interested, tear out this page and keep with letters to be answered.

The Blacksmith, the Carpenter, the Local Garage and Every Manufacturer in Your Neighborhood Uses Files

These men will buy "Famous Five" files without question because they know them to be standard grade tools; hard, sharp, and well balanced.

That's why it will pay you to sell them.

Specify "Famous Five" when ordering from your jobber.

They are:

STONEWARE

Crocks, Churns, Meat Tubs, etc. The ideal container for Eggs, Butter, Pickled Meats and all foodstuffs. Most sanitary, can be kept clean and sweet.

Prices. Packing extra.

Tall crocks, ½ to 6 gallons, per gallon	16c
10 to 12 gallons, per gallon	18c
15 to 20 gallons, per gallon	21c
25 to 30 gallons, per gallon	24c
Low crocks, ½ to 2 gallons, per gallon	15c
Churns and covers, 3 to 6 gallons, per gallon (Dashers extra)	21c
French pots	16c
Milk pans	15c
Jugs	26c
Water kegs, 4-gallon, each	$2.75
" " 5-gallon, each (Faucets included)	3.00
Combinettes covered and handles, per dozen.	6.50

Our stock is large and we can ship promptly.

Ontario Crockery Co.

LONDON, ONT.

More-Profit Pumps ---Real Profit

No use to sell a pump that makes trouble for a dealer with his customer.

The trouble is remembered. The cost of repairs is dead loss of time and temper. The dealer suffers.

"Aremacdee" hand and motor metal pumps for force or lift use, every kind, are shown in the big catalogue.

Dealers, ask for prices and terms. Get real profits on your metal pump sales.

The R. McDougall Co., Limited

GALT, CANADA

If interested, tear out this page and keep with letters to be answered.

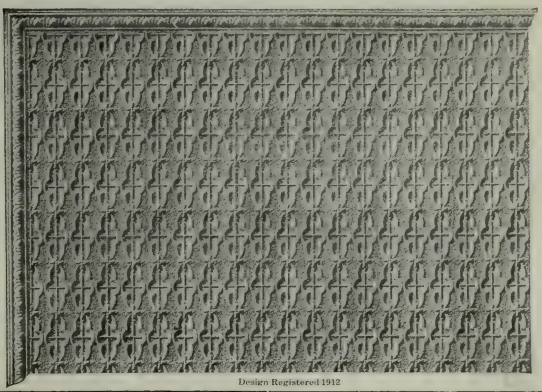
"Quality METALLIC First"
SHINGLES SIDING CEILING CORRUGATED IRON TROUGH AND PIPE, ETC. ETC.

Beautiful, Yes, but accurate too

All "Metallic" plates and cornices are deeply stamped on steel dies with machine-cut beads and we resquare them *after stamping* so they'll be sure to lay quickly and easily.

It's a pleasure to *put* them up. It's a pleasure to *have* them up. Let us send *you* our latest catalogue and service-information to-day

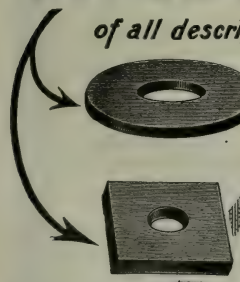
Stock carried by
GEO.W. REED & CO., LTD.
37 St. Antoine Street, MONTREAL



Design Registered 1912

The Metallic Roofing Co., Limited
TORONTO MANUFACTURERS WINNIPEG

Wrought and Steel Plate
WASHERS
of all descriptions

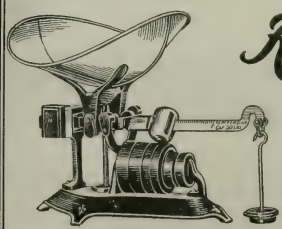


Annealed Rivet Burrs.
Felloe Plates.
Sheared and Punched Plates.
Malleable Washers and Cast Iron Washers.
Round & Square
Plain or Galvanized
Prompt Shipments

Wrought Washer Mfg. Company
Milwaukee, Wis.

The Dispute Settler

Here is a scale that captures confidence the minute you show it. And confidence "sells goods." In a dispute over correct weights, for instance, the owner of a Renfrew can defend its accuracy against any other scale, no matter how elaborate. The Government Inspector's Certificate, accompanying every Renfrew, is indisputable evidence of accuracy in every weight from ½ oz. to 30 lbs. That is one reason why the Renfrew sells like everything, these days. The housewife is ferreting out every leak due to honest mistakes in weighing. Get the



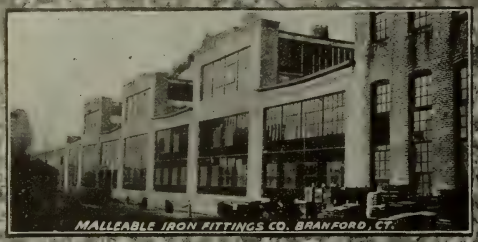
Renfrew
HOUSEHOLD SCALE

Capacity ½ oz. to 30 lbs. Government certificate with every Renfrew. Finished in black or all nickel plate styles. Write to-day for literature and attractive selling proposition to

The Renfrew Machinery Co., Limited
Head Office and Works, Renfrew, Ont.
Eastern Branch, Sussex, N.B.

Western Representatives: P. A. C. McIntyre & Co., 206 Scott Block, Winnipeg, Man.; Crandall Co., Ltd., Vancouver, B.C.
Our Other Lines: "Renfrew" Cream Separators; 2,000 lb. Farmers' Truck Scales, Tractors, Wood-Saws, Grain Grinders, etc.

If interested, tear out this page and keep with letters to be answered.



Hundreds of

Manufacturers of Iron and Steel

Use

TONCAN METAL

In Their Own Buildings

These are the men who ***know*** Iron Ore products.

They ***know*** that TONCAN METAL resists corrosion---that its use is real economy.

As an experienced sheet metal man, you also know sheet metal from the practical point of view.

You know that some sheet metal products last almost indefinitely while others are comparatively short lived. But do you know ***why***?

Our book "Corrosion — The Cause — The Effect--TheRemedy" will give you this information. It also contains many valuable tables and data. If you have not received your copy, write for it today.

THE PEDLAR PEOPLE, Ltd.

Canadian Distributors

OSHAWA - ONTARIO

The Stark Rolling Mill Co., Canton, O.

Sole Makers

A book of "Evidence" will be sent on request

If interested, tear out this page and keep with letters to be answered.

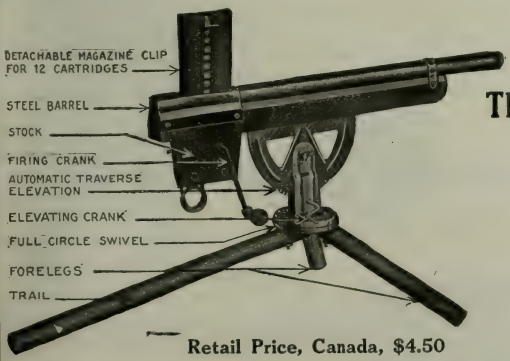
Gilbert
Machine Gun For Summer Business

Here's the biggest opportunity you ever had to do a profitable summer business on toys. Boys everywhere want a practical toy with which they can play war. And the Gilbert Machine Gun meets this demand. Your customers are going to want them this summer.

We have improved and perfected it until it represents the best value possible —it is genuine in its realistic uses—and ideal for summer play.

We have planned an advertising campaign in the boys' publications to appear during June and July and have a particularly attractive proposition to offer you in conjunction with it. It is a new idea in Toy marketing and will enable you to make your Toy Department pay you a profit during its usually dull season.

Our representatives are now on the road and will be glad to call on you —or we will give you complete information direct.



Retail Price, Canada, $4.50

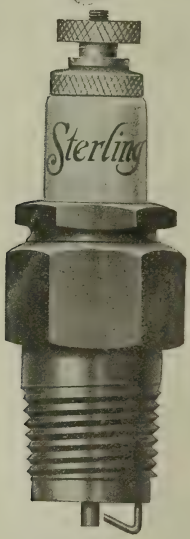
The A. C. Gilbert-Menzies Co.
Limited
439 King St., W., Toronto

Canadian Branch:
The A. C. Gilbert Co., New Haven, Conn.

If interested, tear out this page and keep with letters to be answered.

The Dealer Knows!

When the dealer recommends Sterling Spark Plugs he knows he is doing you a service because he knows the value of Sterling Plugs and knows he can personally guarantee their performance. That is worth while.



A size and style for every car

Sterling Spark Plugs

If your car was not originally equipped with separable spark plugs you will replace them eventually. Then put in Sterlings and you will appreciate their distinct advantages. When carbon accumulates wipe the porcelains with a cloth or waste and the plugs will give service equal to new ones. Separated, the porcelains are bare—from top to bottom. No doubt about their being positively clean. Sterling Plugs are sold by progressive garages and supply dealers.

Distributors for Canada

THE DOMINION BATTERY COMPANY
LIMITED
736 Dundas Street East - - Toronto, Ontario

Manufactured by
LOCKWOOD-ASH MOTOR CO.
Main St. Jackson, Mich., U.S.A. (42)

SELL ON SIGHT

IF you want to find out how much more searchlight business you can do, just make a window display of RELIABLE Colored Enameled Metal Tubular SEARCHLIGHTS.

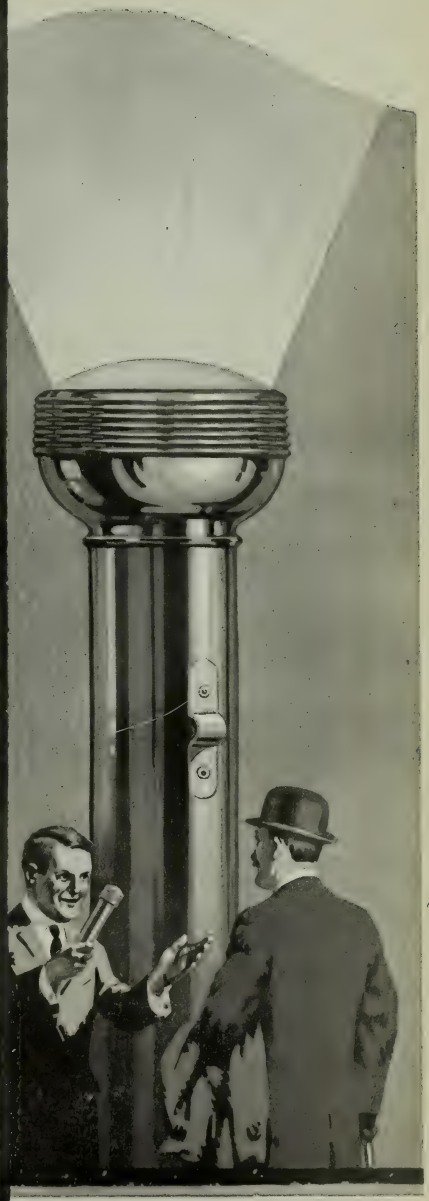
Their attractive red, green, blue and brown colors rivet attention of passersby, create a desire for a searchlight and make the sale—*without effort on your part!*

You can sell this new and better line—sell them faster and in greater quantities than you sold ordinary searchlights.

The only way that you can begin to appreciate RELIABLE Colored Enameled Metal Tubular Searchlights is to see them. That's why we offer to send samples and discounts if you'll write. The big profit goes to the store that shows them first. Be that one. Obtainable in Canada from us only. Write to-day—you don't obligate yourself to buy.

Get our prices on Searchlight Batteries and RELIABLE Dry Cells.

THE
DOMINION BATTERY COMPANY
Limited
736 Dundas Street East **Toronto**



RELIABLE
CANADIAN PRODUCTS
TRADE MARK

"Lively and Lasting"

A new wholesale establishment to serve Saskatchewan Dealers

There's a new Wholesale Hardware firm in Moose Jaw — Morrison-Blackwood Hardware, Limited.

A new firm well-backed financially, and headed by two men of long standing in Western Hardware circles, and with a full knowledge of the needs of Saskatchewan Dealers.

The new firm's aim is to confine their energies to Saskatchewan, and to give the Dealers of the province better service, closer prices, and lower freight rates. A well-bought, new, well-assorted stock of Fall goods, such as thresher's supplies, enamelware, tools, builders' hardware, bolts, hinges, screws, shelf hardware generally, etc., will soon be ready for distribution.

Morrison-Blackwood Hardware, Limited, ask of Saskatchewan Dealers opportunity to show what they can do to help make business more pleasant and profitable.

We'll soon be round to see you.

MORRISON-BLACKWOOD HARDWARE, LTD.
MOOSE JAW, SASK.

Geo. J. Morrison **L. A. Blackwood**

If interested, tear out this page and keep with letters to be answered.

More Rapid and Satisfactory Sheet Metal Work
is assured by using

Apollo-Keystone

Copper Steel Galvanized Sheets

The marked facility with which APOLLO-KEYSTONE lends itself to difficult forming and particular sheet metal work makes it doubly valuable. It insures better output—with a distinct saving to the man who pays the bills.

AMERICAN SHEET & TIN PLATE CO. APOLLO BEST BLOOM TRADE MARK REGISTERED PITTSBURGH KEYSTONE COPPER STEEL

Unequaled for Culverts, Tanks, Flumes, Roofing, Etc.

B. & S. H. THOMPSON & COMPANY, LIMITED

MONTREAL TORONTO NEW GLASGOW, N.S.

Sales Agents for Eastern Canada:

UNITED STATES STEEL PRODUCTS COMPANY, NEW YORK

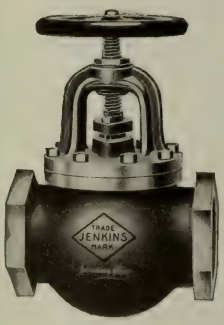


FIG. 141
JENKINS BROS.
Standard Pattern Iron Body Globe Valve Screwed with Yoke.

For use under steam service there are no valves quite as satisfactory as

JENKINS BROS.
Globe and Angle Valves
Fitted with Jenkins' No. 119 Discs

The composition of the disc is very hard, but becomes tough and flexible in service when under steam pressure.

It shows remarkable freedom from cracking and flaking and unrivalled durability in working steam pressures up to 150 pounds.

Write for Catalogue No. 8.

103 St. Remi St. **JENKINS BROS., Limited** MONTREAL

If interested, tear out this page and keep with letters to be answered.

Why You Should Be A Michelin Dealer

No. 6

Michelin Durability Is Further Proved By Large Traction-Surface

In previous advertisements in this series we have shown you how you can convince motorists of Michelin's extra durability by explaining Michelin's unique experience as the world's oldest tire maker and demonstrating that Michelins contain more rubber and fabric.

Another important proof of Michelin's superior durability is the extra size of the traction-surface of Michelin Tires.

We all know that the small eraser on the end of a pencil wears away quickly as compared with an eraser that is broad and flat. So likewise the tire whose tread consists of small, sharp projections will wear out more quickly than the tire with a large, flat traction-surface.

Michelin dealers can make this convincing test: Lay a piece of screen over one unit of the tread of a Michelin Universal and compare the number of squares that touch the raised portion with the number that cover the portion not raised. You will find that three-quarters of the Michelin Tread bears on the ground.

No wonder that Michelin Dealers so easily convince prospects of the durability of Michelin Tires

Write to-day for Michelin's Dealer Proposition.

Michelin Tire Co. of Canada, Ltd.

782 St. Catherine St. West, Montreal, Canada

MICHELIN

YOUR CUSTOMERS—Do they stay?

Business men generally will readily admit that their great problem is not so much to gain new but to keep old customers.

The majority of buyers quickly recognize the value of dependable goods and courteous service.

People to-day realize that poor goods are dear at any price.

Then—give us the opportunity to supply you with Bicycles of Dependable quality, and the biggest half of your problem will be solved, for we take it for granted that no business man under-estimates the value of courtesy.

The HYSLOP Bicycle is a favorite with all classes.

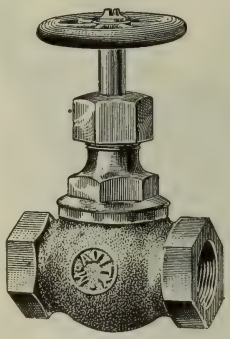
For 29 years it has been the choice of riders of repute, and to-day it is in greater demand than ever.

Our Hardware dealers' proposition will greatly benefit you.

HYSLOP BROTHERS, LIMITED

SHUTER AND VICTORIA STREETS **TORONTO, ONTARIO**

We have yet to see a Better Valve than the



"McAvity" VALVE

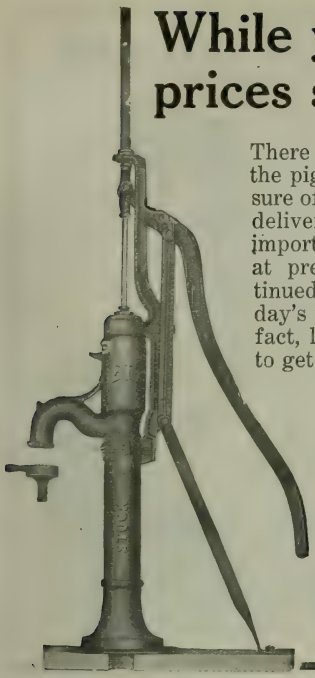
Every Valve packed and tested before leaving factory.

Let us quote you a quantity price. Prompt shipment from stock.

T. McAVITY & SONS, Limited

Montrea **ST. JOHN, N.B.** **Winnipeg**

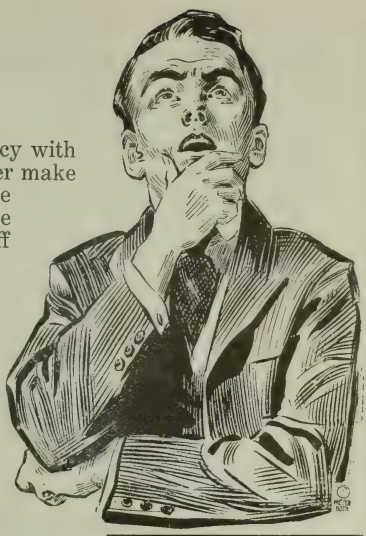
While you hesitate prices soar



There is no virtue in a waiting policy with the pig iron situation as it is. Better make sure of your BT Pumps for Fall while deliveries can be assured. With the import of pig iron absolutely cut off at present, prospects for a continued supply of BT Pumps at today's prices are none too rosy. In fact, later on it may be impossible to get them at all.

What you want for Fall, as well as what you need now should be ordered immediately.

The longer you delay the more it will cost you.



BEATTY BROS., Limited, Fergus, Ont.

St. John, N.B. Montreal Winnipeg Edmonton

Time Saved

in knowing, not experimenting, is Money Earned

Our "Warranted Pure"

Linseed Oil

is the last word in Reliability.

The Canada Linseed Oil Mills, Limited

MONTREAL and TORONTO

If interested, tear out this page and keep with letters to be answered.

That Extra Hour of Daylight

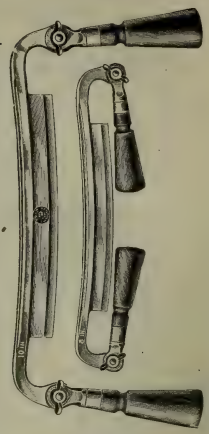
will give every man who owns a home a greater opportunity than he has ever had before of making little improvements about the house.

The power of suggestion as a selling force cannot be overestimated. An attractive display of the necessary tools will remind your customers of these little jobs which they can do to make their houses more attractive.

No doubt your stock needs replenishing, and by placing an order for the following articles you will be able to meet the demands of every customer:—

HAMMERS	TAPE LINES
HAND SAWS	CHISELS
PLANES	BRACES
DRAW KNIVES	AUGER BITS
LEVELS	SCREW DRIVERS
SQUARES	TOOL SETS
RULES	PLIERS

Your mail orders will be given best attention.



WHITES LIMITED
WHOLESALE HARDWARE & METALS
COLLINGWOOD - - ONTARIO

HARDWARE BUSINESS WANTED — IN good Ontario town or city. Replies treated strictly confidential. Box 167, Hardware and Metal, Toronto.

This little advertisement inserted in HARDWARE AND METAL not long ago immediately brought eleven replies to the advertiser. And the cost was only 47 cents, including 5 cents for Box Number.

USE THE WANT AD PAGE

Some Helpful Ideas

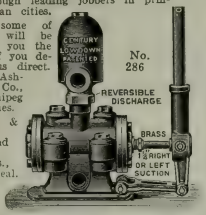
If you are a Builder or Hardware Dealer you are sure to obtain some helpful ideas from our new catalogue which is beautifully illustrated, showing Furniture Trimmings of all kinds, Sash Locks, Sash Lifts, Casement Fasteners, Door Pulls, Hat Hooks, Transom Catches, Key Plates, Flush Bolts, Sash Push and Pull Plates, House Numbers, Door Knockers, Casement Adjusters, etc.

The Stratford Brass Co., Ltd.
Stratford, Ontario

MYERS PUMPS

This will help you remember that you can purchase the famous Myers Anti-Freezing Cog Gear Glass Valve Seat Pumps through leading jobbers in principal Canadian cities.

Here are some of those who will be glad to sell you the Myers, or, if you desire, write us direct. The J. H. Ashdown Hdw. Co., Ltd., Winnipeg and Branches. E. G. Prior & Co., Ltd., Victoria and Branches. Lewis Bros., Ltd., Montreal. And many others.



F. E. MYERS & BRO., Ashland, Ohio

OAKEY'S

The original and only Genuine Preparation for cleaning Cutlery

'WELLINGTON'

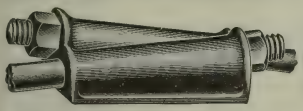
KNIFE POLISH

JOHN OAKEY & SONS, LIMITED

Manufacturers of

Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, S.E.1., Eng.



Malleable Iron Lugs

SILOS TANKS
WOOD PIPE LINES

Variety of patterns, using round and flat bands.

Otterville Manufacturing Co.
LIMITED
OTTERVILLE, ONT.

If you want what you want in a hurry, order from us.

Eave troughs, conductor pipe and fittings, corrugated iron, etc.

WHEELER & BAIN
TORONTO

STAY BOLTS

must be made from specially prepared bars that are

of a Superior Quality

to stand the strain.

We prepare a special grade for this purpose.

Drop us a line for full particulars and prices.

BISSETT-WEBB, WINNIPEG
McPHERSON & TEETZELL, VANCOUVER, B.C.

SELLING SPARK PLUGS INTELLIGENTLY

With every 100 lot assortment we give a display stand which shows the proper plug for every make of car. Your customer can pick out the plug he wants and order by name, which makes selling easier for you and more satisfactory for him. We handle the celebrated Rex Plug—absolutely guaranteed—as well as all the other ready sellers, including the Mica Tractor Plug in all sizes.

MEHASCO

ANOTHER MEHASCO MESSAGE 4

Easyon Tire Chains

The only chains an autoist can slip on the wheels when alone and stuck. Put up eight chains in a set, four for each rear wheel. Handy little friends to motorists and real, active sellers.

Merchants Hardware Specialties,
LIMITED
CALGARY

If interested, tear out this page and keep with letters to be answered.

For Cool Bearings

Let us convince you that our lines are distinctive in quality and service. Send us a trial order.

Tallman Brass & Metal Co.
HAMILTON, ONT.

METALS · CHEMICALS · GLASS
B&SH
Established 1790

We solicit your enquiries for:

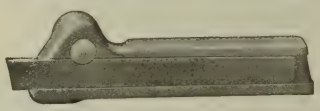
CHINA WOOD OIL
CASTOR OIL—SECONDS
BARYTES
LITHOPONE
BLUE VITRIOL
BORAX
GLYCERINE
RED LEAD
LITHARGE
SHEET ZINC

B.&S.H.THOMPSON
& COMPANY LIMITED
MONTREAL

Branches: TORONTO WINNIPEG NEW GLASGOW, N.S.

Canadian Sales Agents: United States Steel Products Company
Exporters for American Sheet & Tin Plate Company

Williams "AGRIPPA" Tool Holders
"THE HOLDERS THAT HOLD"



Prompt Shipments

A tool that performs both cutting-off and side work by the mere substitution of suitable cutters tells its own story of economy.

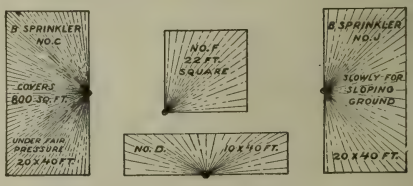
A Catalogue describing all Williams' "Grand Prize" Tools may be obtained upon request.

J.H.WILLIAMS & CO.
THE WRENCH PEOPLE
30 RICHARDS STREET BROOKLYN, N.Y. CITY

The A. G. Low Co., Ltd., 30 Pacific Ave., Saskatoon, Saskatchewan, Agents for Manitoba, Saskatchewan, Alberta and British Columbia.

Western Office and Warehouse: 30 So. Clinton Street, Chicago, Ill.

SPRINKLERS



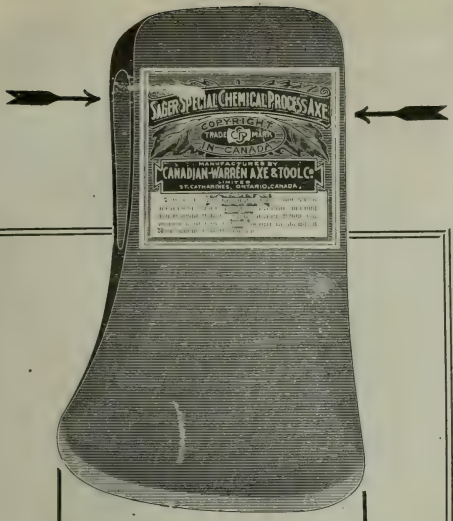
Order the style that best fits your lawn. Stock Style D, F & J.

B. Sprinklers are made in four styles so that different shaped lawns may be irrigated. They do not throw water on side to which hose is attached; therefore, may be picked up and moved without turning off the water.

The only Sprinkler that will irrigate the lawn right to the edge of the sidewalk without wetting the walk.

Thos. Birkett & Son Co.
LIMITED
OTTAWA, ONTARIO

If interested. tear out this page and keep with letters to be answered.



WHY NOT BE GUIDED BY THE JUDGMENT OF HUNDREDS OF WELL KNOWN LUMBERMEN, WHO ACKNOWLEDGE THE SUPERIORITY OF

"SAGER AXES"
AND
"SOO LINE"
LOGGING
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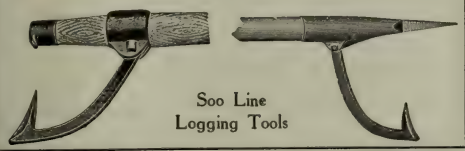

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Because of the "back-to-the-soil" movement this year, there will be an unusual demand for a reliably good, general sprayer.

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You will be glad you did — from every point of view.

Write us.

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Collins Mfg. Co.
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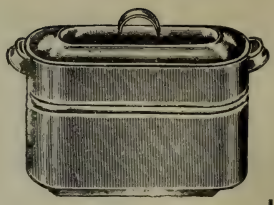
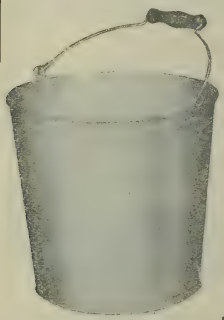


Just at this season, when you have more time to look over stock—when conditions are ideal for immediate shipments—and when delay in orders may mean your staying out till prices have advanced—are very good reasons for your ordering household goods right now.

Soren Bros. reproduce three suggestions here in their line of household goods famous for common-sense construction, practical design — materials that will withstand rough usage and reasonable price.



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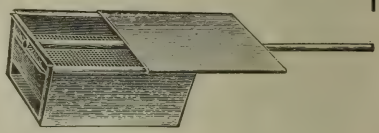

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IT'S IN THE GRIT

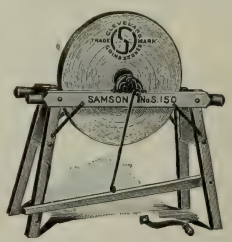
80% of all edge farm tools used in America are sharpened by the manufacturer on "Cleveland Grindstones," the natural abrasive stone that best preserves the temper of the steel.

Profit by the maker's experience—give your trade an opportunity to keep their tools at their best with "Cleveland Grindstones"—the recognized standard.

Catalog and prices on request.
Write for folder, "Selection and Care of a Grindstone."

The Cleveland Stone Co.

1836 Euclid Ave., 8th Floor CLEVELAND, O.
Bissett & Webb, Limited, Winnipeg, Man., Western Distributors.



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Sani-Flush

They will buy it as soon as you let them know you handle it.

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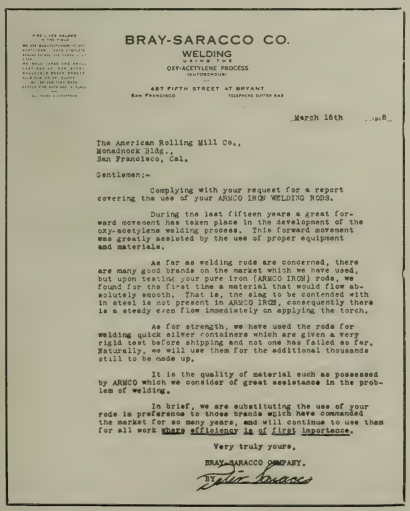
"Where Efficiency Is Of First Importance"

Quicksilver Containers,
Welded with Armco Iron,
Manufactured by the
Bray-Saracco Company of San Francisco.

Practical Welders Use

Armco Iron Welding Material



BRAY-SARACCO CO.
WELDING
ELECTRIC
OXY-ACETYLENE PROCESS
AUTOGENOUS

487 FIFTH STREET AT BRYANT
San Francisco TELEPHONE DOUGLAS 642

March 16th ...1918.

The American Rolling Mill Co.,
Monadnock Bldg.,
San Francisco, Cal.

Gentlemen:-

Complying with your request for a report covering the use of your ARMCO IRON WELDING RODS.

During the last fifteen years a great forward movement has taken place in the development of the oxy-acetylene welding process. This forward movement was greatly assisted by the use of proper equipment and materials.

As far as welding rods are concerned, there are many good brands on the market which we have used, but upon testing your pure iron (ARMCO IRON) rods, we found for the first time a material that would flow absolutely smooth. That is, the slag to be contended with in steel is not present in ARMCO IRON, consequently there is a steady even flow immediately on applying the torch.

As for strength, we have used the rods for welding quick silver containers which are given a very rigid test before shipping and not one has failed so far. Naturally, we will use them for the additional thousands still to be made up.

It is the quality of material such as possessed by ARMCO which we consider of great assistance in the problem of welding.

In brief, we are substituting the use of your rods in preference to those brands which have commanded the market for so many years, and will continue to use them for all work where efficiency is of first importance.

Very truly yours,

BRAY-SARACCO COMPANY.

By Felix Saracco

The photograph shows a shipment on an order for ten thousand Quicksilver Containers, 4″ by 16½″, being manufactured by the Bray-Saracco Co. Before shipping, the flasks are thoroughly tested under 80 lbs. air pressure, then filled with quicksilver and dropped to a cement base from a height of 4 feet.

Mr. Saracco's letter of March 15th tells what they think of Armco Iron Welding Rods.

The Page Steel & Iron Wire Company of Monessen, Pa., are Manufacturers and Distributers of Armco Iron Wire for welding and electrical purposes.

The American Rolling Mill Co.

Licensed Manufacturers under Patents granted to the International Metal Products Company.

Armco Iron Blue Annealed Sheets and Black, Galvanized, Polished and Special Finish Sheets, Roofing, Pipe and Metal Lath.

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District Sales Offices at Chicago, Pittsburgh, Detroit, Cleveland, New York, St. Louis, Cincinnati, Atlanta, San Francisco and Washington, D.C.

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The trade mark **ARMCO** carries the assurance that iron bearing that mark is manufactured by The American Rolling Mill Company with the skill, intelligence and fidelity associated with its products, and hence can be depended upon to possess in the highest degree the merit claimed for it.

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PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87

Send for Catalogue and Price List.

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Manufacturers of Lumber Tools

PEMBROKE - - ONTARIO

It's a Pink anyway you take it, and it's the best Peavey made.

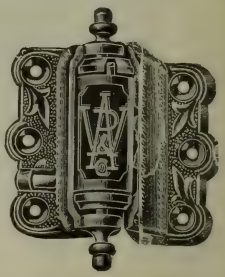
T-F Quality Spring Hinges

A Line that always makes good with the trade

Spring hinges will be in big demand as soon as the warm weather sets in. Now is the time to order from your jobber.

When you buy T-F Spring Hinges you are buying a line that will sell easily and give every satisfaction.

We take pride in producing a high quality article.



Taylor-Forbes Co., Limited, Guelph, Ontario

Stanley Tools

"JERSEY" VISES

Made in Canada

To increase your small Vise business, put in a line of "JERSEY" VISES.

They are a necessary addition to the Tool Kit of every Mechanic, Amateur and Householder.

Made with either Clamp or Swivel Bases, with iron or steel jaws, and in six sizes.

Send for special circular containing complete description of all styles, also an attractive display card.

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.

The Fireless Cooker has come to stay

The fireless cooker is no fad—its merits are now recognized and it is everywhere being accepted as a permanent acquisition to the modern kitchen. The demand for it is increasing and it bids fair to become one of the best lines the hardware dealer can handle.

THE ROYAL FIRELESS COOKER

Is among the foremost fireless cookers made anywhere and you could not handle a better line than this for attracting trade and turning in a good profit. Saves its cost three times over to the average family in one year, and it's an all-the-year-round utility.

Built by our patented process, of the very best materials, and cased in solid oak, or steel, the Royal Fireless is practically indestructible. Made for all purposes.

Write for our worth-while dealers' proposition.

Royal Fireless Cooker

124 Montcalm St. HULL, QUE.

Refer to page 204 Spring Number, Hardware & Metal.

100%

—*Reliable Service*

—*Rapid Delivery*

Caverhill, Learmont Mail Orders

When the farmer is buying harvesting equipment or accessories there are reasons for his final choice.

He calls into consultation those who have "been there" before him. He asks the opinions of production men, gets all the expert knowledge at his command moblized on the subject. No error is permissible—he makes thoroughly sure before he buys.

That the Caverhill, Learmont service in handling mail orders for

HARVESTING ACCESSORIES, ETC.

is both efficient and satisfactory is proven by the increase in this department of our business. We earnestly solicit your order for this season's business and will guarantee that the service rendered will please you to such an extent that you will remain our customer year after year.

Order Through

Caverhill, Learmont & Co.

MONTREAL

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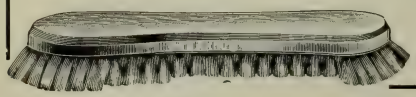
Largest Stock of Brushes West of the Great Lakes— *plus* Prompt Deliveries!

We carry a full stock of all classes of Paint, Varnish, Household and Stable Brushes, etc., holding the largest stock of brushes west of the Great Lakes. Write to us when needing prompt delivery, or order through your jobber.



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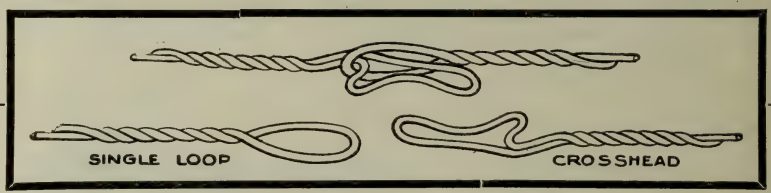
Hamilton London Toronto Montreal



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We wish to call Western merchants' attention to the fact that our Western representatives in Winnipeg will be pleased to quickly supply you with particulars about our wire products.

Laidlaw Baled Wire — made from genuine Bessemer stock—*is much stronger than ordinary wire and costs no more.*

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The Laidlaw Bale-Tie Co., Limited

HAMILTON, CANADA

A. T. Diggins, Stair Building, TORONTO, ONT.; Harry F. Moulden, WINNIPEG, MANITOBA; H. E. O. Bull, MONTREAL, QUEBEC.

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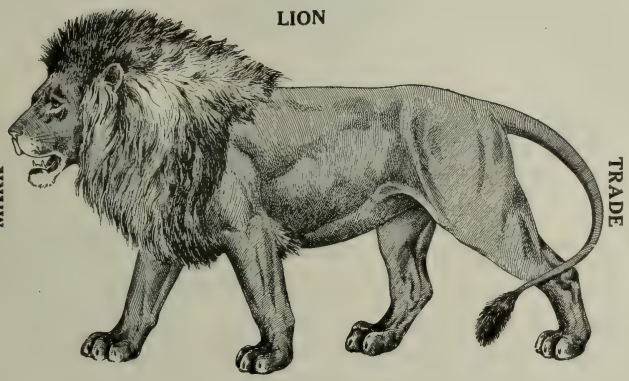

A heavy crop of hay is predicted.
Sort up those orders for
HAY FORK ROPES

"Coast to Coast Service"

CONSUMERS CORDAGE COMPANY, LIMITED

Head Office: MONTREAL, CANADA

Agents and Stocks at

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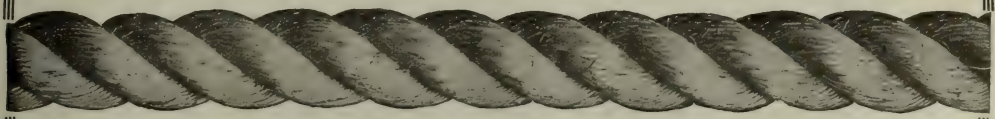

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CANADIAN CONSOLIDATED RUBBER CO. LIMITED
DOMINION
RUBBER SYSTEM
AND ASSOCIATED COMPANIES

Made in Canada

Everything in Rubber

There is hardly a rubber need that the Dominion Rubber System cannot supply. *"Everything in rubber"* is a reality with us. Not only is our line complete, but values are the best within your reach.

Behind all is the Dominion Rubber System service. Branches in all the principal cities in Canada make it possible for you to secure deliveries on the shortest notice.

Put us to the test and judge for yourself how complete and satisfactory our service really is.

Canadian Consolidated Rubber Co.
Limited

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Branches at Halifax, St. John, Quebec, Ottawa, Toronto, Hamilton, Kitchener, London, North Bay, Fort William, Winnipeg, Brandon, Regina, Saskatoon, Calgary, Lethbridge, Edmonton, Vancouver and Victoria.

Our aim is to serve and please

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HARDWARE AND METAL

CANADA'S NATIONAL HARDWARE WEEKLY

Vol. XXX. TORONTO, MAY 25 1918 No. 21

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Although temporarily prevented from shipping to Canada, we hope to be able to fill your requirements soon

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You Know the Good Points

about O-Cedar—so do your customers

You know that O-Cedar Polish and the O-Cedar Polish Mops are profitable lines to handle. When you sell an O-Cedar product, you know that it will fulfill its mission when your customer uses it.

Your customers know the merits of O-Cedar. By good, honest advertising—their qualities, uses and values are constantly kept before them.

A reminder that you handle O-Cedar is all that is needed to create extra O-Cedar sales for you. Now is the best time for you to let your customers know you have O-Cedar. A window display will help materially. We offer you the necessary sales cards to make your window attractive. They are yours for the asking. Do not let Housecleaning Time slip by without an O-Cedar Window. It will be timely. It will prove profitable.

Get in your O-Cedar window this very week.

Channell Chemical Co., Limited
Toronto - Canada

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Canada's National Hardware Weekly

HARDWARE AND METAL

Published Every Saturday Since 1888

Vol. 30 TORONTO, MAY 25, 1918 No. 21

Saskatchewan Convention Big Success

Association in Flourishing Condition in the West—Many Important Matters Considered—A New Impetus to Trade in Prairie Provinces —Officers Elected For Year

SASKATOON. — From the early discussion at the proceedings of the first day of the Saskatchewan Retail Merchants' Association convention, it is to be seen that the problem of manufacturers selling direct in some instances to the retail trade, and of wholesalers selling foodstuffs direct to laundries and hardware, dry goods and foodstuffs direct to threshing outfits and others not legitimate retailers, is one of the biggest just now in the West.

The mail order question was incidentally touched upon once or twice during the discussion, but the question is on the list to come up later on during the convention proceedings.

During the past year there has been a change in the operation of the work of the association asa Dominion body by the establishment of a Western Executive Council and an Eastern Executive Council, each of which considers problems common to its own particular district and which later come under the eye of the Dominion Board. This is explained in connection with one of the resolutions below.

The convention was held in the Saskatchewan University Building. For a number of reasons the attendance was not large. Among them were shortage of help in the stores, cutting out of convention rates and increase of 15 per cent. in railway fares, etc. However, after the delegates got warmed up to the business at hand, the lack of a large attendance was made up in enthusiasm and the businesslike way in which discussions were conducted.

Urged Consideration of Delivery Problem

President A. A. Evans, Outlook, Sask., presided. Mayor A. McG. Young welcomed the convention delegates. The Mayor complimented the association on its organization, referring particularly to the excellent work being done by the Traffic Department. Any organization that tends to the operation of business more cheaply is undoubtedly of great value to the country, he said. The town and city delivery problem—duplications particularly—was one he thought ought to receive as much attention as possible. If people in the country can buy supplies for a week at a time it should not be any hardship for those in the city to do with one delivery a day, was his suggestion.

J. J. Polson, Regina, replied, thanking the Mayor for his interest in the convention.

President Dr. W. C. Murray, of the University of Saskatchewan, Saskatoon, added to the welcome of the Mayor. The convention was an important agency towards the forming of public opinions, he said, and for that reason was most important from the standpoint of the welfare of the country. "The more we turn our conventions into educative gatherings, the more valuable and the more successful will they be, and the more far reaching their results. These conventions are developing the provincial ideas among us and causing to disappear rapidly the small local jealousies," was the chief thought he left with the delegates.

George Morrison, secretary of the Moose Jaw R.M.A., replied for the association.

Address of the President

President Evans read a message from E. M. Trowern, Dominion secretary, wishing the convention every success. Mr. Evans explained that having gone out of the retail business some months ago, and being away from the province he was out of touch with the situation. He would ask First Vice-President H. D. MacPherson, Regina, to read the president's address. Mr. MacPherson reported as follows:

THE PRESIDENT'S REPORT

"Since enjoying the hospitality of the Moose Jaw local at the convention twelve months ago, much history has been made both at home and abroad. These be times when the world is moving at a rapid pace and conditions, outlook and desires of our whole race are altering and re-shaping themselves overnight to meet the unceasing demands of international upheaval. The retail merchants, from their intimate relation to the activities of our people and country, must of necessity be a part of any such general tendency. It naturally follows that this report has to chronicle a number of very important happenings

City Freight Yards of C.N.R. 2nd Ave. looking North, Saskatoon, Sask. C.N.R. Depot, Saskatoon.

which will yet be found to be of heavy import to the future of this and similar bodies.

"Leaving the last convention with instructions from you as to the undertaking of Alberta organization, your executive started actual work in that Province in June, 1917, sharing with the sister state the time of our organizers. Now, at the end of almost a year of operation under such a basis, it is a pleasure to report that in the Province of Alberta there are 627 retail merchants who are members of our association and are receiving our service. We have been able to administer their organization affairs and liquidate old liabilities to the extent of $1,435.00, with every prospect of being able to hand over the organization in another year's time on a good sound footing with a membership large enough to warrant their operating their own service department.

"Members of your executive have had two formal conferences with the Alberta officers during the past year. Last October we met them in Calgary with reference to the reorganization of the Dominion Board; in April of this year a meeting was held in Edmonton when the government of Alberta was interviewed on matters of important legislation and afterwards matters of domestic policy were discussed and planned. We take this opportunity of acknowledging the hearty support of executive and retailers of Alberta in our efforts on behalf of their organization. The results thus far have shown clearly that your decision to undertake this work was wise and will have a powerful influence on the future good of our association in both Provinces and in a larger field throughout the Dominion.

"The Retail Merchants' Association is now an unbroken chain from Atlantic to Pacific and in April last at Ottawa, for the first time, duly accredited representatives from every province sat at the council board, each with a live provincial organization behind him.

"In matters of legislation which will be dealt with in detail in the secretary's report, I just wish to mention that we had the privilege at the last session of the legislature of appearing before the committee on laws and amendments and presented the items you gave us to bring before them at the last convention. We were able to have the Hawkers' and Pedlars' license raised from $25.00 to $100.00, and the City Act amended to provide for a half-holiday. The Factory Act which was in force in Alberta militated very unjustly against the merchants in that Province, and we were successful in having the objectionable clauses removed. The reason we mention this here is to show you the advantage of being organized, which prevented an act of this kind being put in force in this Province. We were also successful in having the Small Debts Act put in operation in Alberta.

"Those of you engaged in distribution of foodstuffs are already familiar with the licensing requirements of the office of the Food Controller. Difficulties and awkward features have already imposed themselves upon your notice, even though you are all of one opinion as to the necessity of some such machinery of control for the purpose of conserving essential foods to the best advantage and with the least possible hardship. Difficulties are bound to arise in carrying out any plan forced to hurried completion as this one was, but hearty co-operation of many interests and organizations has no doubt helped the Food Controller to avail himself of varied opinions and experiences so as to minimize troubles resultant on the operation of his regulations.

"At the beginning of framing these regulations, our association was hurriedly called into conference with manufacturers, jobbers and wholesalers for the purpose of advising the Food Controller. The time was too short for any proper representation of our members on a Canada-wide basis and our interests had to be represented at that first conference by merchants who were convenient to Ottawa and who made the necessary sacrifice of time to attend. The basis suggested for further consideration was an admirable one with the exception of a few points in which peculiar Western conditions were not considered or known. At subsequent hearings held by the representative of the Food Controller at Calgary and Regina, these matters were laid before him by executives and members of both provinces with the result that particularly objectionable points of regulation were eliminated or modified to such extent as to remove the ill effect.

"At the request of the Food Controller, three grocers were appointed as advisers on behalf of our body and members, Messrs. Nichol of Radisson, Neil of Saskatoon, and Biggs of Regina. Our experience in this matter afforded just one more evidence of the need of Dominion re-organization with a view to providing machinery which would be flexible enough and mobile enough to do the work of our organization without loss of motion and time. This report is particularly happy in being able to state that such re-organization is now an accomplished fact after three years' agitation and effort by your successive executives.

"Following the meeting of the Dominion Board in 1917, your executive reached a point in relation to the Dominion Board where further acceptance of existing conditions was out of the question—if we were to discharge our obligations as your representatives. You were called to a special meeting in Saskatoon in October, 1917, to be asked for specific instructions for our guidance. By practically a unanimous ballot of absent members, and by wholly unanimous vote of members present, the action of your executive was sustained and full power given us to push negotiations to a final issue. At the close of the meeting an executive went into conference with Mr. E. M. Trowern, Dominion secretary. A further conference was held at Calgary two days later at which your executive and Mr. Trowern were joined by representatives of Alberta and British Columbia. An adjournment was made to Regina and at this third session a basis of agreement was struck which has since been ratified by the Dominion board and put into operation.

"The new form of organization arises from the acknowledgement of the fact that the needs of Canada as a unit can in many respects be best served by recognizing conditions in East and West as dissimilar and therefore to be best solved by intimate acquaintance with territorial conditions, together with an appreciation of the association's growth to a point where partial decentralization of machinery must make for added efficiency.

"Nova Scotia and Prince Edward Island have been merged for association purposes so that there will be four provincial branches in the East and a like number in the West. In the West each province is represented by an executive officer on the Western executive council. This council will act in conjunction with a similar council of the East in matters pertaining to the Dominion as a whole. The eight members of the two councils will constitute the Dominion executive council.

"Our per capita tax will be payable to the Western executive council instead of to the Dominion board as formerly. Our Western council will bear one-half of the expenses of the Ottawa office and administration with adequate control in policies of action and expenditure. The personnel of the Western executive council as struck at the Dominion board meeting last month is as follows:—

British Columbia—G. A. Howker.
Alberta—T. A. Gaetz.
Saskatchewan—J. L. S. Hutchinson.
Manitoba—J. A. Banfield who is also Dominion president for the coming year.

"While on the subject of Dominion matters, reference should be made to a joint meeting of manufacturers, wholesalers and retailers held last August in Montreal at which your executive was represented along with several other provinces and the Dominion board. This conference was arranged at the request of your resolution passed at our last convention, with a view to laying before manufacturers and wholesalers our need of their further help in keeping the cost of distribution down to such a level as will offset some of the increase in cost of necessities. The retailer is in many instances forced to shoulder the blame for increased cost, when as a matter of fact he is discriminated against in the market where he buys. All we ask is that you should have the privilege of buying to as good advantage as anyone else who claims to give a distribution service. These points were all discussed at the above conference and the co-operation of manufacturers and wholesalers asked. Your executive are sorry to be unable to report any encouraging results or any reasonable prospect that your difficulties along this line will meet with any lightening, unless it be by your own efforts. This report is quoting a formal resolution of your executive in stating that in the absence of the necessary relief from outside co-operation, the retail trade is morally free to take such steps for betterment as the situation may require.

"A matter which your executive have had in consideration for some time seems to be coming a reality at last. In the matter of a course for retailers at the Saskatchewan University your executive have information which leads them to believe that this will be instituted in the near future.

"Another important step in our arrangements was completed in February when the executive of the Saskatchewan Retail Implement Dealers' Association, met your executive and after discussion decided to allow their organization to lapse and to advise all retail implement dealers in this province and in Alberta to become members of our association. The implement trade in the West is of large proportions and is meeting its own share of problems and doing its fair share in carrying on the general activity. Their troubles and needs are basically the same as all other branches of retail trade and their joining us should prove a big benefit to all sections of our membership. Pending further arrangements at this convention, your executive accepted a nominee of the Implement Dealers' Executive to act in an advisory capacity with us in all matters directly affecting the trade.

"It is a pleasant duty to congratulate various centres on the splendid progress they have made in broadening the sphere of service of the local branch. In Saskatchewan the cities of Saskatoon, Regina, Moose Jaw and Swift Current have made large increases in their membership and the two first named have installed permanent offices where regular service to members and visitors is being maintained.

OFFICERS FOR 1918

Following officers were elected for the coming year:—

Honorary President—A. A. Evans.

President — H. D. MacPherson, (Men's Furnishings), Regina.

1st Vice-President — J. J. Polson (Piano Merchant), Regina.

2nd Vice-President—S. D. McMicken (Grocer), Moose Jaw.

Treasurer—J. L. S. Hutchinson (Hardware), Saskatoon.

Secretary—F. E. Raymond (re-elected).

There was a tie vote for the office of Treasurer between Mr. Hutchinson and F. R. MacMillan, also of Saskatoon, President Evans giving the casting vote.

The convention next year will be held at Regina.

Similar activity in varying degree must be commended in Edmonton, Calgary, Medicine Hat and Lethbridge. These live local organizations mean a great deal to their own members and also contribute to the general vigor of the provincial branch both in money and morale.

"At last convention you expressed the wish that your executive get in touch with representatives of the farming associations with a view to closer co-operation and better agreement of plans in all matters of mutual benefit and interest. In September, 1917, a committee waited upon Mr. Maharg, president of the Saskatchewan Grain Growers' Association, assuring him of our desire to co-operate with their executive and promising to hold ourselves in readiness to meet with them in conference at whatever time would be suitable, they to advise us as to date. We regret that thus far no conference has been announced or held. Our regret has been accentuated because of the splendid possibilities discovered to be latent in such a plan, by our conference last February with Mr. Wood, president of United Farmers of Alberta and Mr. Rice-Jones, general manager of the Alberta division of the United Grain Growers, Limited. Your executive appreciates very highly the frank interchange of views with these gentlemen and we have reason to hope that a further community of interest will be furthered by approaching meetings with the full U.F.A. executive. The farmers' problems are our problems and only by joint action can we reach a solution which will be really useful to the West as a whole.

"Following our belief that a clear understanding of our hopes and aims will secure for us increased consideration and help from all classes of citizens, we have inaugurated a publicity campaign. Arrangements have been made with leading newspapers of the province and Alberta, by which at regular weekly intervals material will appear dealing with retail problems, their solution from the inside and their relationship to the good of the consumer. Mr. Dainow, the latest acquisition to our staff, has this campaign in charge and results thus far are very pleasing.

"Your executive wishes to remind you that anything it may have accomplished in the past year has depended to a large measure on the faithful service of field and office staffs. Our personal touch with most of you throughout the year is largely dependent on the interviews of the organizers. The service we are able to give you is almost entirely dependent on the smoothness with which the office activity runs. The other members of the executive feel that this report would be incomplete and unfair unless ample mention be made of the untiring efforts of F. E. Raymond, secretary, and his associates of the paid staff.

"You will notice an innovation in our program for this week. At the closing session a space has been provided for a discussion of policy for the coming year, after the election of your next executive. Your present executive before laying down their office would take the liberty of suggesting that their successors might be greatly helped by some further division of duties and responsibilities.

"Your association is growing, not only in numbers but in influence. We are being called into conference in connection with increasingly numerous phases of public plans and these avenues of effort will no doubt multiply. War problems and reconstruction plans will also add their quota to the obligations of this organization and the load of the executive will increase.

"Even in the past year, the individuals on your board have given to association matters time to the extent of at least three weeks in the aggregate and some of us have spent over six weeks' actual time on your business. Every one of us are glad to have been able to do what we could for the association and you are under no obligation to us if we have served the common good. If in the future there

H. D. McPHERSON
President of Saskatchewan Branch R.M.A.

be a corresponding increase of activity, the point must soon be reached where many of you, competent to do your share on the executive, will be forced to decline because you simply cannot give the time which the work will demand. Such a state of affairs would be unfortunate and ought to be avoided if possible. May we ask you to consider this problem to the end that some plan may be evolved in which "many hands may make light work?'"

Mr. Polson, in elaborating on the above report, pointed out that the surplus from the general funds was only $11.44. The fact is, he added, that it cost us $11.99 out of each membership fee of $12 to operate the business. The larger surplus shown in the statement was due to obtaining revenue from other sources. He suggested that later on a discussion would take place in regard to a slight increase in the annual fee.

THE ACORNS PRODUCE THE OAKS

While in Regina last week HARDWARE AND METAL representative came across the minutes of a meeting of the Board of Trade held there March 5, 1913, dealing with the question of a Saskatchewan Retail Merchants' Association. Members state this was the nucleus of the present aggressive organization.

H. G. Smith, of H. G. Smith, Limited, wholesale grocers, was then president of the Board at that time. The minutes show that he read a communication to the meeting suggesting the provincial organization and a convention to discuss plans. The Board of Trade, Implement Dealers' Association, Canadian Credit Men's Association, the Commercial Club, the Regina council and retail merchants were mentioned as those who could assist in this work.

The committee selected to deal with the matter was: C. O. Hodgkins, H. A. Knight, R. J. Lecky, S. C. Burton, A. Gibbons, and A. M. Nichol.

A convention was held shortly afterwards and the association organized.

A. G. Moncrief, general merchant, Glenavon, Sask., remarked he would be glad to see the membership fee doubled as far as he was concerned because of the greater service being given.

C. C. Reid, Kindersley, thought that on account of the increase in cost of living the office staff should have an increase in salaries. Secretary Raymond pointed out this had been done to extent of about 25 per cent.

R. S. Hodson, hardware merchant, Maple Creek, asked the number of members in Saskatchewan.

Secretary Raymond replied that 1,214 had paid their membership fee in 1917, and 376 in Alberta.

A Substantial Balance.

Treasurer J. J. Polson, Regina, presented his report as follows, showing how the funds stand:

BALANCE SHEET—December 31, 1917

The Retail Merchants' Association of Canada, Inc.
Saskatchewan Board
Saskatoon, Sask.

ASSETS

Petty cash on hand	$ 5.00	
Cash in bank, general account	241.25	
Cash in bank, savings account	1,755.10	
		$ 2,001.35
Accounts Receivable—		
Collection department	$ 6.30	
Retailers Trust Company	368.80	
Loan to B.C. Association	40.00	
Advances to employees	100.00	
		515.10
Furniture and fixtures	$1,250.09	
Automobiles	849.30	
		2,099.39
		$ 4,615.84

LIABILITIES

Accounts Payable—		
Collection department	$ 246.79	
Dominion Ass'n for dues	310.85	
		$ 557.64
Balance, being surplus as at December, 1917		4,058.20
		$ 4,615.84

STATEMENT OF INCOME AND EXPENDITURE

For one year ended December 31, 1917
The Retail Merchants' Association of Canada, Inc.
Saskatchewan Board,
Saskatoon, Sask.

INCOME

Dues—		
Saskatchewan	$14,481.52	
Alberta	4,483.00	
		$18,964.52
Commissions on collections		384.53
Sundry receipts		129.20
Retailer, advertising	$2,031.52	
Subscriptions	505.75	
	$ 2,537.27	
Less publication costs	1,737.80	799.47
		$20,277.72

EXPENDITURE

Office salaries		$ 6,319.50
Organizers' salaries and expenses, Saskatchewan	$ 4,285.65	
Alberta	1,236.80	
General	1,102.94	
		6,625.39
Convention expenses		794.40
Executive meetings' expenses		320.75
Dominion Association for dues		1,492.00
Stationery, printing and office supplies		993.67
Office rent		582.50
Legal expenses		156.00
Interest and exchange		41.83
Alberta R.M.A. accounts		947.85
Sundry expenses		759.07
Depreciation written off—		
Furniture and fixtures	$ 150.85	
Automobiles	283.00	
		433.85
		$19,466.81
Balance, income exceeds expenditure by		810.91
		$20,277.72

Jas. Clinkskill, haberdasher, Saskatoon, made a number of suggestions in connection with the treasurer's statement. It was decided to discuss the entire report later on.

Report of the Secretary

Secretary F. E. Raymond presented his report in part as follows:—

"It behooves us as retail distributors to do our part in assisting the government to carry out its war measures. Many of them may appear severe to those of us who are not in as close touch with the needs of the peoples in the war devastated countries, and our men at the front, as our government must of necessity be, but none of these measures are put into effect until after careful consideration, having due regard to the interests of the various bodies affected after consultation with their accredited representatives.

"This does not mean, however, that any restrictions placed into effect cannot be changed or modified if it is found they are unworkable, and that they place undue hardship upon any section of the community.

Helped to Raise Canned Goods' Ban

"It is in cases of this kind that the value of this Association to you as retail merchants is demonstrated. As an illustration we might mention that it was largely if not altogether due to prompt action on our part that the ban which was placed on canned goods during the threshing season last fall was lifted, it having been shown that while this measure might be practicable in Eastern Canada where produce of various kinds is extensively grown, it would certainly have hindered operations in the West during a critical period of the year if it had been allowed to remain in effect.

"The Food Control Board saw the justice of our contentions with the result as you know, that the Prairie Provinces was exempted.

"The Retail Clothiers have the Association to thank for the fact that the Government is not now supplying returned soldiers with civilian clothing due to protests having been forwarded from every Province in Canada pointing out not only the injustice to the Retail Merchants but the dissatisfaction that would be felt by the men themselves, who should at least be accorded the privilege of satisfying their own taste in this matter.

"As still another illustration we might merely mention the fact that it is due to the representations of this Association that the license fee for Retail Merchants handling food products is now based upon a minimum of two dollars instead of ten as was at first proposed.

"E. M. Trowern, our Dominion Secretary, located at Ottawa, is in constant touch with the various departments of the Dominion Government, and is frequently requested to appear personally for consultation and also before select committees conversant with conditions in connection with any particular lines of trade affected by any enactment the government may have under consideration.

How 1917 Resolutions Were Dealt With.

'To proceed with a resume of our year's work in this Province, possibly the first thing in order is to deal with the resolutions pased at our last Convention.

"Resolution No. 1—re Provincial License Fee for Hawkers and Pedlars.—I am pleased to be able to announce that, at our request, at the last session of the house, this license fee was raised from twenty-five to one hundred dollars.

"Resolution No. 2—Re cartage charges. This resolution was to the effect that shippers and railway companies be notified that on and after July 1st, 1917, advance charges for cartage on shipments would not be paid.

"Due to the fact that the Manitoba Convention was being held early in the month of June, your Provincial Executive thought it wise to delay any action in this matter until after that time, as it was made known at our Convention that the same question would be considered there, and joint action by the two Provinces was considered advisable.

"Manitoba passed a similar resolution to our own, with the exception that the time was set for September first instead of July first, as they felt that July first would not allow those interested sufficient time to make any necessary changes.

"Subsequent to the Manitoba Convention we kept in constant touch with them to ascertain when they proposed to act and were advised that as the same matter was to come up at our Dominion Convention to be held in Montreal in August they had decided to postpone any action pending results there.

"In due course the subject was introduced at our Dominion Convention, but after a short discussion was referred to a joint meeting of manufacturers, wholesalers and retailers, to be held during the course of the last two days' proceedings. Finally at this joint meeting it was thoroughly discussed from every angle, and generally agreed that cartage is a necessary service that cannot be dispensed with and that the present system is the most economical and satisfactory from every standpoint in which goods can be handled from warehouse to freight shed.

"For the reasons before mentioned, it was felt that cartage charges as they exist form a legitimate part of transportation costs, the question as to who should pay them being a matter between buyer and seller.

"Your Executive is of the opinion that even though we were to notify shippers and railway companies that cartage charges will not be paid after a certain date, it could not be enforced, for the reason that it has been held by the Railway Commission that cartage forms a legitimate part of transportation costs.

"Resolution No. 3—Re minimum carload weight of flour. In view of the fact that a 30,000-lb. minimum is provided for under the classification on this comodity, no action was considered necessary.

"Resolution No. 4—Re organization work in Alberta. This has been undertaken and caried on with good results, as will be shown later in this report.

Arranging for Mercantile University Course

"Resolution No. 5—Re University Course in Retail Merchandising. This matter has been taken up with President Murray of the University of Saskatchewan and it is quite probable that with the commencement of the next term, this course will be installed. It is also quite probable that within the very near future a short course extending over a period of four or five days will be arranged.

J. L. S. HUTCHINSON
Elected Treasurer of Saskatchewan R.M.A.

"Resolution No. 6—Re closer co-operation between commercial interests. Steps were undertaken to arrange a meeting between commercial interests of Western Canada, but after proceeding with these arrangements for a time it was learned that a similar meeting was to be held in connection with our Dominion Convention at Montreal, and for this reason our own plans were abandoned.

"Resolution No. 7—Re a more equitable system of taxation. This matter was taken up with the Manitoba Executive and the conclusion reached that the only thing to do is to agitate for the appointment of a taxation board.

"Resolution No. 8—Re re-sale prices and the appointment of an Inland Trade Commission. The bill introduced in the Dominion House for the abolishment of resale prices was thrown out. Sir George E. Foster has expressed himself as being entirely in favor of the establishment of an Inland Trade Commission and we have reason to believe that the matter will have the favorable consideration of the Government within the near future.

"Resolution No. 9—Re amendments to the City and Village Acts giving the Council authority to pass a by-law, upon receipt of a petition signed by at least two-thirds of the merchants in business, making a weekly half-holiday compulsory. This was taken up with the Government at the last session, and we were definitely promised that both of these Acts would be amended giving the necessary power. Unfortunately, however, apparently through some oversight on part of the Government, the Village Act was overlooked. This will be taken up again at the next session.

"Resolution No. 10—Re N.S.F. cheques. This matter was referred to the Secretary of the Dominion Board and is now receiving the attention of that body.

"At our last Convention held in Moose Jaw on May 8th, 9th and 10th, 1917, the following executive officers were appointed:

A. A. Evans, Outlook, President (re-elected).

H. D. Macpherson, Regina, 1st vice-president (re-elected).

J. L. S. Hutchinson, Saskatoon, 2nd vice-president.

J. J. Polson, Regina, treasurer.

F. E. Raymond, Saskatoon, secretary (re-elected).

"During the year ten executive meetings have been held, in connection with two of which interviews were arranged with the Government for the purpose of discussing various matters of legislation which we were anxious to have passed at the last Session of the House.

"In connection with one other, an interview was held with the Hon. W. R. Motherwell, Minister of Agriculture, and W. W. Thomson, Registrar of Co-operative Organizations, with reference to co-operative trading.

"Three of these meetings, one at Saskatoon, one at Calgary, and one at Regina, were held in connection with the proposed formation of a Western Executive Council.

"The first of these meetings held at Saskatoon on October 25th was a general meeting to which all members of the Provincial organization had been invited. E. M. Trowern, our Dominion Secretary, was present at this meeting, and also at the two subsequent meetings held in Calgary and Regina, together with representatives from Alberta and British Columbia.

Two Executive Councils

"Finally at Regina a basis of agreement was reached which has since been adopted by the Dominion Board, resulting in the appointment of an Eastern and Western Executive Council, the two forming a Dominion Executive Council.

"The members of the Western Executive Council consist of J. A. Banfield, of Winnipeg — representing Manitoba — who was also appointed Chairman of the Dominion

Executive Council; J. L. S. Hutchinson, representing Saskatchewan; T. A. Gaetz, representing Alberta; and G. A. Howker, representing British Columbia.

This is something for which Saskatchewan has been agitating for some time and we are pleased to be able to say that it is now an accomplished fact, due to our efforts alone.

"One other meeting held in Regina on January 16th, 1918, was called to meet P. B. Tustin, the Assistant Food Controller at that time, together with representatives of other interests concerned, to consider the proposed regulations governing the distribution of food supplies. At this meeting there were also quite a large number of retail merchants present from different parts of the Province. Our representatives upon this occasion were well received, and it without doubt resulted in having removed from the proposed regulations certain claims which were considered unfair to the retail trade, but which did not in any way affect the underlying principle of the regulations.

"Our next meeting was held in Regina on February 13th and 14th, at the time the Joint Commitee of Agriculture and Commerce was in session. We were represented on this Committee by J. L. S. Hutchinson, who took an active part in the discussion upon the various matters introduced affecting the interests of the retail trade.

Implement Dealers Come In.

"On February 14th we met the Executive of the Retail Implement Dealers' Association by appointment, they having requested a meeting to consider the idea of disbanding their own organization and joining forces with this. The result of the interview was that they decided to do so and to recommend to the individual implement dealers throughout the province that they become members of the Retail Merchants' Association and take full advantage of the different services offered. This is only another recognition of the value of this organization, embracing all sections of the Retail Trade, as compared to single line Associations, which from the very nature of things cannot be as effective.

"At this Executive meeting an informal interview was also had with Mr. H. W. Wood, President of the United Farmers of Alberta, and Mr. Rice-Jones, who is connected with the trading activities of the same organization, which we feel will lead to closer harmony and co-operation between the two bodies. It is anticipated that a further meeting of this kind will be held in the near future.

"This step was taken because of the attitude expressed by Mr. Wood at the joint meeting of the Agriculture and Commerce, when he showed himself to be in full accord with the fundamental principle of retail distribution.

"At all executive meetings held throughout the year many matters of importance to the retail trade have been considered and acted upon.

"The President has outlined some of these in the course of his address.

"At all of these meetings with the exception of those held during the time that our President, Mr. Evans, was away from home, a full attendance was recorded.

"Your executive has been most generous in giving of their time in looking after the interests of our members. In no case has an executive meeting occupied less than one full day, in some cases two, and in other cases three days have been taken up. On every occasion it has been necessary for at least two members to leave home.

"In addition to the Provincial Executive meetings, three of your representatives attended the Dominion Convention held in Montreal in August, 1917, and one attended the Dominion Convention held in Ottawa during April this year. It has meant much to our future welfare that we were so well represented on these two occasions, as has already been explained to you by the President.

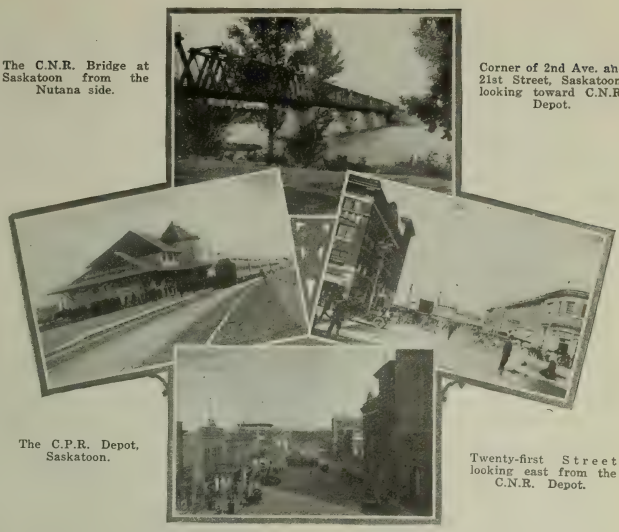
More than 1,600 Members in Saskatchewan

"Organization work has been carried on throughout the year in Alberta and Saskatchewan with good results. In June last year each of our organizers was provided with a Ford run-about, with which they have been able to make about one hundred per cent. faster time at practically the same expense. Furthermore they have been able to visit towns which heretofore were impossible to reach without serious delay and expense owing to inadequate train service.

"With the exception of certain portions of Saskatchewan, which will be worked within the next month or six weeks, the two Provinces have been thoroughly covered.

"Our total paid up membership in Saskatchewan, as at December 31st, 1917, was 1,214, and in Alberta 376, making a total of 1,590 in the two Provinces.

"From January 1st to April 30th this year 395 members have been enrolled in Saskatchewan and 251 in Alberta, making a total of 1,609 in Saskatchewan and 627 in Alberta. The Saskatchewan total of 1,609 includes 467 members whose membership has expired since January 1st, but to this should be added 483 members in territory not yet visited by our organizers, who should be rightfully considered as members of the Association—making a net total of 1,625 members in Saskatchewan.



The C.N.R. Bridge at Saskatoon from the Nutana side.

Corner of 2nd Ave. and 21st Street, Saskatoon, looking toward C.N.R. Depot.

The C.P.R. Depot, Saskatoon.

Twenty-first Street looking east from the C.N.R. Depot.

Traffic Department Saves Money

"Our traffic department, with F. E. Hamilton in charge, has proved a very popular feature of our work. This, as you know, consists of checking railway expense bills for which a commission of 25 per cent. is charged on all amounts recovered and following up delayed claims for loss and damage. In connection with the former, amounts totally approximately $2,000 have been refunded by the railway companies and approximately $1,000 have been secured in settlement of loss and damage claims which amounts were recovered only through our efforts. In addition to this and of which no record has been kept many merchants have referred freight bills covering individual shipments to us for attention, requesting information as to whether or not the bills were correct.

"We have also received many inquiries respecting traffic matters in general, all of which have received careful attention.

"Mr. Hamilton, supported by your Executive, has appeared before the Railway Commission on three different occasions, in opposition to the various applications of the Railway Companies for rate increases and also in opposition to the proposed new freight Classification No. 17, which is still under consideration and is one of the subjects to be dealt with by this Convention.

"It will be readily appreciated that this work entails a great amount of correspondence which has occupied a large part of Mr. Hamilton's time. The work of the Department has increased to such an extent that we have found it necessary to engage additional help.

"There is one point in connection with railway expense bills which we would like to mention, and that is, that it is of no value to send bills in to be audited totalling under two dollars, as even although there may be errors, the amounts recoverable are so small that it is not worth your while, or ours, to bother with them.

"To those of you who have sent in bills to be audited and have received no report, we wish to explain that all bills are checked in order as received, and they have been handled as quickly as possible. With the services of an additional checker any delay which you may have experienced will be overcome.

"In connection with our publicity work, extensive changes have been made. In the first place our magazine, "The Retailer," has been considerably improved upon. It is our aim to embody in this an outline of any legislation, Dominion or Provincial, affecting the retail trade, and also to include articles of special interest or retail merchants as a whole. We feel assured that the magazine is appreciated by a great many of our members, particularly those who make a point of reading it.

"In addition to "The Retailer" extensive publicity is being carried on through the leading newspapers in the two Provinces.

"We have recently been able to secure the co-operation of the editors of a number of influential dailies in the publication of a Saturday feature page of news covering the activities of the Retail Merchants' Association. This in addition to the daily publication of items of interest is having the effect of not only creating a better understanding in the minds of the public, of conditions peculiar to the carrying on of a retail business, but also of acquainting them of the fundamental aims and objects of this Association.

"This work, including the editing of "The Retailer," is being successfully conducted by David Dainow, who has had several years' experience as a newspaper man and who for this reason should prove himself of value in this connection.

"Mr. Dainow succeeded W. R. Kell, who resigned his position in February last.

Getting in Many Old Debts.

"I am pleased to be able to report that our collection service is producing excellent results. The collection sticker and letter provided by the Association to members direct have been the means of collecting many thousands of dollars. It was felt by your Executive that this free preliminary service did not go far enough, and in June last year a Collection Department was established for the purpose of following up the accounts referred to us by means of collection letter stubs and otherwise, on a commission basis. Since that time until April 30th this year $4,042 have been collected. This, I think, you will admit is a most gratifying result and augurs well for the future of this department—the usefulness of which we hope to continually improve.

"We have reason to believe that many of our members either do not know that we are supplying a collection sticker and letter for the purpose of aiding them in collecting their accounts, or if they do they are not taking advantage of this service. In view of the excellent results obtained all of our members are strongly advised to make use of the facilities thus provided.

"Our Mutual Fire Insurance Company has made very satisfactory progress as will be shown by the reports to be given at the annual meeting to-morrow.

"One of the services rendered by our Insurance Department is that of checking the policies of other companies to see that they are concurrent in every respect, so that our members may know that they are getting the protection for which they are paying.

"This department is in charge of Joseph James, a man thoroughly experienced in the fire insurance business. Many inquiries have been received concerning fire insurance and as to the standing of other companies, all of which have received careful attention.

"In connection with the general policy of the Association it can be summed up in the one word "Service." This is demonstrated by the varied requests for information and advice being received daily, all of which are given individual study and replied to in an accurate and dependable manner.

"In view of the number of regulations being passed by the Canada Food Board, which naturally affect a large number of our members, it has been found necessary to keep in constant touch with the authorities at Ottawa in order that we might be in a position to give the most up-to-date information. This we have succeeded in doing and thus have been in a position to answer the large number of questions asked.

"Legal enquiries, applications for credit ratings, applications for store help, etc., have been carefully attended to.

" In this connection we appreciate the fact that our members are taking advantage of the services offered to the extent they are. This has naturally resulted in a great increase in work, necessitating staff and larger quarters for the Provincial Office.

"It may be of interest to the members to know that our office is the largest in Canada of any Provincial Office of the Association and employs the largest staff.

"In conclusion I wish to thank the Executive who have so faithfully performed the duties of their office.

"I wish, if I may, to earnestly counsel this Convention to elect year by year, strong Executives who will help the Provincial Secretary carry on successfully the ever-increasing work of conducting the affairs of the Association.

"I desire also to give public expression of my appreciation for the work during the past year which has been so faithfully performed by our organizers, G. W. Anderson and W. L. McQuarrie, and the Provincial Office Staff, each one of whom is deeply interested and specially adapted to the work they are doing and for this reason are of great value to myself and the Association."

J. A. Banfield, furniture dealer, Winnipeg, president of the Dominion Board of the R.M.A., and C. F. Rannard, boot and shoes, president of the Manitoba branch, were then introduced to the convention by President Evans. A. L. Strutchers, of Winnipeg, who was on the program to speak later on was also introduced.

The Problem of "Selling Direct"

One of First Resolutions Discussed at Saskatchewan Convention Brought Forward This Question of Long Standing—New Executive Councils Explained—Selling "Memberships" and Supplying Goods at Wholesale Another Problem on Slate

Reported by B. T. Huston, of MacLean Publishing Company's Editorial Staff.

THE RESOLUTIONS DEALT WITH

At the afternoon session on Tuesday Secretary F. E. Raymond opened the afternoon session by reading a number of resolutions. These were discussed one by one as follows:

Resolution No. 1.—That the basis of reorganization be accepted, as adopted by the Dominion convention held at Ottawa on April 16, 17, 18, and J. L. S. Hutchinson's appointment as Saskatchewan representative on the Western executive council be confirmed, and that the Dominion secretary be notified accordingly by registered mail to-day. Moved by Geo. Hazen, Hazen-Twiss, Limited (stationers), Saskatoon.

J. L. S. Hutchinson explained at the request of the president the circumstances leading up to this. It was felt by the Saskatchewan executive that there was required a system where the association could get quicker action on many questions of a purely western character rather than have to get the information and action through the head office of the Dominion Board. After many conferences in the East and in the West it was suggested that a Western Council be created composed of one member from each province, the same to apply to Eastern Canada to be known as the Eastern Executive Council. The two are to constitute what is known as the Dominion Executive Council, composed of eight members. Each council will meet as often as deemed necessary to deal with their respective problems.

The minutes are sent to the head office and the entire board meets once a year and deals with all the problems of a general nature that arise.

Mr. Hutchinson maintained that the West had been contributing more than its share in the past to the maintenance of the Dominion Board. Under the new arrangement the West undertakes to pay only 50 per cent. of expenses necessary to operate the Dominion office, leaving balance for purpose of their work in the West through the Western Executive Council.

President Evans asked why the Eastern representatives of the Dominion Board objected to the Western Board in the first place, and how this opposition was overcome. Mr. Hutchinson replied that the West felt better results were required in the way of organization. A number of conferences were held and Dominion Secretary E. M. Trowern had come west last fall to go into the matter finally. After a conference lasting three days the idea was accepted and later confirmed by the Eastern members of the board.

The resolution was adopted on motion.

Resolution No. 2.—Resolved that we wish to impress once more upon the manufacturers and wholesalers the absolute necessity of further co-operation from them with us if we are to meet in adequate fashion the increased cost of distributing merchandise. We still hope that the co-operation asked for at the joint conference of August, 1917, at Montreal may be brought about without delay and thus obviate any necessity of the retail trade seeking relief through other channels by their own efforts.

President Evans explained that in some instances some manufacturers were selling their goods direct to the retailer. This was a disadvantage, he mentioned, to many others. Some couldn't buy in large quantities. The merchants' claim was that the manufacturer should sell through the wholesaler to the retailer as the legitimate channel of trade. Some manufacturers told them that in cases where they sold direct, the retailer could buy the goods at same price as if he bought through the wholesaler. The representative of a manufacturer of shirts and collars in particular had made this claim, but very few of the other manufacturers could give the trade any satisfaction when the problem was put up to them. "There are some jobbers," Mr. Evans claimed, "who are getting a greater margin of profit on certain lines than what the retailer gets. He cited a case where the jobber was getting a profit of 15 per cent. on a 4-dozen case of goods whereas the retailer only received around 12½ per cent. per gross. The retailer, too, had to make from 24

to 48 sales to get that margin, whereas the jobber had only one. He felt the conditions were not satisfactory and the association was consequently seeking some kind of a solution that would be more equitable to the retailer.

Mr. B. Scott, general merchant, Lang, Sask.: "I understand that certain wholesale fruit merchants in this city do not charge delivery to city dealers but when an out-of-town merchant orders fruit he has to pay cartage charges to the station in Saskatoon as well as from his own station to his store." This was something he felt should be amended.

Vice-President MacPherson, Regina, said that the executive felt that it was up to the manufacturers to come through with a solution to the whole problem of selling direct at lower prices that retailers could buy through the wholesaler, but if they did not do so then it would be up to the association to do something drastic such as starting a wholesale house of their own. "We do not desire to take any drastic action," he added, "but we feel we have been criticized too severely for the high cost of living and that we are not responsible for it."

F. J. James, general merchant, Beadle, Sask., suggested this question be left over until more delegates arrived. It was too important to pass over with slight discussion.

Jos. Dort, general merchant, Meota, Sask., moved the adoption of the report and Chas. Biggs, grocer, Regina, seconded it.

B. S. Hodson, Hodson Hardware Co., Maple Creek, maintained that the resolution was too vague, that it didn't ask the wholesalers or manufacturers to do anything definite, and didn't suggest that we do anything if they didn't.

Mr. MacPherson suggested again the formation of a wholesale house. Mr. Scott asked if this wasn't tried out before in the matter of the Canada Supply Co.

The reply was that the Canada Supply Co. was not a part of the R. M. A.; that it was suggested a couple of years ago by Mr. Hutchinson that an organization of this kind would be a good thing from the standpoint of buying cheaper hardware. He was authorized to go ahead and formulate plans. This was done and finally the Canada Supply Co. was formed, members of the R. M. A. taking stock in same.

A Word for the Specialty Salesman

One or two members suggested the elimination of some of the travelers, commission men and specialty salesmen of manufacturers' agents with a view to cutting down cost of the goods to the dealer.

Mr. B. Scott said these men were out selling because their firms were aggressive and wanted to develop business. They would lose considerable business if they did not do so, he claimed. They go after business this way on the same principle that a retailer advertises for business. Their sales are larger, which cuts down their overhead, and he did not think the retailer paid any more in view of these salesmen calling upon him.

The resolution was finally adopted.

Resolution No. 3.—Resolved that we wish to assure the government of our earnest desire to co-operate with them in anything which will serve to further the main efforts of the country, namely, the prosecution of the war and the production of food.

The above resolution was carried unanimously by singing "God Save the King."

Resolution No. 4.—Resolved that after July 1st, 1918, the membership fee be increased to $15.00 per year, including the subscription to "THE RETAILER." This was moved by A. G. Montcrieff, Glenavon.

F. E. RAYMOND
Re-elected Secretary of Saskatchewan R.M.A.

An amendment by R. S. Hodson, Maple Creek, to the effect that this be held over for a day until the discussion on the treasurer's report was carried by a narrow margin. In the later discussion it was decided to have the fee remain at $12.

Resolution No. 5.—Resolved that whereas we are credibly informed that some wholesale grocers are making a practice of selling direct to laundries, that the secretary be instructed to write the Food Controller urging that the necessary steps be taken to guard against such infractions of the regulations under which Food Supply Licenses have been issued.

Secretary Raymond explained that some wholesalers were selling to laundries, these wholesalers claiming that if they did not do so the business would go out of town as Chinese particularly would not buy from local retailers. If a wholesaler is found to be selling to anyone not holding a retailer's license it was against the new food law, he urged.

Mr. Morrison, Moose Jaw, claimed that the laundries would have to buy from the retailers if the wholesalers did not sell them. That was merely bluff.

R. S. Hodson said that "the only way to get any reform is in close co-operation on our part, probably along the lines of the Canada Supply Co."

A. G. Montcrieff maintained that more members of the association should come to the convention and then they could begin to talk about co-operation. "As soon as the conventions are over most of us forget about co-operation," he said.

"No wholesaler," he added, "can now legally sell direct to a laundry or to a farmer under his food license. Local organizations should be able to handle this particular point themselves by simply reporting each case to the provincial secretary."

Mr. Morrison, Moose Jaw: "No use passing this resolution unless we write to every wholesaler in the province telling them it is contrary to our wishes and contrary to law to sell to laundries, threshing outfits, etc." He urged that the wholesalers be written as well as the Food Control Board. This suggestion was embodied in the resolution which was adopted.

Resolution No. 7.—Since it has come to our notice that certain organizations are selling memberships throughout the country and professing to supply goods to their members at wholesale prices, be it resolved that this convention go on record as being opposed to wholesalers, whom we are supporting, supplying these, or any other like concerns, and that we are of the opinion that the wholesalers have not exercised proper precaution in the best interests of the merchants and themselves in selling goods at wholesale prices to parties not engaged in the legitimate retail business.

One member asked if this sort of business was authorized by the Government through its licensing machinery.

J. L. S. Hutchinson claimed that the wholesale trade should be more particular as to whom it sold. It was a matter of good business on their part irrespective as to whether the retailer and wholesaler were licensed. In this particular case the license question did not enter the discussion.

The president explained that the retail house in question sold these memberships at $12 and charged wholesale prices "plus cost of handling." The words "cost of handling" is a very vague term.

J. Clinkskill, Saskatoon, read an advertisement from the Consumers' Association in a Saskatoon paper advertising sugar at $6.50. He asked how it was possible for a firm to do this.

One member remarked he would like to buy up "all that sugar."

The resolution was then adopted.

Resolution No. 8.—Resolved that this convention go on record as being in favor of any reduction of duty which will increase production of foodstuffs.

Sold Fruit Wholesale to Hotel

One merchant reported here that a wholesale fruit house sent a traveler to his town and because he couldn't get an order from either of the retailers he sold to the hotel.

Mr. Hutchinson urged that such cases should be reported to the secretary. A. G. Montcrieff stated a somewhat similar case had happened in his town some time ago. He wrote the provincial secretary and in a short time the matter was satisfactorily arranged.

Resolution No. 9.—Resolved that whereas after receiving frequent complaints that farm implements are often sold at wholesale prices to the casual handler or user, that the secretary be instructed to place this matter before the Wholesale Implement Association and ask for their co-operation to see that the privileges and facilities of jobbers' services be only extended to such parties as are prepared to provide the full services of a dealer to his client. This was moved by J. Wright, Regina, and seconded by J. L. S. Hutchinson.

Mr. Clinkskill maintained this was a political question and should not be passed upon at a merchants' convention. The Union Government is a non-political one and every encouragement should be given to it, he added.

One retailer suggested that maybe the Government is not in a position to take off the duty on farm implements, etc. They may need the money too badly. It was a resolution, he thought, that should be left alone.

Mr. Rannard, Winnipeg, said he was in Ottawa recently and discussed many questions of an economic character with officials. There was a heavy balance of trade against Canada in connection with United States trade and it was the duty of everyone not to import any more goods than were absolutely necessary.

It was finally decided that the motion be laid on the table.

FIRE INSURANCE COMPANY FIGURES

The affairs of the Retail Merchants' Mutual Fire Insurance Company were discussed at the afternoon session of the Saskatchewan R. M. A. on Wednesday. This company is controlled by members of the Saskatchewan Branch R. M. A., and no one has the privilege of taking out a policy in it unless he is a member in good standing.

President J. L. S. Hutchinson presided and presented the annual report. This showed net insurance in force at end of 1917 of $615,470.50, after deducting cancellations, and expiries of $432,814.50. Of the $615,470.50 in force $60,534.79 is reinsured in other companies.

The income during last year from all sources was $13,405.55 and expenditures $8,125.85, leaving a balance of $5,279.70.

Assets at end of year were $30,637.41 and in the liability column were the following: Accounts payable for re-insurance, $463.68; guarantee premium deposits, $19,273.66; surplus on Jan. 1, 1917, $5,620.37; excess income for year 1917, $5,279.70.

The president announced that in 1915 (partial year only) total net fire losses had been $370; 1916, $205; 1917, $4,893.83 and 1918, $1,562.21.

The surpluses from year to year are: 1915, $1,141.88; 1916, $5,620.37; 1917, $10,900.00, and 1918, $15,102.50 to the end of April. Most of this surplus was invested in Victory Bonds.

The directors at a special meeting decided to recommend to the association that the risks be doubled during the coming year. This recommendation was acted upon so that risks of $2,000 in non-protected towns and $4,000 in protected towns and cities will be accepted the coming year.

J. L. S. Hutchinson and H. D. McPherson were on motion re-elected directors of the company for the coming three years.

On motion of A. G. Montcrieff, general merchant, Glenavon, and E. H. Insull, hardware, Craick, a vote of thanks was tendered the president and directors for their work during the past year.

Manager James of the Mutual Company explained in detail the principle of the premiums.

C. F. Rannard, on the advisory board of the Manitoba R. M. A., stated that the merchants of that province were desirous of starting a mutual fire insurance company. It was their desire to link up with Saskatchewan, he pointed out, suggesting in a general way the basis for agreement.

After considerable discussion it was decided to empower the executive of the Saskatchewan Mutual to consider the question and to deal with it as they see fit.

Bankruptcy Bill Being Amended

President J. A. Banfield, of Dominion Board, R. M. A., Tells of Work of Dominion Executive at Saskatoon Convention—Killing of the Knowles Bill—Principles of the Association—Some Interesting Market Information

THE work of the Dominion Board, Retail Merchants' Association of Canada, was reviewed by J. A. Banfield of Winnipeg at the Saskatchewan convention on Wednesday afternoon. Mr. Banfield was not long ago elected President of the Dominion Board. His address demonstrated that he has been a follower for more than a short time of the inside details of the Dominion Board.

In a vigorous manner he emphasized the work that was being done, the policy of the head office and hoped that every member would avail himself of the opportunity of asking for information on any question upon which he was not clear. He first referred to the removal of the head office from Toronto to Ottawa. This he thought was a wise move because Ottawa is really the pulse of the business interests of this country and the place where the most good can be done.

He called attention to a bankruptcy bill that certain interests were recently endeavoring to get through at Ottawa, when an executive meeting was being held there. The bill had passed through the House of Commons and was coming up next morning in committee. Although late the executive made representations to the committee as strongly as possible calling attention to a number of clauses which were not in the retailers' interest. The consequence was the bill has been amended and reprinted and will be sent back at the next session for reconsideration. That was just one of the many services the Dominion Board was rendering.

Principles of the Association

He read the principles of what the Retail Merchants' Association stands for as follows:

Absolute honesty in weights and measures.

Correct representation in the quantity, quality and value of goods sold.

One price to all customers on proprietary or trade-marked articles upon which a fair price has been fixed by the manufacturer.

No deceptive practices, such as inducing customers to buy staple, trade-marked goods, the prices of which they are familiar with, and which are placed by some merchants at a cent or two below regular prices of such trade-marked goods in order that by so doing they will induce the public to buy goods, the prices of which they are not familiar with, and thereby more than make up the loss they made on the well-known staple lines.

Truthful advertising and honest marking.

Fair treatment for the working classes and for the farmers, by buying and selling manufactured articles that have been made or produced by those who receive fair wages.

To assist in the development of community life and civic pride in the cities, towns and villages of Canada, and, as far as possible, to keep money in local circulation.

To endeavor to raise the commercial and professional status of retail merchandising to that of the other professions, so that the public may receive the most efficient service at the lowest possible cost.

To give credit to those who are worthy, and who observe and consider their contracts to be worth more than a "mere scrap of paper."

To co-operate with the Dominion and Provincial Governments, and with all municipal councils, in establishing an equitable system of taxation, uniformity in municipal accounting, and in proper administration of civic affairs generally.

To co-operate with the educational departments, and with the universities of the various provinces throughout Canada, in promoting a higher standard of commercial education, and in the establishment of chambers or departments of commerce in the universities.

To educate the public on the importance of the retailer in the community, and to be in a position to submit the views of the organized retail trade of Canada to the various departments of either the Dominion or Provincial Governments on all questions that affect the channels of retail distribution, through which over ninety-five per cent. of the merchandise in Canada must pass.

That was a pledge card that he considered every retail merchant should sign and was something that should be brought forcibly to the attention of the consuming public.

On representations made at Ottawa Dominion Secretary E. M. Trowern has now the privilege of attending all committee meetings so as to keep closely in touch with new legislation and its relation to the retail trade, Mr. Banfield explained.

Legislation that the R. M. A. has taken

up and put into the Statutes includes:

Doing away with trading stamps in 1905.

Making false advertising a criminal proceeding.

Amendments to the Adulteration Act.

Placing a standard weight on a bag of potatoes—90 pounds.

Gold and Silver Marking Act.

Mr. Banfield also referred to the valuable charter the Retail Merchants' Association possess, which gives them strong powers.

What Dominion Board Had Discussed

At the Dominion Board meeting recently the following questions were discussed:

The Bankruptcy Act above referred to.

The importance of keeping books. It is the aim of the R. M. A. that it be made compulsory for a retailer starting in business to immediately keep a proper set of books.

Parcel Post. Why should parcels not pay the full value of their carrying? Mail order parcels are not paying their full rate as the parcel post system is not paying for itself and it is being used principally by the mail order houses.

Sending articles for repairs. An act is wanted to put a limit on the length of time an article may be left in the store before it can be sold for storage charges.

Question of our boys going to the front and having to close their stores on demand.

Matter of duty and excise taxes prior to the coming down of the budget, so that they would be fair to the retailer.

Amendment to the False Advertising Act.

Amendment to the Smuggling Act. The R. M. A. had already done effective work in watching smuggling of goods across the border more closely. He told a story of how a certain Winnipeg man had to pay $2.50 dutv on a pair of boots he was wearing and had been wearing for some time as he was coming home from a trip to Minneapolis. He had been there less than three months. Asked when the authorities had become so strict, the customs officer said that the Retail Merchants' Association had been getting after them and they had to carry out their duties.

Defeat of the Knowles Bill, which was an attempt to do away with the price maintenance plan, was another success of the R. M. A.

Manufacturers May Fix Prices

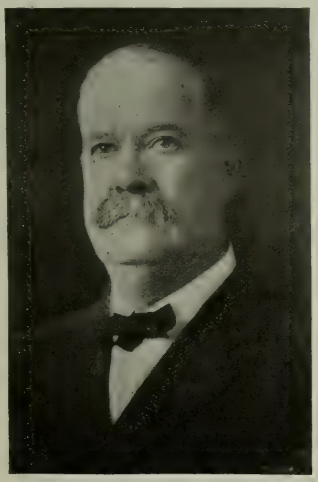
"Can a manufacturer set a price on the article he makes and refuse to sell anyone who cuts?" asked one member.

"Yes, he now has that privilege," replied Mr. Banfield.

Mr. Banfield gave the convention some very important information on market conditions. The big department stores were buying all the goods, dry goods particularly, that they could possibly get and storing them. He told of how wholesale houses in some cases were sending out envoys to buy up goods from the retailers who did not know any better, such as table napkins, cottons, etc., which they found impossible to get themselves.

He also told an interesting story he heard recently about the profits of a large mail order house in Canada. These were larger than the proprietor had intended, as they were to be divided as bonuses, so the solicitor of the house in question was consulted for a solution to the quandary.

The lawyer asked the head of the house how much his salary was, on hearing of the difficulty. He was told the figure. "The only solution I can see," he added, "is to make it a million."



S. D. McMICKEN,
Moose Jaw, Sask., elected 2nd Vice-President of the Association.

An Implement Repair Week

Saskatchewan merchants are anxious to see a big crop in this year and that the harvest will be adequately handled. Some of them are leaving their stores from time to time to help their farmer friends sow the seed.

At the convention an important resolution was suggested urging the Government to set apart an "Implement Repair Week," so that the farmers would have a special time set apart to attend to their machinery well in advance and have harvevsting repairs made before harvesting operations are actually begun.

R. A. Magee, M.P., and general merchant, Wolseley, moved this and urged the importance of encouraging the getting ready well in advance the machinery with which to take off the crops.

"Evvery year," Mr. Magee said, "there is a great deal of loss and inconvenience because farm machinery and implements are not ready when harvest time arrivves. Unless something is done along this line there will be a serious loss of time in the harvesting of Western grain this year on account of help shortage. Many producers do not begin to fix their binders, etc., until they are ready to use them. We are all vitally interested in the winning of the war and this resolution would show our good faith." The resolution was advanced by the Implement Section of the association. W. J. M. Wright, Regina, and Mr. Thompson, Winnipeg, also spoke in favor of the necessity of having farm machinery repaired in good time. Mr. Thompson thought it should be a Dominion wide movement. The resolution was carried.

No Advance in Fees

There was a suggestion that the annual fee be increased from $12 to $15, but the majority felt this was not a good year to make the change and no action was taken.

Sugar Cards Not Endorsed

R. J. Moffat, general merchant, Bradwell, proposed the following resolution:

That whereas the supplies of sugar available for distribution in the Dominion of Canada are short of the normal requirements of the people; therefore be it resolved that this Convention express itself in favor of a system of Card Distribution.

"I do not think," he said, "the present sugar regulations are taking proper care of the sugar difficulty. The only system that will take care of this adequately is this card system."

After considerable discussion pro and con the resolution was tabled.

Will Not Interfere With Food Board

A resolution was submitted from the farmers of one of the Saskatchewan districts urging the rescinding of the Food Control Board regulations in regard to returning more than fifteen days' supply of flour. It was decided to lay the resolution on the table.

University Course for Merchants and Clerks

The relations between the University and the retail merchant and what the University was prepared to do in educating the retailer and clerk were prefaced by a scholarly address by Dr. W. C. Murray, president of the Saskatchewan University, at the closing session of the convention.

He did not think the University at the present time was prepared to put on a four-year course for high school boys with a view to fitting them for the business life of the country. In the larger cities the Y.M.C.A. was providing evening classes for students in various lines of work, such as insurance, selling, advertising, etc. He considered that to be possible in connection with the University, the only objection being that such classes would only be satisfactory to Saskatoon. The other large centres of the province would not be satisfied.

It would, too, be difficult to get the right type of teacher for this class of work. He must not be one who would peter out in a few days' or weeks' time. A teacher of merchandizing who would wear is the only kind that would bring results.

He suggested the appointment of a committee of merchants to confer with a committee of the University Board in order to discuss the entire matter.

R. A. Magee, M.P., Wolsely, proposed a hearty vote of thanks to Dr. Murray not only for the dainty luncheon served and trip around the grounds but for the thoughtful address he had given.

Mr. Magee maintained that on account of the importance of the retail merchant, who does so much to bring goods from the confines of the earth and placed them in convenient manner before the consuming public, he deserved a great deal of consideration at the hands of the Government. "We do not realize to what extent the country has been developed by the aggressive leadership of its merchants," he said. "Anything that will assist the merchants of Canada to give a better service to the people must necessarily be in the best interests of the country."

S. D. McMicken, Moose Jaw, seconded the motion extending the thanks of the convention to Dr. Murray which was enthusiastically carried.

At the meeting subsequently held, a committee consisting of the new executive with power to add to their numbers was appointed to meet the University committee in regard to a University course of education for the mercantile interests.

The association pledged its full support to the Red Cross organization in its campaign to raise $1,000,000 in June. R. A. Magee suggested that the merchants endeavor to propose a better and more adequate system of collecting. He suggested monthly subscriptions. W. R. Phillips, Kindersley, urged that under the present collecting system many people who should are not giving, with the result that others had to give more than their share. He urged that the Government take over the Red Cross collection and levy a special tax to secure the necessary funds.

A proposal was made to appoint an advisory board consisting of three or four members from the outlying districts, to get the pulse of the mercantile interests in those districts and to assist the executive. This was considered a good idea, the matter being left in the hands of the executive to select the committee.

Practical Problems in the Question Box

Extension of Credit—Should Saskatchewan Have Copper Coinage? — Are Sales Companies Useful?—Opposed to Selling "Membership" in Consumer Propositions—Why the Snow in Saskatoon?

THE "Question Box" provided some splendid practical points for discussion at the Saskatchewan Merchants' Convention. Among these were the extension of credit, the new freight classification proposal, copper coinage for Saskatchewan, turning a credit business into cash, sales companies, firms selling "memberships" to consumers, etc.

A committee was appointed consisting of A. G. Montcrief, Glenavon; J. W. Cresswell, Regina; N. J. James, Beadle, to go over the questions in the question box and eliminate the duplications. Secretary Raymond then read the following questions:

Question—Several merchants may have extended credit to some who have been conscripted. If the party does not pay what redress have we?

Answer—"No redress at all while the moratorium is in effect," Secretary Raymond stated.

Opposing Freight Classification No. 17

Question—What is being done regarding the new proposed freight classification No. 17?

Answer—F. E. Hamilton, in charge of the traffic department of the association, explained in detail the proposal. This classification affects everybody, he said, merchants and consumers. In 1916 we took objection to No. 17 classification change. Since the question has been gone into with Boards of Trade and it has been agreed to accept the principle of high minimum rates. The matter was still being closely followed, strong objections being made. Mr. Hamilton has appeared three times before the Railway Commission to emphasize the protest of merchants.

H. R. Bowers North Battleford, urged the association to register a strong objection to classification No. 17. There were two or three western cities which he claimed would get the benefit. He did not object so much to the increase in rates as to the discrimination against the smaller towns and cities.

On motion of S. D. McMicken, Moose Jaw, and T. B. Dynes, Fleming, it was decided to do what was possible to prevent the new classification going into effect in its present form.

Question—Does this convention favor the greater use of copper coinage?

Answer—Many replied "No," but some considered it was a necessity at the present time. S. D. McMicken, Chas. Clerkson, Swanson; W. Gunn, Kincaid; J. S. Dart, Meota, spoke in favor of it. It was finally left to the discretion of each individual member.

Question—How would you proceed to turn your credit business into a cash business?

Answer—Nothing definite was proposed. "Keep a stiff back-bone and tell the customer you want cash," suggested Mr. McMicken.

Value of Sales' Companies

Question—What is your opinion of sales and sales companies? What impression do they leave in the community?

Answer—W. C. Paynter, Tantallon, said he would just about as soon have a fire. W. O. Robins, Kindersley, claimed where you got some one to do your advertising in a business-like way it was a good thing, but did not believe in let-

A view of Calgary, Alta., taken from the North Hill.

Main Street, Moose Jaw, Sask., looking from the Walter Scott block on the left, and another view of the same street looking north on the right.

ting someone come into the store to run everything and set prices.

President A. A. Evans recalled a sale he put on on shoes some three years ago. The advertising was done by a sales company. During that sale we sent shoes out from 100 to 150 miles from Outlook. People are still coming back to buy the same line of shoes. It increased our shoe business greatly. One man bought sixteen pairs. We fixed our own prices. The impression it leaves all depends on the merchant himself. We filled orders at less than catalogue houses and brought a great deal of business to the home town.

L. T. McLandress, Redvers, reported he put on a sale once following a fire and in nine days took in $4,200.

Question—Should there not be a law preventing firms selling so-called "memberships" to individuals unless the latter be given stock in the company selling such memberships?

Answer—W. D. MacPherson, Regina, replied the matter had been mentioned to the government, but at the present time there is no machinery to overcome this. A resolution, too, had been passed the day previously.

Mr. McMicken and Mr. Montcrieff moved that the executive take action with a view to having a law put on the statute books prohibiting the operation of firms selling "memberships" as these were not in the public interest. Carried.

Question—Why are oil companies allowed to sell by weight instead of by the gallon?

Answer—A number of members stated that if the merchants insist upon it they would have to sell by measure. The matter will be taken up through the Dominion board with the Dominion Government.

Question—What is the best method of extending credit? Should there be a difference in the cash and credit price?

Answer—S. D. McMicken—"I've got to meet the cash prices of the big stores in the city. When I sell on credit I get a note and charge interest."

N. J. James charges 5 per cent. interest on all credit accounts. He puts this right on the bill going out.

A. G. Montcrieff.—"There are a great many merchants in business in the West who shouldn't be in business at all. The credit business is all a matter of good bookkeeping. That is the simplest way of solving it."

Question—What is the reason that Saskatoon ordered this weather; it is now snowing? (Laughter).

Answer—Jas. Clinkskill, Saskatoon.—"We ordered this weather for the farmer. It will do thousands of dollars' worth of good." (Applause).

CONVENTION BRIEFS

The Saskatoon branch entertained the visitors at the Daylight Theatre, where the boys from "Over There" put on "Two Hours in France." It was surely two hours of interest.

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One member read an advertisement from a Saskatchewan paper quoting "good" sugar at $6.50. Wonder how much the other kind would be? Probably a gift.

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From individual talks among the merchants the following three problems seemed to be uppermost in their minds: (1) Cash or credit, or both? (2) Collecting accounts so that long credits could be cut down; (3) mail order competition.

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The Calgary "Eye-Opener" has some competition—at least in name. It is the Swanson "Eye-Opener."

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Past President Evans has left the retail counter to direct the plow and seeder. He is now a Saskatchewan farmer. He conducted the convention affairs in his usual efficient manner and has earned the respect and confidence of the members during his term of office.

* * *

J. C. Nichol, general merchant of Radisson, who will look after the retailers' licenses in his district after June 1, was among the visitors. Chas. Biggs, of Regina, was another.

* * *

Saskatchewan merchants are giving splendid direct help to the farmers in their districts. A. G. Montcrief, of Glenavon, for instance, has spent several afternoons on neighboring farms.

The West is planting a big crop this year. The retailers are going to do their best to see the harvest through.

* * *

Organizers W. L. McQuarrie and R. A. Anderson have motor cars to go after their new members.

* * *

Secretary Raymond doesn't say very much at conventions, but he is responsible for the putting through of an enormous amount of work just the same.

* * *

The luncheon given by the University of Saskatchewan on Thursday, under the direction of Dr. Murray, was one of the very pleasant events of the convention. The buildings and grounds were also inspected.

* * *

Strangely enough the mail-order question received little attention in the open meetings. Evidently the retailers' methods of aggressive merchandising are making better headway.

* * *

The representative nature of the convention will be seen from the number of Saskatchewan towns and cities that sent delegates.

PROVINCE WELL REPRESENTED

The register showed the following in attendance: Avonlea, T. A. Easson; Aylesbury, N. C. Wells; Assiniboia, R. Maze, W. P. Ball; Asquith, H. J. Baldwin; Allan, Geo. Forster; Beadle, N. J. James; Bladworth, R. J. Eley; Borden, N. S. Smith; Birch Hills, H. A. Wilson; Biggar, A. W. Mooney; Bradwell, R. J. Moffat; Cut Knife, K. Robertson; Cereal, Alta., J. A. Waterhouse; Chinook, J. R. Miller; Craik, Geo. W. Matheson, E. H. Insull; Canora, D. H. Sutherland; Deslisle, W. H. Morgan, A. S. Morgan, M. Smith, W. Smith; Elstow, T. S. McConnell, H. Young; Estone, C. Johnston; Fleming, T. B. Dynes; Fiske, G. B. Millar, R. S. Thrower; Glenavon, A. G. Montcrieff; Grand Coulee, L. E. Maxwell; Gladmar, R. I. Eidsness; Herbert, D. Brownstone; Hanley, E. B. Hamre; Hepburn, A. F. Peters; Hughton—R. R. Stewart; Herschel, H. L. Cargill; Jansen, T. W. Schroeder; Kindersley, W. R. Phillips, W. O. Robins, C. C. Reid; Kincaid, W. Gunn; Kerrobert, E. Wright, W. K. Ranton, H. E. Sample, F. J. Barber, E. J. Ahrens; Krydor, M. Szutiak; Lafleche, A. J. Wyman; Langham, W. T. Woodley (Langham Trading Co.); Leader, S. K. Gryde; Loverna, L. P. Kincaid; Leney, E. P. Horton; Maple Creek, R. Swift Hodson; Moose Jaw, Geo. J. Morrison, S. D. McMicken; Meota, Jos. S. Dart; Maymont, A. E. Bean; Margo, S. H. Martin; Meyronne, O. R. Ball; Mennon, Driedger and Abrams; Macrorie, J. Allan, Roy Gillis, E. C. Gallup; McGee, T. G. Gales; North Battleford, H. R. Bowers; Outlook, A. A. Evans, F. S. Reid; Osler, Isaac Loewen; Oxbow, Miles McCay; Pense, H. McGillivray; Perdue, L. Wohlman; Rosetown, R. A. Miller, D. M. Geddes; Regina, G. W. Anderson, H. D. McPherson, J. J. Polson, J. T. Lawson, Chas. Biggs, J. W. Creswell. G. D. Raymond, W. J. M. Wright, N. L. Green; Radisson, J. C. Nichol, J. Goldstein; Redvers, L. T. McLandress, A. J. Silcox; Raymore, A. Gluck, James Tate; Swift Current, L. D. Park (W. W. Cooper Co.); Saskatoon, W. L. McQuarrie, F. E. Raymond, J. S. S. Hutchinson, Jas. Clinkskill, C. H. Wilson, Jno. A. East, T. Loveridge, J. H. Sewell, D. Davie, Geo. Hazen, I. Genser, B. A. Upshall, O. L. Lemery, Arthur Rose, F. E. Hamilton, J. W. Hamilton, M. Ragoman, T. F. Secord, F. S. Dunn, D. F. Streb, L. P. Twiss, B. Zukeman, H. L. Gallagher, C. D Sinclair, I. Sugarman, F. J. Coates, H. O. Jones, S. Weinstein, E. A. McAsh, W. E. Leard, S. E. Fawcett, F. Southard, R. A. Anderson, Central Grocery Co., G. R. Fraser, Frank Holmes; Sedgewick, Alta., A. E. Clemens; Swanson, Chas. Clerkson; Strassburg, J. Matheson; Sutherland, S. A. Kredba; Toronto, B. T. Huston (MacLean Publishing Co.); Tessier, Geo. Dobson, L. Hamilton, Jno. Coulter; Tantallon, W. C. Paynter; Unity, H. E. Hamilton; Vibank, Anton Huck; Vanscoy, J. J. Sanders; Winnipeg, J. A. Banfield, A. L. Struthers, C. F. Rannard, Jno. R. Davidson; Willow Bunch, Jno. T. Scott; Waldeck, Waldeck Trading Co.; Wolsely, R. A. Magee; Zealandia, M. C. Meraw, A. S. Worthen.

Advertising That Pulls Trade

Hamilton Hardware Firm Makes Strong Appeal Through Advertisements in Local Papers—Get Fine Results—Suggest Seasonable Articles That Will Interest

THE Mills Hardware Company, Limited, Hamilton, has made a study of the science of advertising. They are enthusiastic believers in the value of printer's ink in order to get their message to their customers. Window displays are also made a very important part. Articles that are advertised in the newspaper are also on display in the windows. In this way one form of advertising backs up the other. A double volley is fired, as it were. Springtime is always a season for making an aggressive appeal through advertising. Advertisement reproduced herewith appeared as part of the advertising campaign of this company during the present spring. It brought fine results. Hardwaremen can perhaps find some timely hints for their own advertising by a perusal of the advertisement.

Sample of Full Page Advertisement of Mills Hardware, Hamilton, That Assisted Greatly in Sale of Garden Tools and Spring Lines.

Typical Western views—Wheat shoulder high in the field near Winnipeg—A view in the C.N.R. yards at Winnipeg.

Hope Springs Eternal in the West

Eyes of a World With Food Supplies Greatly Depleted Look With Expectancy to Grain Fields of Canada—Conditions Augur Well for Big Production—West Will Have Great Purchasing Power With Another Good Grain Crop.

"I ESTIMATE the amount of wheat under cultivation in the West this year will be fully 25 per cent. more than last year," stated Professor T. Ferrier, head of the school for teaching agriculture to the Indians located at Brandon, to the representative of the MacLean Publishing Company, who made a special trip to the West to report the convention of the Saskatchewan branch of the Retail Merchants' Association of Canada. This in brief is the story of the hope that is centred in the West this year. It is a hope that springs anew each year, but with the food supplies of the world greatly depleted by the ravages of war all eyes are centred more than ever upon the grain crop. This estimate of the increased wheat crop corresponds well with other estimates that have so far been made.

This estimate of 25 per cent. more wheat under cultivation does not mean that the amount of land under cultivation has been increased by that much. Conditions last fall were not conducive to breaking up very much new soil. So far moisture has been adequate and with favorable rains during May and June the opinion prevails there should be a good crop in the West this year. If present promise materializes it is estimated the exportable surplus of wheat will be 350,000,000 bushels. It is of course too early to count the chickens, for many things may intervene between now and the time the crop is ready to harvest. All that can be said at the present time is that the promise is good. The greatest source of wealth for the West is wheat. Because of this factor hope springs eternal in the West—and the East for that matter as well—that the wheat crop shall be a good one each year. It is wheat that has made the West. It is the wheat that has furnished the wherewithal for the development of the industries of the West.

Area of Western Province

The area of the three Western Provinces of Manitoba, Saskatchewan and Alberta is 479,162,438 acres. Of this it is estimated that some 200,000,000 acres are arable land. It is estimated that but little more than 10 per cent. of the available land is under cultivation. When the West is thoroughly cultivated it will be seen that immense possibilities lie before the country. The future of the cities and towns of Western Canada will be measured by the size of the crops of the three prairie provinces.

The greatest part of the crop of the West is handled through Winnipeg, and it is small wonder therefore that Winnipeg has become such an important distributing gateway. On the basis of local trade figures it is estimated that the city of Winnipeg sells throughout the extensive area for which it is the economic distributing centre manufactured goods somewhat in excess of $175,000,000 annually. The purchasing power of the Western Canada market is directly correlated to the productive power of the country. With an exportable crop of 300,000,000 bushels of wheat valued around $2.20 per bushel it will be seen that the West may have something over $6,000,000 to spend as a result of the wheat crop alone. More and more the West is turning to diversified farming. Oats, barley, flax, livestock are important items also when the wealth of the West is being considered.

Purchasing Power of West

Some interesting figures were compiled by the Winnipeg Industrial Bureau showing the amount of goods shipped into the West for the years 1911 and 1912. There is an enormous interprovincial commerce being carried on as indicated by the figures gathered at that time. The following figures show the straight car lots of various commodities that were handled for the West through the various Winnipeg jobbing houses during the year 1911:

	Car Lots.
Agricultural implements	1,120
Wire nails, fencing	1,539
Cement	1,180
Furniture	1,090
Hardware	1,042
Sugar	972
Paper	868
Machinery	765
Carriages and wagons	712
Iron pipe	682
Stoves and ranges	584
Canned goods	571
Brick	539
Barrels	514
Sewer and drain pipe	667
Automobiles	436
Glass, window and plate	406

Transactions of Retailers

Compilations from the records of turnover of various Winnipeg jobbing houses for the year 1912 showed some interesting figures with respect to the amount

Main Street—the Financial District and a Glimpse up Notre Dame Street—Winnipeg.

of goods handled by Western retailers through the Winnipeg houses. Following are the figures:

Groceries	$15,000,000
Hardware	16,000,000
Agricultural implements and machinery	25,000,000
Dry goods and textiles	17,000,000
Iron and building trades	12,000,000
Boots and shoes	6,000,000
Automobiles	6,000,000

Signs of Prosperity

One of the signs of prosperity of any community is the increasing number of automobiles in use. There has been a great increase in the number of automobiles in use in the West even from a time so recent as the year 1911. As an instance of this development the numbers in the province of Saskatchewan might be cited. During the year 1911 records show there were 1,304 licenses issued in that year. Already for the first four months in 1918 the number of licenses issued exceeds 33,000. The increase in the number of automobiles in Alberta is keeping pace with that in Saskatchewan. For the first four months of the present year there were 21,080 licenses issued in Alberta as compared with 20,639 in the entire year of 1917.

Rich in Water Power

In these days when the development of electric power is becoming such an important factor in the industrial welfare of any community it is of interest to know that the water powers of the Western Provinces hold vast possibilities in this regard. It is estimated that in the Province of Manitoba alone there are some 7,000,000 horsepower capable of development. It is stated that the city of Winnipeg has in the Winnipeg river alone power sufficient to supply a city of 2,250,000 people. With such an abundance of water power the West is bound to loom large in industrial development in the years that are to come. It is small wonder that with such potentialties that "hope should spring eternal in the West."

Looking up Portage Ave., Winnipeg.

WINNIPEG HARDWARE SECTION

Stephens'
REGISTERED TRADE MARK

Advantages of Handling a Paint with a Good Name

There are stronger reasons for handling Stephen's line **now** than ever before.

In these days, when the balance of supply and demand of raw materials is upset by war, many poor Paints are marketed, many dealers are tempted to handle Paint lines on which profits on **present** sales are a little in excess of well-established brands. But how about future sales? When good-will is spoiled and customers' confidence is gone, where will repeat orders go, as well as future sales in **other** lines?

Paints with a good name, and those that will unquestionably stand up to their reputation are the **only** paints that make profitable selling.

It will pay you to sell Stephens' Paint **now** as never before, because they are of the same old standard quality to-day as of yore. War conditions have not interfered with their famous quality in any respect.

Stephens' products will hold your business and build your business. Good profits. Get our agency proposition without delay.

G. F. Stephens & Co., Limited

Paint and Varnish Makers

WINNIPEG and CALGARY

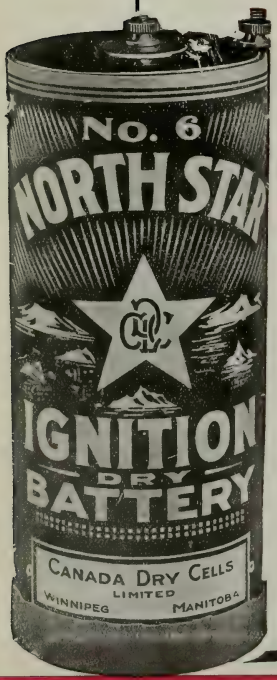
If interested, tear out this page and keep with letters to be answered.

WINNIPEG HARDWARE SECTION

Western Batteries for Western Needs

"North Star" Batteries

Sure and Certain



Guided by the North Star, Mariners know that all the elements of chance are removed from their travelling. Guided by the "North Star" mark battery users in the West are certain of perfect action, speed, long service. On "North Star" Batteries they take no chances of imperfections, they're sure, steadfast, reliable—"the best for the West."

"North Star" Multiple Ignition Batteries

The ideal unit battery, giving unapproachable service for heavy, intermittent ignition. Best and most economical for gas engines, motor boats, automobiles, carriage lighting, barn lighting, blasting, and numerous other purposes demanding heavy service.

The Western Dealer who handles the complete "North Star" line is best equipped for battery business. They're built for service under Western conditions and your customers know it.

Canada Dry Cells Limited

WINNIPEG MANITOBA

If interested, tear out this page and keep with letters to be answered.

WINNIPEG HARDWARE SECTION

Ackland's

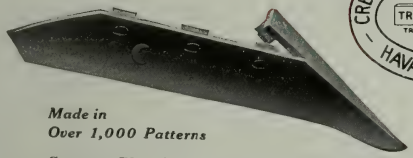
WINNIPEG & CALGARY

TRADE LTD MARK

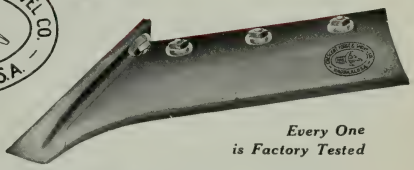
Western Canada's Favorite

CRESCENT PLOWSHARES

CRESCENT FORGE & SHOVEL CO. TRUE FIT TRADE MARK HAVANA, ILL. U.S.A.



Made in Over 1,000 Patterns



Every One is Factory Tested

Crescent Plowshares are the best for the Western farmer—designed to fit practically every plow in use in Western Canada. Every share is thoroughly tested before leaving factory, but should a share prove defective in fit or material it will be replaced free of charge without trouble. Soft center shares are not guaranteed against breakage.

Westwo REGD. Painted Woods

THE GUARANTEED LINE

of Finished and Painted Eveners, Evener Sets and Hitches for Western Farm and Road Requirement

Auto Supplies — Springs, Ford Wheels, Shock Absorbers, Weed and Rid-o-Skid Chains, Spark Plugs, etc. Top Trimmings.

Binder and Mower Repairs—A complete line for all Western Binders and Mowers.

Horse Shoes, Calks, Nails, Pads and Shoers' Supplies, Bar Iron and Steel.

Secure Latest Lists and Keep Handy

D. ACKLAND & SON, LIMITED

WINNIPEG CALGARY

The Best Place ◇ ◇ The Best Goods

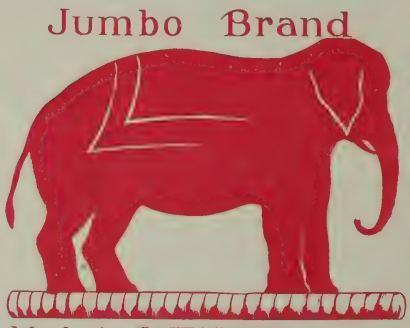
If interested, tear out this page and keep with letters to be answered.

WINNIPEG HARDWARE SECTION

Sheet Metal holds a big future for you

The growing popularity of Sheet Iron and Sheet Steel as building materials means much to the Hardware Dealer who is alive to his opportunities. Architects, Contractors and Property Owners are coming to realize more and more, the fine protection, adaptability, permanency and stability afforded by sheet metal. The Hardware Dealer is the logical person to handle a large proportion of this growing business.

"Jumbo" Sheet Metal materials and specialties include: Cornices, Pediments, Windows and Door Caps, Corner Bead, Wall Plugs, Ties and Studs, Kalameined Paneled Doors and Trim, Garages and Sectional Buildings, Store Fronts and Steel Lockers, Eave Trough, Pipe and Sundries, Ventilators and Crestings, Tanks of all kinds for water, oil and gasoline, Turn Clad Fire Doors, Expanded Metal Lath, Skylights, Finials, Pressed Metal Ornaments, Automatic Grain Picklers, Stamped Ceilings, Corrugated Culverts, Portable Granaries, Corrugated Well Curbing, Corrugated Roofing, Small Land Packers, and Vacuum Grain Loaders and Cleaners.



In our factories at St. Boniface and Regina the greatest care is taken in manufacturing these goods. Our machinery is up-to-date, our workmen highly skilled and our whole equipment is ideal for turning out high-class goods at the best prices. Everything we make is according to specifications. You can always rely on getting what you want.

Our two factories and offices enable us to serve with dispatch customers in any part of the West.

A trial order will satisfy you so well as to link you up with us permanently.

OUR NEW GENERAL CATALOGUE CAN BE HAD FOR THE ASKING

Winnipeg Steel Granary and Culvert Co., Limited

WINNIPEG REGINA

If interested, tear out this page and keep with letters to be answered.

WINNIPEG HARDWARE SECTION

35 Years of JUBILEE Business Success

Thirty-five years ago this business was established in Winnipeg. Its founders are still in active service.

From a very small beginning, the heads of this firm have guided the business in its growth to one of the largest Wholesale Hardware Houses, as well as one of the largest manufacturers of Building Paper and Prepared Roofing in Canada.

Auto Accessories

Each year, as it comes, some progressive stride is taken toward greater results and the larger growth of the business.

This year we have added to our extensive lines of Hardware and Sporting Goods a most complete line of Auto Accessories.

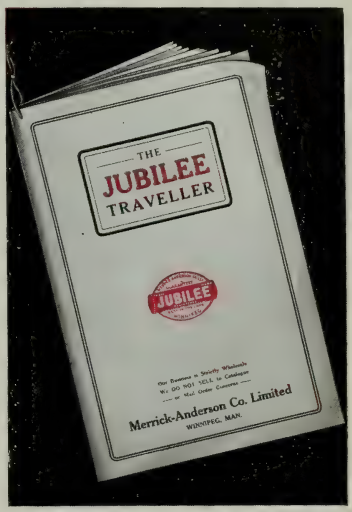
Added Warehouse Space

To provide for quicker handling of orders and more room for storing of goods, we have this year increased our warehouse floor space by over 15,000 square feet.

Let's Get Acquainted

If you are not doing business with us, we would appreciate your giving us a try-out.

We are in a position to serve you to your satisfaction, and want a chance to prove it.



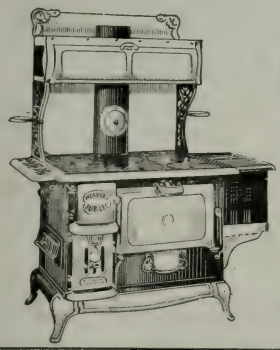
Our monthly price list, covering staple lines and seasonable specialties. Very helpful. If you are not receiving it, write us.

General Catalogue

We are now compiling a new general catalogue to cover all our lines.

Every article in the book will be illustrated and fully described.

Get your name on our list for one of these catalogues.



Makers of the famous Merrick's Jubilee Range

MERRICK-ANDERSON CO. LIMITED

JUBILEE GUARANTEED HARDWARE & PAPER

WINNIPEG

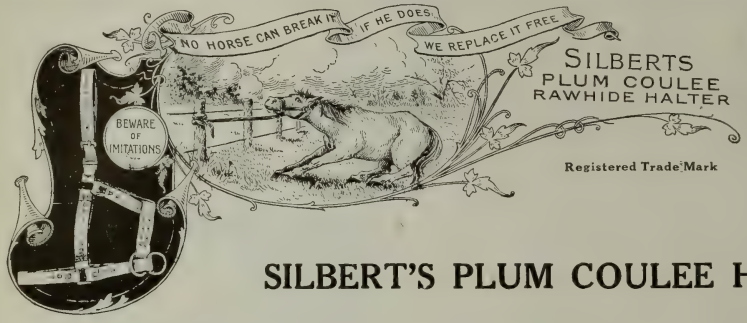
Our Policy

We do no business with mail order houses nor with others whose policy is antagonistic to the retailer.

Our trade-mark "Jubilee" is your protection against defect and deficiency; also against mail order competition.

If interested, tear out this page and keep with letters to be answered.

WINNIPEG HARDWARE SECTION



Dealers-

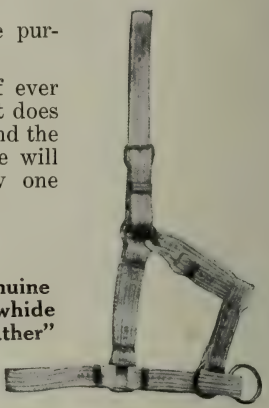
A Break-proof Halter That Sells

SILBERT'S PLUM COULEE HALTERS

are being imitated by some manufacturers who are using Moose Hides. A test, however, will quickly prove the superiority of Silberts.

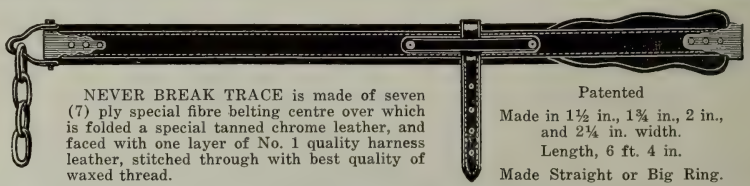
Every Silbert Halter has a red tag guarantee attached that means something to the purchaser. Look for it.

Here's another thing. If ever you can find a horse that does break one of Silbert's send the halter to us at once; we will send you a brand new one **with no expense to you.**



"NEVER BREAK" TRACE

Sold with a Five Years Guarantee



NEVER BREAK TRACE is made of seven (7) ply special fibre belting centre over which is folded a special tanned chrome leather, and faced with one layer of No. 1 quality harness leather, stitched through with best quality of waxed thread.

Patented

Made in 1½ in., 1¾ in., 2 in., and 2¼ in. width.

Length, 6 ft. 4 in.

Made Straight or Big Ring.

The Never Break Trace cannot be bought from MAIL ORDER HOUSES OR JOBBERS.

As the policy of the manufacturers is that only one dealer in a town can sell same, dealers having the agency are assured of exclusive sale.
Write for the agency to-day.

R. R. KINREAD

Wholesale Jobber of Rawhide Leather

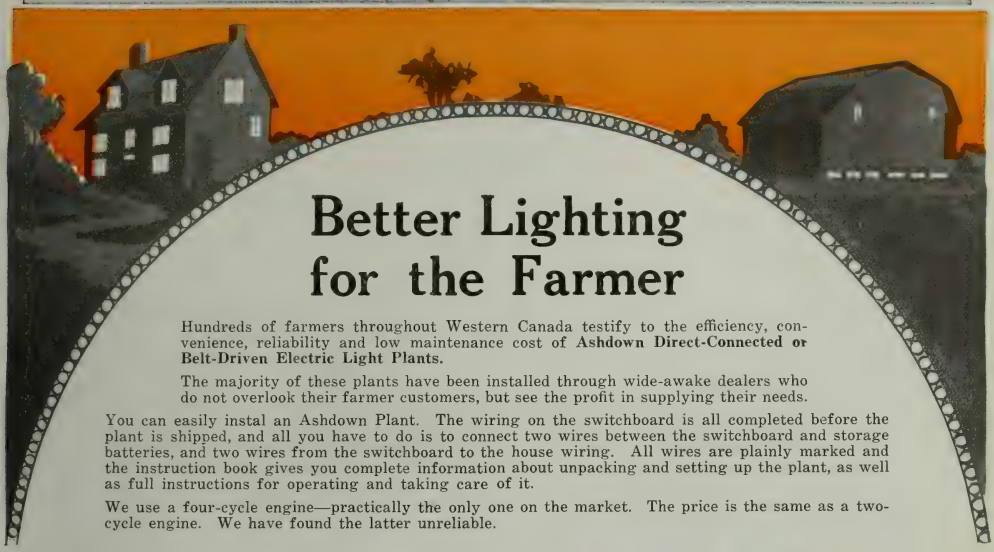
Office : 286 Bannatyne Avenue, WINNIPEG

GUARANTEE

If trace breaks inside of five [5] years, I will replace it with a new trace free, without any expense to you.

If interested, tear out this page and keep with letters to be answered.

WINNIPEG HARDWARE SECTION



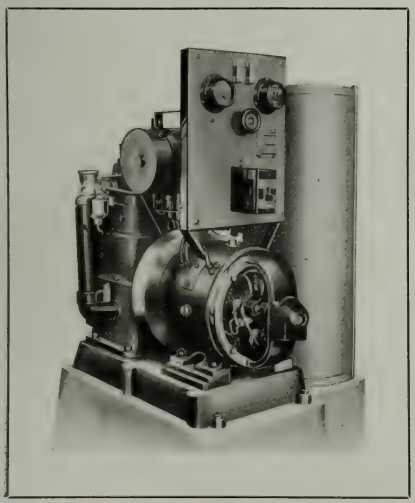
Better Lighting for the Farmer

Hundreds of farmers throughout Western Canada testify to the efficiency, convenience, reliability and low maintenance cost of **Ashdown Direct-Connected or Belt-Driven Electric Light Plants.**

The majority of these plants have been installed through wide-awake dealers who do not overlook their farmer customers, but see the profit in supplying their needs.

You can easily instal an Ashdown Plant. The wiring on the switchboard is all completed before the plant is shipped, and all you have to do is to connect two wires between the switchboard and storage batteries, and two wires from the switchboard to the house wiring. All wires are plainly marked and the instruction book gives you complete information about unpacking and setting up the plant, as well as full instructions for operating and taking care of it.

We use a four-cycle engine—practically the only one on the market. The price is the same as a two-cycle engine. We have found the latter unreliable.



Ashdown's Electric

Light Plants

Send for booklet that deals thoroughly with the construction, installation and operation of this plant. And, while you're writing, ask us about our Water Supply and Septic Tank Systems for rural homes. Built, as are our lighting systems, with a view to making operation practically no trouble to the farmer, these plants are easily installed and give you a neat profit.

The J. H. Ashdown Hardware Co., Limited

Calgary WINNIPEG Saskatoon

If interested, tear out this page and keep with letters to be answered.

WINNIPEG HARDWARE SECTION

Tanned Lace Leather

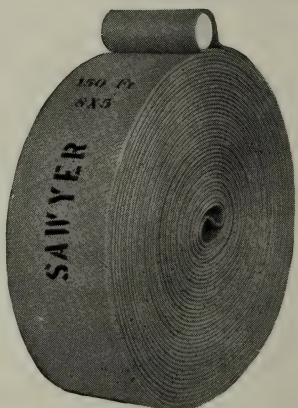
Especially Suitable for Western Use

Your customers prefer tanned lace leather, as it is most suitable to the Western climate. In stock, 6 to 8-lb. sides, or in one-pound cartons of cut laces ¼, ⅜ and ½-inch. You run no risk with McCordick's.

McArthur's Leather Belting

Made from Oak Tanned Leather. This belting is of exceptional quality—a really worthy product. Made in three grades—Extra, Standard and No. 1. Also make Leather Laggings, Leather Fan Belting and Binder Canvas Straps.

The Famous Sawyer Endless Thresher Belt



Every thresherman knows the value and quality in a Sawyer Belt. He knows they'll stand up under hard usage, remain pliable and elastic in all weathers, are uniform in weight, strength and surface, and unaffected by heat and cold.

Sawyer Endless Thresher Belts are of close woven duck of the highest grade, specially constructed and stitched to give the greatest possible wear.

There is no gamble for the merchant in Sawyer Belts. They always sell.

Ask us for full information on widths, lengths, plies and prices.

"Paxit" Fibre Sheet Packing

Made with Hydraulic Compressed Asbestos. Will give just as good satisfaction in the steam engines of your biggest manufacturer as it will in the farm engine or tractor of your farmer customers. Equally good for gasoline or steam.

Sheets are 60 inches square and in 1-32 or 1-16 inch thickness.

Order a few sheets and prove its salability.

PLEWES LIMITED, WINNIPEG

A GOOD CONCERN TO DO BUSINESS WITH.

If interested, tear out this page and keep with letters to be answered.

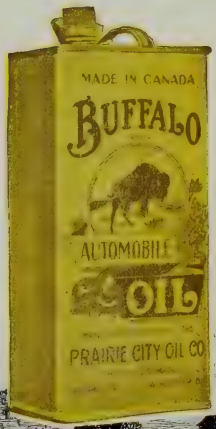
WINNIPEG HARDWARE SECTION

MADE IN CANADA

BUFFALO OILS

For every part of an automobile that is subject to friction, for tractors, gas and gasoline engines, and for many other purposes about the farm, home and factory, there is a Buffalo Oil especially suitable.

Special Cylinder Oil (for steam engines.)
A Gas Engine Oil (for gasoline engines.)
Tractorlene Oil (for Oil-burning engines.)
Ideal Thresher's Machine Oil (for general use.)
Automobile Oils and Transmission Greases.



Buffalo Oils can only be obtained from reliable dealers.

Prairie City Oil Co.

LIMITED

Winnipeg, Manitoba

WINNIPEG HARDWARE SECTION

The Largest Mill Furnishing House in Western Canada

WE HANDLE EVERYTHING USED IN MILLS AND ELEVATORS

Elevator Boots
Heads and Casings
Loading Spouts
Distributing Spouts
Buckets
Bolts and Washers
Wagon Dumps
Car-Pullers and Movers
Power Grain Shovels
Screw Conveyors
Manlifts
Grain Samplers
Grain Testers
Testing Sieves
Storage Tanks
Shafting
Bearings
Couplings
Collars
Pulleys
Gears
Sprocket Wheels
Rope Sheaves
Transmission Rope
Link Belting
Lace Leather
Belt Cement
Belt Dressing
Wire Cloth
Perforated Metal, etc., etc.

THE STRONG-SCOTT MFG. CO., LTD.

WINNIPEG 772-782 Dufferin Ave. MANITOBA

If interested, tear out this page and keep with letters to be answered.

WINNIPEG HARDWARE SECTION

"X" RADIATOR LIQUID "X"

A scientific method of repairing leaky radiators without metal or fire.

"X" IS a chemically pure liquid. It is poured into the radiator, circulates freely as part of the water and turns to a *metallic solid* over *every* leak, whether in the radiator, water jacket, hose, connections, motor head gasket or elsewhere in the cooling system.

This product makes a permanent repair—immovable under the roughest vibrations and capable of withstanding a pressure of over 500 pounds.

Only a small portion of "X" Liquid is required for a leak; that which remains in the radiator automatically seals all *new* leaks.

"X" Radiator Liquid neutralizes the corrosive elements in water. It does away with rust inside the cooling system.

Moreover, "X" Liquid prevents the formation of scale. The metal is kept clean and bright, the water passages free and clear, and the cooling system always efficient.

What "X" Will Do

1. *Seal all leaks permanently.*
2. *Eliminate possibility of future leaks.*
3. *Prevent rust from eating away radiator tubes.*
4. *Prevent formation of scale, thus keeping cooling system clear.*
5. *Keep the motor much cooler.*
6. *Work in alcohol or other anti-freeze solution.*

Don't put anything into the radiator that you are not *sure* about. Remember that "X" is a pure *Liquid*. It contains no cement, powder or glue. It cannot clog the cooling system.

Recommended by radiator makers and automobile engineers.

"X" does the work in about ten minutes. No need to drain the radiator, no bother, or fuss—nothing to take apart. "X" is guaranteed to make good or *your money will be returned.*

"X" Makes Every Cooling System Leakproof, Rustproof, Scaleproof

SPECIAL ASSORTMENT FOR DEALERS

Get the quick-selling assortment of nineteen cans—12 Ford size cans and 6 large size cans. With this come a handsome display stand, poster, selling literature and one $1.70 can—FREE! Stock this assortment.

GREAT WEST ELECTRIC CO., LIMITED

WINNIPEG

If interested, tear out this page and keep with letters to be answered.

The LOUIS McLAIN LINE

The Largest Line of Aluminum Cooking Utensils in Canada

BEAUTY SERVICE SATISFACTION

OVAL ROASTERS
Beautifully polished

BREAD PANS
Satin Finished

TEA KETTLES
With or Without Insets
Highly Polished

PERCOLATING COFFEE POT
New Colonial Design
6, 8, 10 cups

JUST A FEW PIECES OF OUR BIG LINE

PERCOLATING COFFEE POTS
2 qts. size. Highly polished.

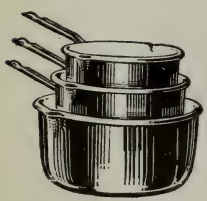
WINDSOR KETTLES
4, 5, 6 qts.

MILK AND RICE BOILERS
1, 2, 3, 4 qts. Highly polished.

IDEAL BERLIN KETTLES
Will not boil over
4, 5, 6, 8 qts.

COLLANDER
Highly Polished

TEA POTS
With or Without Tea Ball



LIPPED SAUCE PANS
1, 1½, 2, 2½, 3, 4, 5, 6 qts.
Highly Polished.

STRAIGHT SAUCE PANS
Withor Without Covers
2, 3, 4 qts. Highly polished.

PRESERVING KETTLES
3, 4, 5, 6, 8, 10, 12, 14 qts.
Highly polished.

Spun Aluminum, Cast Aluminum, Steam Cookers and Fireless Cook Stoves, Hardware Specialties.

The LOUIS McLAIN COMPANY, LIMITED

WRITE FOR CATALOG. WINNIPEG, MANITOBA

WINNIPEG HARDWARE SECTION

Anthes Cast Iron Self-Sinking Tank Heater

Every farmer, stock raiser or rancher who sees the "Anthes" Tank Heater on your floor will be convinced that it's the best for his business. He wants to buy the best, and you'll find it more profitable to sell him an "Anthes."

The Anthes Tank Heater is made of high-grade Cast Iron, and every Heater is tested and guaranteed before leaving the factory. Made in two sizes:

Dia.	Height.	Weight.
12 in.	22 in.	120 lbs.
14 in.	24 in.	150 lbs.

Descriptive circular sent on application.

Anthes Cast Iron Feed Cooker

Built for service and lots of it, the Anthes Feed Cooker is a necessary part of the equipment of everyone who has stock to feed. The cauldrons are of high-grade cast iron, uniform in thickness and smoothly finished inside and out. They come in 20, 30, 40, 50, 60 and 75-gallon sizes, Imperial measure, conforming to the new law which prohibits the use of wine measure.

In the 20 to 60-gallon sizes the jackets are of 16-gauge sheet steel, and in the 75-gallon size of 14-gauge sheet steel, reinforced at bottom with heavy band iron.

You'll be pleased with **your** margin of profit on this Cooker.

For sale by all leading jobbers — specify "Anthes" when ordering.

ANTHES FOUNDRY LIMITED

SASKATCHEWAN AVENUE -:- WINNIPEG

If interested, tear out this page and keep with letters to be answered.

WINNIPEG HARDWARE SECTION

Bishopric Stucco or Plaster Board

The only background that holds Stucco and Plaster permanently and prevents cracking. It is made of patented, keyed lath, embedded in toughened asphalt coated on sulphite fibre board.

Everything in Building Materials

We can ship immediately from stock anything you may need. Our stock is clean, up-to-date, and composed of well-known, fast-selling lines.

Let us know your requirements at once.

Walter Belyea & Co.

Successors to the late Thos. Black
WINNIPEG

CANADA CEMENT COMPANY LIMITED — PORTLAND — CANADA — CEMENT — MONTREAL

Building Paper (Tar and Plain) **Ready Roofing, Keystone Deading Felt, Cement, Lime, Hard Wall Plaster, Plaster Paris, Fire Brick, Fire Clay, Axe, Sledge and Pick Handles**

DUNCAN & CADMAN

CHANGES TO

CADMAN & BAUSLAUGH

Phone Main 211 322 McIntyre Block

WINNIPEG, MAN.

Manufacturers' DIRECT Representatives for Western Canada for the following

STANDARD ESTABLISHED LINES

STOVER MFG. & ENGINE CO.	FREEPORT, ILL.
AMERICAN RING CO.	WATERBURY, CONN.
AMERICAN SANITARY MFG. CO.	ABINGDON, ILL.
HARRISBURG STAMPING CO.	HARRISBURG, PA.
ROYAL "GASOLINE" IRON CO.	BIG PRAIRIE, OHIO
McINTYRE & TAYLOR LTD.	TORONTO, ONT.
ADAMS'S POLISHES	SHEFFIELD, ENGLAND.
PERFECTION SANITARY BRUSH CO.	TORONTO, ONT.
IVORY HANDLE CO.	HOPE, ARK.
JOHNSTON BROKERAGE CO.	PITTSBURG, PA.
AMERICAN PLATE GLASS CO.	KANE, PA.
SARGEANT GLASS MFG. CO.	BURROWS, PA.
MARIETTA "VITRO MARBLE" MFG. CO.	INDIANAPOLIS, IND.

Current quotations and catalogues on above lines will be forwarded on request.

WINNIPEG HARDWARE SECTION

The Shortage of Coal is Critical

Relief must, will and is already coming through the most logical, practical and universal means,

Replacing the coal-consuming stove with an Efficient, Dependable and Serviceable

OIL STOVE

Every Hardware Man

will therefore see the vital reason for this season's phenomenal increase in the sale of Oil Stoves.

The Demand is Universal

The Dealers' concern is to select the stove that will best meet this demand—that will procure for him his full share of the big Oil Stove trade with the utmost satisfaction to both himself and his customers.

Hence This Wise Solution

Mission Oil Stoves

"The Stove that's Decidedly Better"

And Why! Listen to This

Mission Stoves are made of the finest polished steel with generous size reinforced top that will conveniently carry the heaviest cooking utensils. They are supported by cast iron legs firmly bolted to both the body and the lower shelf, thus giving construction much more rigid than could be obtained by using steel legs.

The Burner—the big feature of Mission Stoves—is known as the "Direct High Speed Type." This type of burner first converts the oil into a gas which burns with an intense blue flame, striking the bottom of the vessel direct. The result is remarkably quick cooking on a small consumption of oil.

The Glass Tank, from which the oil is conveyed through a brass-lined pipe, is equipped with a bail which also permits of it being used as a container for carrying the oil.

The Finish—Mission Stoves are handsomely finished in brilliant grey enamel, decorated with dainty colored flowers and gold striping, all nicely relieved with nickel-plated mountings.

Furnished With or Without High Shelf:

Numbers—72 (2-burner); 73 (3-burner); 74 (4-burner)

Too Good to Delay Ordering. Better Write Us To-day.

Fine Evidence of the Spirit of Progress

To know that at the recent convention of the Retail Hardware Men of Saskatchewan the word SERVICE was by no means neglected—to be told that it appealed as never before—that its discussion was in every way constructive, must at least be encouraging to the hardware trade of Western Canada.

BUT—to a house that has made SERVICE synonymous with its name such reports are doubly encouraging, serving as a stimulus to great efforts — AND never were greater efforts so necessary when determined to maintain the same high standard, no matter how trying and adverse the conditions may be.

THE CONVENTION HAS DONE GOOD. IT HAS HELPED US TO HELP YOU.

MILLER-MORSE HARDWARE CO. LIMITED

"THE BIG WINNIPEG HOUSE"

Have you received our Motor Accessories and Sporting Goods Catalogue? If not, write us.

WINNIPEG HARDWARE SECTION

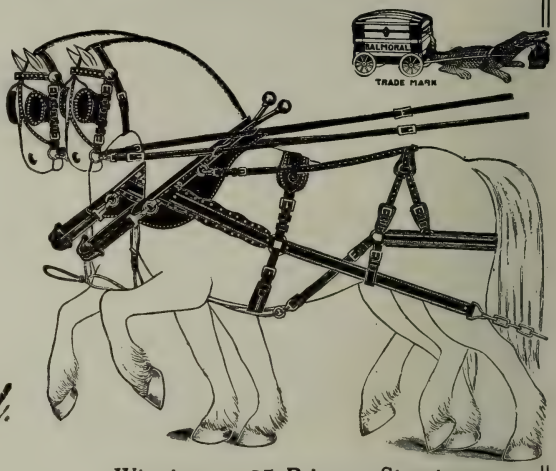
Western Hardware Dealers are having great success with Alligator Brand Harness

A growing number of Hardware Dealers are finding it mighty profitable to carry Alligator Brand Harness. Not only does it return excellent profits but its remarkable strength and high quality attract business in other lines. Alligator Brand Harness is made with exacting care, looks well, sells easily and wears long.

Give a little room in your store for Alligator Brand Harness. You'll not regret it.

Also Horse Blankets, Rugs, Carriage and Motor Robes, Sleigh Bells, Trunks, Bags, etc.

Write for catalogues and quotations. Full stocks carried at Winnipeg.



Lamontagne Limited.

Manufacturers - Montreal **Winnipeg: 85 Princess Street**

ANGLES BANDS HOOPS

IRON—STEEL

Heavy Flats, Rounds and Squares

REINFORCING STEEL
TOOL STEEL
DRILL RODS
HIGH SPEED STEEL
COLD ROLLED STEEL
FORGINGS

HARDWARE

BELTING
BOLTS AND NUTS
DRILLS
EMERY CLOTH
FILES
RIVETS AND BURRS
SANDPAPER
CAP AND SET SCREWS
TAPS AND DIES
WOOD SCREWS
STEEL WOOL
WASHERS

TOOLS

ANVILS AND VISES
BLOWERS AND FORGES
DRILLS AND GRINDERS
ELECTRIC TOOLS

FITTED AND BOLTED PLOWSHARES

WILKINSON-KOMPASS, LTD.

Winnipeg

WINNIPEG HARDWARE SECTION

MAX MAXIMUM VALUE **PRODUCTS**

are Ready and Profitable Sellers

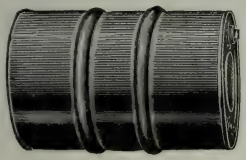
Stock Troughs

substantially built of best quality materials in a variety of sizes.

The construction that meets the needs of Western Canadian weather conditions.

Portable Corrugated Granaries

used in Western Canada for over 12 years. They give satisfaction.



Oil Barrels

Shipping Storage Half

Every oil user appreciates the value he can get by becoming an owner of one of these substantially built containers.

Wagon Oil Tank

Built to last and give satisfactory service. All seams welded. Fitted with faucet and capped filler hole.

Corrugated Sheets, Shingles, Sidings, Ceilings, Eavestrough, Conductor Pipe, Elbows, Etc.

Galvanized Sheets, Black Sheets, Canada Plate, Solder.

Winnipeg Ceiling and Roofing Co., Limited

P.O. Box 3006 *WESTERN CANADA'S ONLY MAKERS OF A COMPLETE LINE* WINNIPEG, MAN.

Roll-on QVALITY PRODUCTS REGISTERED TRADE MARK

"Unrivalled Quality"

Bar Iron and Steel

Grades Rolled:

BAR IRON
Standard Merchant,
Double Refined,
Horse Shoe
Forging.

BAR STEEL
Dead Soft or Forging,
Mild,
Medium,
Reinforcing,
Tire,
Machinery,
Rivet,
Sleigh Shoe,
Harrow Tooth, etc., etc

Sections Rolled:

Rounds and Half-rounds
Plain Squares,
Twisted Squares,
Flats,
Round Edge,
Bands,
Ovals,
Half-Ovals,
Box Edging,
Angles,
Channels,
Etc., Etc.

Business Policy

THE Confidence of the Community—its belief in us—its entire trust—is the prize that of all others we aim to win and keep.

Manitoba Rolling Mills Co., Limited
WINNIPEG, MANITOBA

ONE HUNDRED PER CENT

Common-sense construction—practical design—materials selected to withstand rough usage—reasonable price, are the essential features that have kept goods made by Gutta Percha & Rubber, Limited, a 100% product from the first.

Dealers who handle Gutta Percha Hose for water, steam, suction and fire protection, find that there is a sufficient demand for this line alone to afford them a handsome profit. Then there is trade in other lines that springs from handling Gutta Percha Products.

Other principal products that pay well in addition to Gutta Percha Hose are "LION" Endless Rubber Threshing Belts, Roll Belting, Sheet Packings, Piston Packings, also "Maltese Cross" **Auto Tires and Tubes.**

If you are a dealer and are looking for a live line to handle with products that will keep sales moving all through, write us at once and we will be pleased to co-operate.

GUTTA PERCHA & RUBBER, LIMITED

Head Office and Factories: TORONTO

Branches:—Halifax, Montreal, Ottawa, Fort William, Winnipeg, Regina, Saskatoon, Edmonton, Calgary, Lethbridge, Vancouver, Victoria

WINNIPEG HARDWARE SECTION

OSGOOD LENS

We have just unloaded a carload of

THE NEW
OSGOOD LENS
GRAVATH LONG DISTANCE TYPE

and are now able to ship all sizes promptly.

OSGOOD LENS NO GLARE—NO DIMMING Waist High Beam

⅓rd Mile Long, 74% More Road Light as Compared with a Plain Lens.

Effecto AUTO FINISHES

Dealers are finding Effecto Auto Finishes to be a fast-moving, profitable line.

Fast replacing stocks of Carriage Paint. More durable than original finish on most cars.

SPREAD EFFECTO AUTO ENAMEL as best you can and forget about it. It will smooth out itself.

AUTO WINDSHIELDS—PLATE GLASS

BEST QUALITY PLATE GLASS TO FIT ALL CARS.

Dealers, Write for Price Lists and Discounts.

Winnipeg Paint & Glass Co., Limited

Winnipeg

Everything for a Building

If interested, tear out this page and keep with letters to be answered.

WINNIPEG HARDWARE SECTION

Do you want to solve Babbitt troubles forever ?

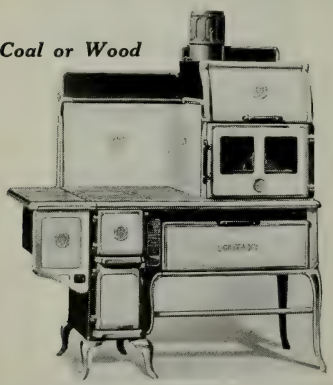
It is our claim, in all confidence, that you will not find anywhere, more efficient and economical Babbitts, Solders, Leads, etc., than those which we produce, and Owl dealers cheerfully stand behind us in this statement. If you have been experiencing complaints or low sales because not handling Owl products, make a note now to specify "Owl" Brand when ordering your next supply of anything in the following lines:

For Heavy Pressure, Owl Traction Babbitt.
For High Speed, Owl Dynamo Babbitt.
For Medium Pressure, Owl Metal Babbitt.
For Low Pressure, Owl Vulcan Babbitt.
Tinsmiths' Strictly solders smooth and clean
Electro Galvanizing a specialty.
Tinsmiths' Technical Books free.
He who buys right makes two profits.
Write for prices and note savings increase.

THE OWL METAL CO., LIMITED
WINNIPEG, CANADA

The NEW
LIGHTER DAY

Coal or Wood



High-Oven Range

These ranges have been on the market long enough to prove every statement we make about their fast-selling qualities, such as: Absolutely smooth finish—no black lead necessary —use less fuel—wonderful oven at standing height, etc.

GET FULL DESCRIPTIONS OF 1918 IMPROVED MODELS — 4 STYLES — ATTRACTIVE PRICES — NEW CATALOGUE READY FOR MAILING.

Ask us for our special dealer proposition.

Clare Bros., Western, Limited

Winnipeg, Man.

Also
Clare Bros.
Preston, Ont.

Makers of Hecla Furnaces

WINNIPEG HARDWARE SECTION

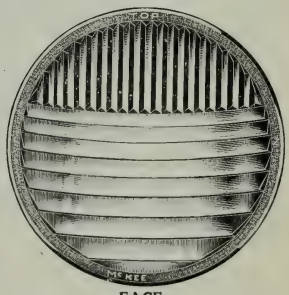
GLASS!

Glass of all descriptions for Building Purposes

Perfect in Quality

Priced for Your Profit

SIDE



FACE

McKee Lens makes the darkest night safe for motoring

The McKee Lens is being welcomed by motorists everywhere, for it meets the present need of a powerful light minus all glare. It makes night driving safer on any road and complies strictly with all Provincial anti-glare headlight laws.

Because of its peculiar construction the McKee is the best lens made; at its price it's the best buy anywhere. That's why it sells so readily.

There's a McKee Lens for every make of car.

Manufactured by the McKEE GLASS CO., Jeanette (Pittsburg), Pa.

Hobbs Manufacturing Co., Limited

Distributors

WINNIPEG **MANITOBA**

Head Office, London. Other branches, Montreal and Toronto

If interested, tear out this page and keep with letters to be answered.

Painters Prefer it to any other Kalsomine

All dealers will eventually sell Dutch Kalsomine. We are as confident of that as we are of its superiority over any other Kalsomine on the market.

Painters say so—everywhere, users are actually demanding it and many write us after once using it, asking where they can **continually** get it.

That's **why we know.** Dutch Kalsomine is quick; it is permanent; it covers well with one coat; always jells to the proper consistency regardless of weather or climate; will not peel, crack or rub off upon a hard surface; is non-poisonous and gives plenty of time for spreading because it works "cool."

A line that is popular along with Dutch Kalsomine is Master Painters Wall Size, a safe, efficient and economical primer or first coater for interior surfaces of plaster, wood burlap, canvas, etc.

Display these two lines on your shelves, Mr. Dealer, and we will guarantee sales.

Write now for our proposition and have us explain to you all about these two fast-selling lines.

LYON PAINT & GLASS CO.
LIMITED

WINNIPEG, MANITOBA

Dealers—Handle this Fence

YOUR success in the sale of fencing does not depend so much on your sales ability as on the fencing you sell. It's fence service—not price—that brings you customers. Ours is a fence of service—a fence of repeat orders. We have letters from dealers all over the Dominion substantiating these statements.

Peerless Ornamental Fencing

not only protects, but beautifies property as well. Every stay is made of strong, stiff wire that will not sag. Our fencing is made from galvanized wire and in addition, is given a coating of zinc enamel paint, thus forming the best possible insurance against rust. Peerless fence is easy to erect and will hold its shape for years to come. We also build a full line of ornamental gates.

Send for Dealers' Proposition

Get our literature showing many beautiful designs for lawns, parks, cemeteries, etc. Also ask about our farm fencing and gates.

The Banwell-Hoxie Wire Fence Company, Ltd.
Winnipeg, Man. Hamilton, Ont.

Mr. Dealer: Sell This Fence

Establish a trade that will stay with you and at the same time will show a substantial growth. Compare this strong, rustless, unyielding fence alongside flimsy netting, and every poultry raiser will flock to your store. Note the close spaces at bottom that turns the small chicks and keeps out intruders.

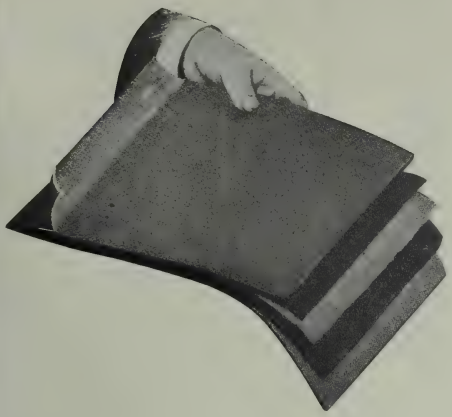
SEND FOR LITERATURE

Get our catalogue of fencing for all purposes. Every foot of it guaranteed. Write today for agency in open territory. Our fence in every instance backs up our advertising.

The Banwell-Hoxie Wire Fence Co., Ltd.
Winnipeg Man. Hamilton, Ont.

BIG

RESULTS
from small investments. Read Hardware & Metal's Want Ad. Page.



Carey's Magnesia and Asbestos Insulation Products

Carey's Percoproof Dampproof Compound

Carey's Flexible Cement Roofing

Carey's Rubber Roofing
(Eight Distinct Finishes)

Carey's Roof Paints

Stop-a-Leke Styck

DISTRIBUTORS:

GUILBAULTS' Limited WINNIPEG

GLASS Exclusively—Everything in GLASS

We manufacture at Winnipeg Leaded Art Glass for Churches and Office and Residential Buildings.

We manufacture at Winnipeg Sand Cut and Chipped Designs, Mirrors, Bevelled and Polished Edge Plates for Show Cases, Dressers and Doors.

Our Winnipeg warehouse, which contains 32,000 square feet of floor space, where we manufacture the various lines above mentioned and carry always large stocks of Plate, Window and all varieties of Fancy and Figured Glass.

We specialize in Automobile Windshield Plates.

If interested in automobile non-glare lenses, write at once for our special inducement in the shape of a low-priced lens which has satisfactorily met every test and requirement and offers a good profit to the enterprising dealer with assurance of quick sale.

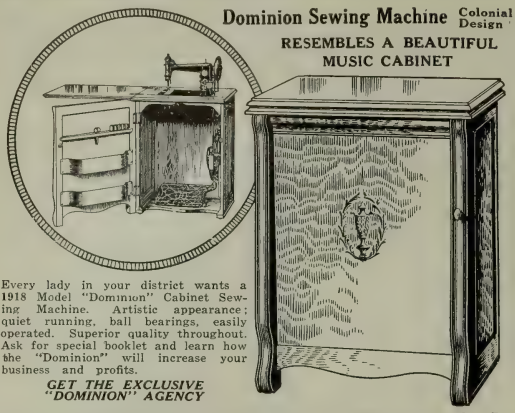
The Consolidated Plate Glass Company of Canada, Limited

TORONTO WINNIPEG MONTREAL

If interested, tear out this page and keep with letters to be answered.

Dominion Sewing Machine Colonial Design

RESEMBLES A BEAUTIFUL MUSIC CABINET



Every lady in your district wants a 1918 Model "Dominion" Cabinet Sewing Machine. Artistic appearance; quiet running, ball bearings, easily operated. Superior quality throughout. Ask for special booklet and learn how the "Dominion" will increase your business and profits.

GET THE EXCLUSIVE "DOMINION" AGENCY

The Dominion Sewing Machine and Phonograph Co.
300 Notre Dame Ave. Winnipeg, Man.

Basswood

WASHBOARDS

of every description.

Sleighs, Trunks, Egg Crates, Croquet Sets, Woodenware Novelties

Sold only through jobbers

MANUFACTURED BY

ANDRICH & HYNDMAN

PALMERSTON ONTARIO

WESTERN REPRESENTATIVES
F. G. MAXWELL & COMPANY 707 Union Trust Building, WINNIPEG.

"Not what you PAY but what you GET for what you pay."

These well-known Brands stand for quality first and foremost. Handle the best—it pays, because it means satisfied customers.

BUILDING PAPER
"Triumph," "Navy," "Cyclone," "Sunrise," "Western King," and "Monarch."

PREPARED ROOFING
"Indruroid," "Winner," "North Star," "Klingon."

"Comfort" Felt. Red Resin, Blue Plaster Board.
Ask for Price List and Samples.

O-RIB-O MFG. CO., LTD.

WINNIPEG

What's Wanted

Almost every week you want something which you could quite easily secure by consulting with your fellow hardwaremen.

Perhaps you need a clerk. The best of them read Hardware and Metal and watch the "Wanted" page for new opportunities.

Possibly you want to buy or sell a hardware business. Hardware and Metal's subscribers are the best prospects in Canada. Talk to them in the "Wanted" page.

Or do you want to sell or exchange some surplus stock? Here again the "Wanted" page can help you.

Cost: 2 cents per word for first insertion; 1 cent per word for subsequent insertions of the same ad. Box Number 5 cents extra.

Butter in One Minute

—THE NEW WAY

This new Canadian Automatic Churn dashes cream 500 times a minute—actually making first-class butter in sixty seconds.

The Automatic entirely revolutionizes butter making and is a churn that will immediately appeal to your customers. Write us at once for further particulars.

Canadian Automatic Churn Co.
424 Chambers of Commerce, Winnipeg, Man.

Mail Order Houses Aided by Criticism

Portage la Prairie Hardwareman is of Opinion That Best Method to Adopt With Customers is to Pass Mail Order Houses by in Silence—Should Try to Let Customers Forget About Them

"DON'T advertise the mail order house."

This is the underlying principle that guides the actions of Alfred Babb, hardwareman, Portage La Prairie, Man., whenever the burning question of the mail order house has to be dealt with.

Mr. Babb has been in the hardware business a good many years and from experience he had had in dealing with his customers he has come to the definite conclusion that the more one complains about the actions of the big catalogue people in drawing trade from districts they do not help to support, the more business goes their way.

"You hear a lot of people talk about the mail order houses and how to meet their competition," he said to a representative of HARDWARE AND METAL, "but to my mind the best way is to endeavor as far as possible to have your customers forget about them while in the store. There's no use complaining because that merely aggravates the situation. There are many things we can sell just as cheaply, some cheaper, but then again there is competition we cannot meet as the big stores are selling as low as we can buy the goods."

This latter feature of the problem has made Mr. Babb an enthusiastic supporter of maintenance of price on the part of the manufacturer. In his estimation this is the only way to meet this particular situation.

"Many merchants," he claims, "put the blame on the jobber whereas it all rests with the manufacturer. There are certain lines including watches, safety razors, etc., where no one merchant gets any better show than his competitor, no matter how large he may be. On these we make a sure profit. Sometimes it may not be large but we have the satisfaction of knowing that none of our community's money is going out to the distant house where it will never come back again."

Does Not Pay to Knock

Mr. Babb claims it is not good policy to knock anybody's goods. "To sell goods successfully select those you know will give satisfaction, study closely the features and characteristics of them, know every talking point and you have one of the best methods of developing sales," is the way he puts it.

"By running down a line your competitor handles you divide the attention of the customer betwen it and yours and that makes the sale the more difficult."

Anybody in Portage La Prairie will tell you that the farming community around the town is the best in the entire West. It certainly looks good. This makes the farmers on the whole well-to-do and results in Portage drawing a substantial trade each year from the farmers. Building, as in most other places, is quieter than usual on account of advanced prices of materials, but other lines are taking the place of building materials in the hardware trade of this progressive town.

Trade in auto accessories has developed wonderfully during the past few years. Farmers particularly are buying autos freely.

"The automobile has become practically a necessity to the farmer," Mr. Babb states, "and is bound to play a prominent part in the future farm development of the Canadian West. Distances are so great that to get where he wants to go without loss of time the motor car is, I would say, a necessity."

Business generally in the Portage La Prairie district is splendid. As long as wheat remains around the $2.20 mark it will not be otherwise. Business men say that there never has been a real crop failure as far as the surrounding country is concerned and they don't anticipate seeing one this year. Wheat was in from 10 days to two weeks earlier than usual. It is well up in most fields and will be a good deal higher before this gets into print. There has been sufficient moisture to germinate the seed normally. With favorable rains the yield will be great. The price will do the rest, so the hardwaremen are not worrying.

No More Welsh Tinplate For Canada

Supplies from United Kingdom Are Required for War Purposes —Canadian Market Will be Left to United States—Big Decline in Production of Tinplate by Welsh Mills

ONE of the interesting developments in trade circles has been the stoppage of supplies of tinplate from the Welsh mills for Canadian consumers. By arrangement it has been agreed that the United States would supply the Canadian market. This move has been taken in the interest of conservation of the supplies in the United Kingdom for war purposes. In a recent issue of the *British Ironmonger*, the situation is discussed editorially and the reason for such an arrangement made plain. The article says:

"The tinplate trade usually has a grievance to nourish, and sometimes its grievances fail to arouse the sympathy of disinterested persons, but its latest trouble is serious enough to merit attention, inasmuch as it threatens the existence of the trade in important foreign markets. Presumably it was inevitable that the output of the Welsh mills should be drastically cut down during the war; possibly the interest of the country required that export licenses should be issued in such limited numbers as to leave only a flimsy remnant of the great overseas trade that British merchants and manufacturers had built up slowly and laboriously; but when last week it became known that arrangements were in course of completion by which the little that was left of our foreign tinplate trade was to be scrapped, the industry began to ask itself if such methods really were necessary for the successful prosecution of the war.

"In the market report of our issue of April 20, attention was called to a statement by the American Bureau of Foreign and Domestic Commerce that the United Kingdom would cease to ship tinplate to countries to which the United States were now exporting. Apparently this statement was not far short of the mark. The problem that faces our authorities is to ration the various consumers out of an output so largely reduced that last year, for instance, it was estimated at only 350,000 tons, compared with a production of 825,000 tons in 1913. The chief present user of tinplate is the War Office, and when its wants have been satisfied those of many other departments must be attended to. An effort has been made to systematize these allocations, and presumably it has been found that when all the Government requirements have been met there will be no tinplate left for the foreign markets. The British output is taken up in the allocations to the munitions requirements of ourselves and some of our Allies, the Board of Agriculture and Fisheries, the Ministry of Food, the Railway Executive Committee, the High Commissioners for Australia, South Africa, and New Zealand, the Crown Agents for the Colonies, and the Egyptian State Railways.

"It may be taken for granted, therefore, that South America and the East, with the exception of the British Possessions, will be supplied by the United States who will also take care of Canada, while France, Italy, Spain, and Portugal, as well as British Colonies and Possessions, except Canada, will be looked after by this country.

"While deploring the necessity of relinquishing its last remaining foothold in

(Continued on page 79.)

EDITORIAL COMMENT

EDITORIAL BRIEFS

SIGN in Windsor, Ontario: "Minerva Paints." We'd never suspect it of Minerva—more like something Mame would do, states the Boston *Transcript.*

* * *

BUILDERS' hardware keeps marching steadily onward and upward. An advance of 3 to 10 per cent. was recorded last week. People had better make up their minds to build now while the building is good.

* * *

D. G. KERR, Vice-President of the United States Steel Corporation, told the Senate Committee that unless large quantities of Brazilian ore can be brought in there will be a steel shortage. This is another one to ponder over.

* * *

IF THE Minister of Labor, who pounced upon the "Three Cobblers at Chatham" is looking for exercise, he might find something interesting in a few branches of the hardware trade—and he wouldn't need to dig very deep for information.

* * *

TIN has reached the price of $1.50 per pound. It is now almost in a class with real estate. Each bit of tin stands on its own merits. Sale is in the nature of a dicker. The seller gets as much for it as he can; the buyer hopes to get it as cheaply as possible.

* * *

EVEN the best customers of the United States steel mills find their importunities to get their orders for commercial steel slipped through are of no avail. Big business perforce must take a back seat in the face of a big war program.

* * *

RAIN has been quite general in the West and the strain has been relieved. This is but the first of a long series of thrillers between now and the time the crop is taken off. Life would not be half as interesting without the palpitations caused by the "grain situation" in the West each year.

* * *

EVEN the cigars are not being omitted in the preparations that the United States is making to take a good big meal out of Germany. Last week contracts were let to Springfield manufacturers to supply 250,000 cigars monthly for "use of the American expeditionary forces."

SOME steel plants that through the nature of their work cannot be converted into producing steel for United States Government account are expected to close shortly. In this way supplies will be conserved. It looks as though the United States cannot be deflected from her resolve to turn 100 per cent. production of iron and steel into war purposes.

CO-OPERATION TO GET TRADE

L. T. WALLS, writing in the *Winnipeg Free Press* recently on "A Basis for Western Trade Expansion," lays down the principle that if trade must expand in the Western Provinces there must be co-operation on the part of its business men. This co-operation he claims is necessary on the part of competitors. Business integrity and fair dealing at all costs are essentials of co-operation. He calls attention to the fact that one of the most regrettable facts of business life to-day is lack of candor between business men, especially if they be competitors.

Business organization on the part of individual firms is another important point dealt with in so far as expansion of Western trade is concerned. The most successful businesses of to-day are the best organized, he claims, and in such undertakings we find a high degree of departmentization or specialization.

The above are two very important fundamental principles for the expansion of trade in any country —co-operation and organization. Mr. Walls is interesting himself in this large western problem, and it is to be hoped that his energies will meet with success.

GERMAN CUTLERY PRICES

THE low prices at which the Germans, prior to the war, were able to sell the cheaper classes of cutlery were generally believed to be made possible only by the system of German subsidies to the maker. According to the English *Ironmonger,* experience has now shown that the foreign goods could be produced and sold at a profit without such a system and that, given similar commercial conditions, notably large and continuous output, and substitution of machinery for hand labor, Sheffield might have competed with Germany even in price.

The use of machinery in the lighter staple industries of Sheffield has made striking progress dur-

ing the past six months. Several razor making plants have been completed and, it is said, are capable of a huge output without the addition of skilled labor, as they can be manipulated satisfactorily by girls. The latest machines do all work on razors even to the process of grinding and finishing the full hollow ground blade. This authority also states that the use of machinery for forging and grinding table knives and forks is also making headway and another innovation is the grinding of blades of pocket knives. It is said that the reduction in cost which is effected by the newer methods has surprised those who have adopted them.

The wage rate in all branches of the cutlery trade in Sheffield has been further advanced by about 20 per cent. This makes advance upon the pre-war standard to about 60 per cent., in addition to which the workers' price list has been revised and some processes raised to a higher level. Employers are paying approximately 100% more than before the war. The wages represent only a portion of the increased cost which makers of cutlery are compelled to meet and it is said that distributors who are disposed to complain of selling prices do not take the foregoing matters into consideration. It is claimed by the makers that in view of the greatly increased cost in labor and material, the advances in cutlery have been very reasonable indeed.

After the close of the war, with the assistance of the new machinery which is now in use, it is altogether probable that English manufacturers will reach out for a larger share in the cheaper classes of goods which were formerly supplied by Germany.

SASKATCHEWAN RETAILERS MEET

CANADIAN retailers will no doubt read with interest the report of the convention of the Saskatchewan Branch of the Retail Merchants' Association of Canada which appears in this issue. In the West new ideas are the breath of life. Old methods must go by the board in the progress of events.

There is a sincere grappling with the problems which confront the retailer in various lines of business and we doubt not but that great good will result from the discussions and various actions decided up-

HARDWARE AND METAL was represented at this convention by a special staff representative who made the trip especially for the purpose of reporting the proceedings.

GREAT CALL FOR GASOLINE

AN estimate of the amount of gasoline required by the Allies places the figure at 1,000,000 gallons per day. The daily production of gasoline in the United States averages about 7,000,000 gallons.

Of the amount produced in the United States the local consumption amounts to about 1,400,000 gallons for commercial cars and 2,200,000 gallons for passenger cars.

The fuel administration of the United States is considering a plan to compel pleasure cars to use a mixture of one-half gasoline and one-half kerosene. It is believed that such a plan would save enough gasoline in the United States alone to supply the Allies with their requirements.

When the air fleet of the United States gets into full fighting swing the average daily consumption will be much greater than it is at present. Intimations have been made in these columns that a strong situation prevailed in the market for gasoline and all oil products.

With a greater use found for kerosene for passenger cars it will be natural to expect a comparative scarcity of that commodity. It would seem that prices would be due for an increase if such a regulation were put into effect, unless perchance the price were regulated.

TURPENTINE PRODUCTION FALLING

SOME speculation may be in order as to the cause for the recent firmness in the price of turpentine with a consequent advance in prices. In the primary market during the month of April prices advanced slightly over 10c per gallon. At the date of writing prices were holding firm at the advance.

New crop turpentine begins to be marketed about April 1 each year and the lightness of arrivals so far has been largely responsible for the advance in price. Early forecasts made it apparent that a decreased production was to be expected this year on account of the labor shortage in the South. This anticipated condition has been justified.

Receipts of turpentine for the three principal receiving ports of the South for the period April 1 to May 2 show that 7,114 barrels were marketed as compared with 15,992 for the same period last year and 17,848 barrels during the same month in 1916. As compared with last year it is apparent that production was about half in the first month of the producing season of that in 1917.

However, there are heavy stocks of turpentine in store in the Southern centres as compared with the same period last year. On May 2 of last year stocks amounted to 61,274 barrels as compared with 114,207 barrels on the same date this year. In 1916 stocks at the beginning of May amounted to 44,124 barrels and at the same period in 1915 there were 41,521 barrels.

The existence of heavy stocks carried over from last year may have a steadying effect on the market. On the cessation of hostilities when export can again start those close in touch with the turpentine situation quite generally anticipate higher prices.

EVENTS IN THE TRADE

BUSINESS CHANGES

North Cobalt, Ont.—Robert Lillie is closing his branch hardware store at North Cobalt.

Alida, Sask.—A. Renault, hardware and implements, has sold hardware business to R. Beriault and implement business to Gauthier & Donais.

The Westman Hardware, Limited, London, Ont., has been purchased from A. Westman by A. H. Neely of Toronto. Mr. Westman has conducted the business for nearly fifty years. Mr. Neely is a son of the late Robert Neely, manufacturer of Dorchester. The new firm will be known as the London Hardware Company, and will be under the management of Fred J. McLeod, who has been connected with the Westman Hardware for eleven years.

FIRE LOSSES

St. Catharines, Ont.—The Moore Hardware Company, Ltd., suffered damage from fire on the night of May 15. Cause of the fire is unknown. Loss is covered by insurance.

Carievale, Sask.—Shannon's hardware store at Carievale, Sask., was destroyed by fire on May 20. The store was located in a block of buildings which suffered damage to the extent of $75,000.

A fire at the Canadian Oil Company's refinery at Petrolea on May 6 destroyed some 2,000 barrels of gasoline and did other damage amounting to approximately $15,000.

PERSONAL

Edward Goodwill, general manager of the Thomas Davidson Manufacturing Company, Montreal, spent Monday and Tuesday of this week in Toronto on business.

INCORPORATIONS

Kerrobert, Sask.—Auto Accessories, Ltd., has been incorporated with headquarters at Kerrobert.

Oneida Company Given License

The Oneida Community, Limited, a corporation incorporated under the laws of the State of New York, has been granted a supplementary license under the laws of the Province of Ontario to use capital within the Province to the extent of $500,000.

Hardware Business Incorporated

I. W. Bennett & Son, Limited, have been incorporated under the laws of the Province of Ontario to carry on a general hardware, plumbing and tinsmithing business in the town of Gananoque. The subscribers to the memorandum of agreement of the company are Anne Eleanor Bennett, widow; George Kilborn Taylor, merchant; John James Davis, physician; Robert Tulloch, business manager; and Orma Lena Davis. The capital of the company is to be $50,000.

DEATH OF LANARK HARDWAREMAN

Peter White, who has conducted a hardware and tinsmithing business in the town of Lanark, Ont., for upwards of 40 years, died recently at his home in that town. Mr. White was born in the township of Bathurst 65 years ago. Death came suddenly while he was lifting some wood in his back yard.

ONTARIO NEWS ITEMS

Stewart & Lee, hardware merchants of Lanark, Ont., have added a motor truck for delivery purposes.

Rae & Thompson, hardware merchants of Winham, Ont., put on a demonstration of oil stoves on May 17 and 18.

Otto Schmidt, hardware merchant, Arkona, Ont., has added a repair garage to his hardware store and has taken on an agency for cars. He also carries a stock of tires and auto accessories.

St. Marys Hardware, Ltd., of St. Marys, Ont., has bought a one-ton auto delivery car and started to use same last week.

A. B. Dobbyn, formerly a traveller for D. H. Howden & Co., Ltd., wholesale hardware, London, Ont., has returned to his old trip during the absence of Harold McGuire, overseas.

PORT OF MONTREAL FOR FREIGHT THIS YEAR

The traffic in and out of the port of Montreal this year is reported to be devoted solely to freight and such special traffic as is deemed wise and essential. Such decision has been made, of course, by the Admiralty and for various reasons in order to conserve shipping and make the best possible use of all that is available and to expedite the delivery of supplies. At the present time there is a great deal of freight piled in the huge sheds here for transportation across the Atlantic. In addition to the large supplies sent out from Canada, at least of Canadian products, there are also large lots from the United States finding their way through the port of Montreal.

JOINS THE COLORS

Percy John Laird, who has been in the employ of W. C. Anthony, hardware merchant, Georgetown, Ont., for the past four years, left on Monday last to join the 2nd Depot Battalion at Hamilton. As a small token of the esteem in which he was held by his employers and fellow employees he was presented with a wrist watch from Mr. and Mrs. Anthony, and a wrist watch by his fellow employees. This makes the tenth employee of this firm to join the colors.

NEW BRUNSWICK NEWS NOTES

Richmond P. Graham, of St. John, who has continued the stove and hardware business of his father, Philip Grannan, M.P.P., since the latter's death, is now training for overseas service.

A wrist watch was presented to Fenwick W. Farris, who has enlisted in a siege battery, by the Nail Makers' Union of the Maritime Nail Works, St. John, of which he was a member.

Representatives of the Retail Merchants' Association have waited on the Moncton Common Council to ask that steps be taken to make Moncton a home-buying centre. They suggested that accommodation be provided where farmers could leave their rigs and their parcels while engaged in shopping. The proposal will be considered.

Thomas Nagle, promoter of the St. John Shipbuilding Company, has announced that his company has been awarded the contract for the construction of two eight-thousand-ton steamers and that preparations will be undertaken immediately to proceed with the work on the western side of Courtenay Bay, in St. John. The announcement was made last week that the St. John Dry Dock and Shipbuilding Co. Ltd., had secured a contract for two ten-thousand-ton steamers which would be built on the western side of Courtenay Bay at East St. John, this contract also including the completion of the dry dock for which almost the entire excavation had been made by the Norton Griffiths Company. A large wooden steamer in the Grant & Horne yards and a four-masted schooner in the Saker yards are nearing completion and will be followed by others.

TO ERECT HOUSES

The Plymouth Cordage Company has awarded a contract for the erection of seven four-tenement houses at Welland, Ont., for use of their employees.

PRESIDENT BOARD OF TRADE

J. E. Wildman of the Sheet Metal Company of Canada was unanimously elected president of the Winnipeg Board of Trade for the coming year. J. R. Ashdown, president of the J. H. Ashdown Hardware Company, was elected chairman of the board of arbitrators and also a member of several other committees.

OIL SHIPMENTS TO BRITISH COLUMBIA MAY CEASE

Intimation has been made that the United States Fuel Director is considering the issue of an order prohibiting the use of fuel oil in parts of the Pacific North-west in order to relieve the fuel oil shortage in California. Such action would materially affect the transportation interests of the West coast province. The C. P. R. and G. T. P. railways use oil-burning engines west of the mountains and also have their coasting steamers equipped with oil-burning apparatus. Such an order would be a drastic step so far as the West is concerned.

INDUSTRIES MUST BE MORE SELF-SUSTAINING

Major L. L. Anthes, president of the Anthes Foundry, Limited, Toronto, is of the opinion that Canadian industries will have to throw off their swaddling clothes and become more self-sustaining. Major Anthes was last week re-elected by acclamation as chairman of the Toronto branch, Canadian Manufacturers' Association, announcement of which was made in last week's issue. It was during the course of his address to the association that he asserted Canadian industry must become more self-contained. It was necessary that the industries of the country should be prepared to absorb the men who returned from the front after serving their country. He is of the opinion that greater efficiency can be secured from the man power of the country.

OBJECT TO TAX ON USED CARS

Dealers in second-hand cars in the Stratford district have made a protest to the Government against the tax of 10 per cent. on used cars. They have no objection to the tax on new cars, but think it unfair that they should have to pay a tax on second-hand cars when the private individual can buy and sell used cars without having to pay the tax.

COPPER PLANT FOR QUEBEC

The British-American Nickel Corporation is making provision for the construction of a nickel and copper refining plant at Deschenes, Que., which will cost over $1,000,000 for buildings and machinery. The contract calls for the completion of the job before the snow flies. It is understood that British and Norwegian interests are interested financially. The company has mines in the Sudbury district and it is anticipated that production of the refined products will be on a scale larger than that hitherto known in Canada.

was one of the commodities that should be investigated and the price fixed.

TO HOLD TRADE CONVENTION

Announcement has just been made that the Canadian National Exhibition, proposes to hold a trade convention as an added feature of this year's exposition. It is proposed to hold a series of sessions at which leading men of various industries will give trade talks. Opinions and suggestions are being sought from various trade organizations. The Canadian Bicycle Dealers' Association propose to hold the second annual convention of the association during the coming exposition. The proposed trade talks would fit in admirably with the plans for the assembly of the bicycle dealers. The Canadian Bicycle Dealers' Association has decided to meet in Toronto during the first week of September.

BRUSH COMPANY RE-ORGANIZED

The Gladstone Brush Mfg. Co., Ltd., 70 Lombard street, Toronto, has been reorganized for the purpose of manufacturing all kinds of sanitary wire brushes, dustless dusters, mops, automobile brushes, etc. The company state that they are now manufacturing a complete line of brushes and mops for all kinds of domestic and automobile use. The officers of the re-organized company are as follows: President, Geo. A. Marshall; vice-president, John V. Gray; Sec.-Treas., Chas. E. Bachly.

NO MORE WELSH TINPLATE FOR CANADA

(Continued from page 75.)

any market, the tinplate trade might conceivably reconcile itself to the new conditions if it were sure that the orders coming to this country from those Governments and Departments which have received allocations would be fairly dealt out to the trade, and that merchants would be given a legitimate share of them. So far as we can gather the system adopted is that the Priority Department of the Ministry of Munitions issues certificates in bulk to the various bodies to which allocations are made, and that these bodies then make their own arrangements for buying and shipping. Probably the familiar difficulty of obtaining export licenses will be found to have vanished."

HARDWARE LETTER BOX

Boot Stitching Machines

John Worthington, Minto, Man.—Kindly give the names of some wholesale shoe repair houses and also the manufacturers of boot stitching machines.

Shoe findings from Beardmore & Co., Toronto, and Independent Box Toe Company, Montreal. Boot stitching machines from United Shoe Machinery Company, Ltd., Montreal.—Editor.

CATALOGUES and BOOKLETS

Catalougue of Brooms and Brushes

The Boeck Company, Limited, Toronto, has issued a very attractive catalogue called Special Catalogue 55B which comprises the complete line of banister brushes, dusting brushes, carpet brooms, floor brooms, factory brooms, stable brooms and other lines. The catalogue contains twenty-four pages printed in colors. Reproductions of the brushes are made in colors corresponding to the colors of the wood in the brushes. The cover of the catalogue is embossed and printed in a very artistic design. Complete data with respect to their various lines of brushes are contained in the catalogue, which is for distribution to the trade.

Catalogue of Pneumatic Water Systems

The Empire Manufacturing Company, London and Toronto, has issued a catalogue called "The Empire Way," in which some of their styles and types of pneumatic water systems are illustrated and described. The history and operation of pneumatic water systems are described in addition to the other valuable information contained with respect to their line of water systems. In addition to the material on water systems some plumbing goods such as baths, sinks, laundry tubs, closets, valves, and other lines are shown. The catalogue comprises 56 pages and is well printed on heavy calendered paper.

War Time Separator Catalogue

The Sharples Separator Co's of West Chester, Pa., new catalogue strikes the keynote of all our activities in its opening paragraph:

"This country is at war and our main business is to **win the war.**

"Upon farmers and dairymen depends our food supply—we must **produce more** food stuff and **waste less** than ever before.

"Every ounce of butterfat and every item of time and labor must be saved. Hence the vital importance of installing a Sharples Suction-feed Separator, which saves **all** the butterfat (at least 10 pounds per cow yearly **over** any other separator) and which, because of its freedom of speed (it skims clean at any speed) and ease of cleaning (it has no discs), saves more time and labor than any other separator or method.

"Still—the purchase of a Sharples Separator is not less of a patriotic duty than it is a shrewd personal investment."

The catalog is a handsome sample of the modern printer's art, well illustrated and convincingly worded. The written message is strengthened by the reproduction of ten letters from agricultural colleges regarding tests made with the Sharples Suction-feed Separator.

WANT GASOLINE PRICE FIXED

The Toronto Board of Control proposes to ask the Dominion Government to fix the price of gasoline. One of the members expressed the opinion that it

NEW HARDWARE GOODS

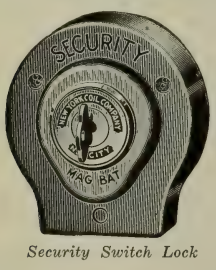
OFFERED TO CANADIAN HARDWAREMEN

NEW SWITCH LOCK

The New York Coil Company, 338 Pearl Street, New York City, announce a new switch lock for protecting the ignition circuit on Ford cars. The device consists of an especially strong alloy metal housing that completely covers the conventional Ford switch, the one model taking care of all previous (moulded) Ford switches, as well as the new 1918 all metal switch recently brought out by the Ford Company. The housing is secured by removing the nameplate on the moulded switch, or the complete metal covering on the new 1918 Ford switch, and applying the device over the present switch, securing same by three screws.

At the first turn of key, a cam forces out a pair of metal bars, which operate in slots on the inside of switch. These metal bars completely cover screw heads which it is claimed makes it impossible to remove the screws. These bars, it is stated, at all times cover the screw holes and do not operate at each turn of the switch. It is claimed, the entrance of dirt or foreign matter which might interfere with the working parts of the switch is avoided.

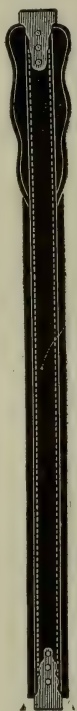
A bronze contact spring is secured to the cam, and when the key is removed, this bronze spring makes contact with the central member of the switch, which grounds or short circuits the four coils, making it impossible, it is claimed, to



Security Switch Lock

wire around or make an external connection to operate the ignition system, even in the event of a separate battery being employed.

A non-pickable barrel lock, approved type, is used, which is supplied with two keys, as well as all screws and fittings, so that installations may be effected, it is claimed, in less than five minutes' time, the only tool required being an ordinary screw driver. The switch lock is finished in rich enamel and nickel.



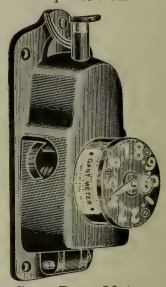
Never-Break Trace

NEVER-BREAK TRACE

R. R. Kinread, 286 Bannatyne Ave., Winnipeg, is placing on the market the "Never Break Trace," which he is offering to the trade with a five-year guarantee. He points out that this is made of seven-ply special fibre belting centre, over which is folded a special tanned chrome leather, and faced with one layer No. 1 quality harness leather, stitched through with best quality waxed thread. This trace is made in 1½ inches, 1¾ inches, 2 inches and 2¼ inches wide, 6 feet 4 inches long. The manufacturer offers to supply every dealer a sample trace with each order, showing how it is constructed, thus enabling the dealer to show his customers. The manufacturer claims that this trace will not stretch, and therefore the stitching will not break. He also claims it will wear twice as long, haul double the load, and give the best satisfaction.

HEAVY DUTY ROPE METER

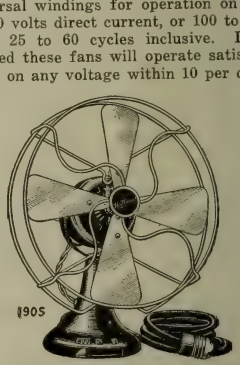
The E. M. Gant Mfg. Co., Ethridge, Tenn., have recently added to their line of rope meters "A Heavy Duty Machine" that it is claimed will handle all sizes of rope from ¼ inch to 2 inches in diameter. It is asserted this machine is somewhat radical in construction as it allows all sizes to be handled through the same opening. It is claimed the idler is self-adjusting, with a V-shaped grooved pulley that holds all sizes of rope to its capacity exactly in the centre of a small-faced spiked wheel that is connected to a train of gears in the gear box above. This notched wheel only touches the large part of the rope and rolls down it as the rope is drawn through the machine. The machine registers up to 100 feet; however, any number of feet can be measured. The idler and driving wheel are both ball bearing. It is asserted this machine handles rope accurately and rapidly, and without the usual drudgery attached to the sale of rope in large or small quantities.



Gant Rope Meter

IMPROVED ELECTRIC FAN

The Factory Products, Limited, Toronto, is introducing to the Canadian trade an improved design of the "Northwind" electric fan motors. These fans are made in the 8-inch and 10-inch oscillating styles and are offered with 110-volt universal windings for operation on 100 to 120 volts direct current, or 100 to 120 volts, 25 to 60 cycles inclusive. It is claimed these fans will operate satisfactorily on any voltage within 10 per cent.



Northwind Electric Fan

of their nameplate marking. The 10-inch Northwind oscillating fan is also offered for operation on direct current storage battery systems, such as the usual farm lighting plant with an effective voltage of from 30 to 35 volts. Some of the points enumerated by the manufacturers of this article are: four-blade fan; double-ring; steel-welded guard with front wires; two speeds; full swivel-trunnion feature; convertible desk-bracket base; four base rubbers; shaft of 3-16-inch steel; weight, net 4 pounds, packed in individual carton for mailing.

WEEKLY HARDWARE MARKET REPORTS

STATEMENTS FROM BUYING CENTRES

THE MARKETS AT A GLANCE

THE uncertainty of further supplies of manufactured steel is engaging the close attention of dealers, and whereas generally conditions may be said to show little variation from those of the past few weeks, there is a growing feeling that stocks now dwindling will not be replenished as rapidly as might be wished. Increasing demands for war work are being constantly made on the mills, with the natural result that commercial requirements must go into the background.

Rumor has it that the War Trade Board at Ottawa is considering price-fixing, though how this would work out on commodities not produced in this country is a question. However, there is no disposition to worry over the outlook, as the steel and iron business to-day is virtually under Government control, with the restrictions ruling on distribution, etc.

The smaller lines of steel shelf hardware will probably be big sufferers in another year of war. One large manufacturer of steel products in the United States, who supplies a large proportion of Canada's trade in these lines, reports only a sufficient amount of steel on hand to take care of about one-third of their commercial requirements. This is being made up now and when completed they will devote their entire plant to war work.

The metal markets during the week show little change. Tin is in an acute position as regards supplies, and though some declines have been registered in both London and United States markets, this has not been reflected here as yet. Lead shows a little strength in a ½c advance in price, though the movement for commercial purposes is very light.

There have been quite a number of changes on miscellaneous lines during the week, the items affected in each case recording advances over former quotations. Some of the lines on which new prices have been named are food choppers, pump leathers, lamp and lantern burners, trip gongs, pipe wrenches, sash hangers, planes, screwdrivers, plumbs and levels and sad irons. Business is reported good for all seasonable lines such as garden tools, oil stoves, screen doors and windows, etc.

MONTREAL MARKETS

MONTREAL, May 23.—The price changes this week have not been numerous but there have been several of some importance. Wire nails have advanced 10c per keg. Anvil tools are up 10c a pound to 45c. Drugget pins, bread mixers, standard scales, Heller's rasps, expansive bits and food choppers are all higher. There are firmer tendencies in some iron and steel products. There is greater difficulty in getting supplies of some lines and thus far substituting has been somewhat satisfactorily resorted to. Screws are very hard to get and it will not be surprising if an advance follows shortly. A heavy demand has been made on oil stove stocks, refrigerators, and for garden tools the demand has been almost unprecedented. Replenishing stocks are now coming forward. Altogether there has been a fairly good week, and river navigation is helping materially. Some lines of accessories are higher this week also.

Drugget Pins Higher; Corn Shellers Arrived

Montreal.

DRUGGET PINS, CORN SHELLERS.—The advance this week in the price of drugget pins is quite considerable. Half inch sold before at 80c per gross are now 95c; ⅝-inch, which were 90c, are now $1.40, and ¾-inch are now $1.75, the previous price being $1.20 per gross. A supply of corn shellers has been received, the first to hand for some time.

Bread Mixers, Rasps, Anvil Tools Up

Montreal.

BREAD MIXERS, RASPS, ANVIL TOOLS.—Advances have been made in the price of bread mixers. The number 4 size is now worth $38 as against the former price of $32.50, and the number 8 which were selling at $37.50 are now $43.50 per dozen. Anvil tools are advanced to 45c per pound, the former price being 35c. Heller rasps are firmer, the advance being represented in a change of the discount from 62½ to 60 per cent.

Standard Scales Up; Also Simplex Nails

Montreal.

SCALES AND NAILS.—Two lines are marked up this week and the first of these, standard scales, have taken a discount of 20 per cent., the former discount being 25 per cent. Simplex roofing nails also have advanced, the old price was $17 per keg and the revised quotation calls for a price of $20 per keg.

Expansive Bits Up; Also Food Choppers

Montreal.

EXPANSIVE BITS, FOOD CHOPPERS.—There has been a recorded advance in the price of Clark's expansive bits. This is about 10 per cent. over the old price. The same advance applies to a line of food choppers made by the P. S. & W. Co. Other lines of this make are suggested as taking a similar advance, but these lines were not available at time of writing this report.

Tool Boxes, Wrenches, Valve Lifters Up

Montreal.

TOOL BOXES, AUTO ACCESSORIES—Various advances have been made in the prices on automobile tool boxes. These average all the way from 20 to 30 per cent. The position of raw material used in making these is such as to make the market firm, and prices are consequently very strong. Perfect handle valve lifters have advanced about 15 per cent. over the old lists of $1.32 for lots of 24; $1.44 for lots of 6, and $1.53 for single lifters.

Radiator Ornaments Goggles Higher

Montreal.

AUTO ACCESSORIES.—Among the accessory changes for the week are those of advances for radiator ornaments. Several lines are affected, including Doctor's Cross, Wheel and Wings, Rotary Club, and others. In lots of 24 the old prices were $1.15 each, and the new are $1.44. Lots of six sold at $1.25 each before, and now are $1.57, while the former trade price of $1.33 is advanced now to $1.67. To arrive at the Canadian list on other ornaments 25 per cent. is to be added to the American list. Certain assortments of goggles are higher and the advance is from 10 to 12 per cent., no straight percentage applying.

Instrument Boards, Flashlights Go Higher

Montreal.

INSTRUMENT BOARDS, FLASHLIGHTS.—Johnston instrument boards for use on sedans and couplets are marked higher. The former trade price of $1.50 has been advanced to $2 each. Usual discount applies. Certain flashlights of "Eveready" make are up, No. 6901 with a former trade price of 87c being now 97c. The same change applies as well to Nos. 6903 and 6904.

Stoves, Refrigerators And Wares Are Firm

Montreal.

STOVES, REFRIGERATORS, WARES —For ordinary ranges and stoves the sale is not large, but this is fair. Prices are naturally firm. The season for oil stoves is developing fast and a large number are being sold to the retail trade, particularly in the country. Prices are firm with the material entering into their construction so high. For refrigerators there is a big demand just now and the season is proving a good one. Prices are held unchanged. The season for enamelled wares should soon prove to make the demand active; in the meantime it is reported good.

Oil Demand Good; Gasoline Price Steady

Montreal.

OILS AND GASOLINE.—There is an especially active demand for oils just now, more particularly those used for lubricating purposes on the farm. The opening of navigation has stimulated sales and refiners are more than busy shipping out orders to various points. Coal oil sales are maintained on a seasonable basis and prices are held unchanged with Royalite selling at 19c and Palacine and Electroline at 22c per gallon. Motor gasoline sales are heavy and the price is held unchanged at 34c.

Continued Strength Marks Soft Fibres

Montreal.

ROPE AND CORDAGE.—The market is without feature this week excepting that soft fibres continue to rule with a very strong undertone. Advances have been made several times in the price of these and the end does not seem to be in sight yet. The ordinary rope situation is steady and prices are held without any change whatever, pure manila being based at 39c per pound; British manila at 33c and sisal 27½c per pound. There is an active enquiry for binder twine, orders now being sent forward to distribution points for further delivery later.

Wire Nails Advanced To Five Thirty-Five

Montreal.

WIRE AND NAILS.—Of interest this week is the announcement that wire nails have advanced 10c a keg, making the base price now $5.35. The continued strong position of all steel products and the increasing difficulty of securing supplies from the usual sources is responsible for this. Stocks are reported to be in fair shape and all sizes are still available. With the outlook for wire rods none too promising this revision may be only the prelude to a still further advance. Cut nails are held on the unchanged basis of $5.60 and smooth steel wire still sells on a base of $6.25 per 100 pounds.

Business Normal For Iron And Steel

Montreal.

STEEL AND IRON.—The usual amount of trading as obtaining for this season of the year prevails now and prices, while unchanged, are very firm. The features are few, and with the outlook for fully maintained prices and the possibility of revisions being made upward at any time, the situation is quite unchanged from last week. Prices are as follows:

Common bar iron, per 100 lbs.	$ 4 55
Refined iron, per 100 lbs.	4 80
Horseshoe iron, per 100 lbs.	4 80
Norway iron	12 00
Mild steel	5 05
Band steel	5 05
Sleigh shoe steel	5 05
Tire steel	5 25
Toe calk steel, per 100 lbs.	5 95
Mining tool steel, per lb.	0 17½-0 19
Black Diamond tool steel, per lb.	0 18 -0 19
Spring steel	6 50
Single reeled machinery steel	6 50
Iron finish machinery steel	5 10
Harrow tooth steel	5 20
Black Diamond cast steel, lb.	0 20-0 21

Galvanized Sheets Firm; Black Unchanged

Montreal.

SHEETS AND PLATES.—The firmness of the steel markets is well known. As pointed out last week certain gauges of black sheets were to be had at favorable prices and this condition still obtains. As for galvanized sheets these are firm, and one jobber reported a readjustment of his prices to higher levels. The demand is fair although without any marked increase of note. Prices hold with the following list covering the market here.

BLACK SHEETS—		100 lbs.
10 gauge	$9 50	$9 00
12 gauge	9 25	9 65
14 gauge	7 00	9 00
16 gauge	7 10	9 15
18-20 gauge	7 25	9 25
22-24 gauge	7 75	9 60
26 gauge	9 45	9 75
28 gauge	....	9 90
10¾ oz. (28 English)	10 55	10 75

GALVANIZED SHEETS—	
10¾ oz.	$10 00
28 ga.	9 65
26 ga.	9 25
22 and 24 ga.	9 05
20 ga.	8 85
18 ga.	8 85
16 ga.	8 70

Demand Light For Lead Products

Montreal.

LEAD PRODUCTS.—The demand for lead products, while seasonable, is not very brisk. Lead bends and traps, lead wool and lead pipe are firm, but without any change. Plumbers are doing some repair work but in a general way there is nothing of an extensive nature being undertaken. The firmness of all grades of solder rules still and at the high prices asked there is naturally little trading done.

Lead pipe, lb.	....	0 14
Lead waste pipe, lb.	....	0 15
Lead traps and bends	Net list	
Lead wool, lb.	....	0 12
Lead sheets, 3 to 3½ lbs. sq. ft., lb.	....	0 11½
Lead sheets, 4 to 8 lbs. sq. ft.	....	0 11
Cut sheets, ¾c lb. extra, and cut sheets to size, 1c lb. extra.		
Solder (guaranteed)	....	0 68
Solder, strictly, lb.	....	0 57
Solder, commercial, lb.	....	0 53
Solder, wiping, lb.	....	0 53
Solder, wire (8 gauge)—		
40-60	....	0 58½
45-55	....	0 63¾
Zinc sheets, casks	....	....
Do., broken lots	....	....

Heavy Cast Iron High; Others Held

Montreal.

OLD MATERIAL.—The market is ruling somewhat quiet still. Of course there is a good demand at high prices for number one machinery cast. For this as high as $40 per ton is being paid where the grade is select, but the market averages around $36 to $37. Anyone having a superior lot to dispose of can usually secure a good return. For lead, brass, copper, old rubbers, etc., the demand is fair and prices are held without any change.

Tea lead	$ 0 05	$0 06½
Heavy lead pipe	....	0 07
Yellow brass	0 12½	0 13½
Red brass	0 22½	....
Light brass	0 08	....
Scrap zinc	0 05½	0 06
Heavy copper	0 22	0 23
Wrought iron, No.1, per gr. ton	27 00	....
No. 1 machinery cast	36 00	37 00
Heavy melting steel	20 00	21 00
Pipe scrap	18 00	20 00
Stove plate, per ton	22 00	23 00
No. 2 busheling	13 00	14 00
Old rubbers, boots and shoes	0 08	0 08¼
Overshoes, lumbermen's rubbers boots	0 07	....
Bicycle tires	0 04¼	....
Auto tires	0 04½	0 05

Copper Unchanged; Tin Still Holds Up

Montreal.

INGOT METALS.—The position of the markets is one with a general firmness of undertone for the most part. Tin is held in its strong place and offerings are practically nil with some asking at a higher figure than that quoted. Copper is unchanged.

COPPER.—The meeting in the States this week is being awaited with interest

when the price to be fixed by the government will be arrived at and announced. Some think it will rule with little change from the existing price while others look for an advance. Here trading is done on the basis of 29c-30c per pound.

TIN.—Some tin was offered here and for this around $1.50 was asked. This is said to be an unreasonable price, even with the scarcity so great. Few lots are available on spot and the position with regard to import licenses is tight and unchanged. Prices rule at $1.15 to $1.30 per pound according to grade. New York reports a slightly easier tone.

SPELTER.—Demand for spelter is not very great. The market here is steady and it is thought this will be quite unchanged for some time. Small traders are offering odd lots at favorable prices. Demand outside is said to be light. Prices here 10c to 10½c per pound.

LEAD.—The position here is one of steadiness. Outside in the United States markets there is a firm undertone with trading normal. Price here 9½c-10c per pound.

ANTIMONY.—There is a firm basis on this metal and enquiry has improved. Stocks are just fair. Outside points report a dull market. Prices here are from 15c to 16c per pound.

ALUMINUM.—The market is one characterized by small business and the conditions are unchanged. Prices here are based on 50c per pound.

TORONTO MARKETS

TORONTO, May 23.—Price changes have been numerous during the week and the tendency in all cases has been towards higher levels. Among the lines affected are valve leathers, lamp burners, Mrs. Potts' sad irons, food choppers, pipe wrenches, planes, screw drivers, levels and marking gauges. Trip gongs are also higher, along with sash hangers, Nevada ware, hemp wrapping twines and chains for bicycle padlocks. Difficulty in getting through supplies is increasing and shows little chance of improvement. One large manufacturer of steel hardware in the United States has intimated that he has sufficient material to make up about one-third of his commercial requirements for next year. This he is going to manufacture now and then turn the plant over entirely to war work. Business is reported good in seasonable lines.

Pipe Wrenches Higher; Corkscrews Up

Toronto.

PIPE WRENCHES, CORKSCREWS.—An advance has been made in prices applying on Truro wrenches and whereas not of great volume shows the trend with practically all lines of steel—upward. New prices now being made are: 8-inch, $14.20; 10-inch, $16.75; 14-inch, $22.00; 18-inch, $31.50; 24-inch, $45.70 per dozen.

A new price has been named on pocket corkscrews, the small type having a wood protector, No. 04, of 85c per dozen, which represents an advance.

Planes, Levels, Locks Gauges All Go Up

Toronto.

PLANES, LEVELS, LOCKS, GAUGES.—New discounts have been issued on the Stanley line of planes, screwdrivers, marking gauges, plumbs and levels, which provides for an advance of about 5 per cent.

Cabinet locks are also higher, the present scale of prices being about 7½ per cent. up on those previously ruling. Fraim padlocks have also been marked up about 5 per cent.

Advance Made In Food Choppers

Toronto.

FOOD CHOPPERS, NEVADA WARE.—A further advance has been made in prices applying on Universal food choppers of about 7½ per cent. The present scale of quotations range as follows: No. 0, $17.75; No. 1, $21.50; No. 2, $27.00; No. 3, $35.00 per dozen.

A 5 per cent. advance in Nevada ware has become effective in some quarters during the week. A very fair sale is reported.

Lamp and Lantern Burners Up

Toronto.

LAMP, LANTERN BURNERS, CHAINS.—A substantial advance has been recorded in lamp and lantern burners during the week and new prices now ruling follow: Banner lamp burners, No. 0, $1.50; No. A, $1.50; No. B, $1.85 per dozen; Security lamp burners, No. A, $1.80; No. B, $2.25 per dozen; Gallery lamp burners, No. D, $3.80 per dozen. Lantern burners, No. 1, $1.20; No. 2, $2.00 per dozen.

Chains for bicycle padlocks have undergone revision upward, present price being $1.25 per dozen.

Pump Leathers Go Up Brush Hooks Too

Toronto.

PUMP LEATHERS, BRUSH HOOKS.—Pump leathers have reached new high levels in price and are being quoted on the following basis: Valve 2½-inch, $1.10; 3-inch, $1.35; 3½-inch, $1.85 per dozen; cup, 2½-inch, $1.45; 3-inch, $1.85; 3½-inch, $2.65 per dozen.

Handled brush hooks at $15.75 per dozen have also reached a higher selling basis.

New Prices Named on Hog Ringers

Toronto.

TRIP GONGS, HOG RINGERS.—An advance is provided for in new prices issued on trip gongs during the week. These have remained firm for some time past but new stock arriving is being invoiced at higher figures, which has resulted in the following quotations being named: 5-inch, $1.80; 7-inch, $3.70; 9-inch, $7.55 each.

Hog ringers have also gone up, quotations to-day being named at $2.60 per dozen for No. 2.

Potts' Irons And Sash Hangers Go Higher

Toronto.

POTTS' SAD IRONS, SASH HANGERS.—New prices have been issued on Mrs. Potts' sad irons which represent a stiff advance over quotations previously ruling. The No. 55 set, polished, is being quoted at $2.30 per set, and the No. 50, nickel plated, at $2.40 per set, with a rebate of 10c per set in full case lots.

Another line to undergo revision is sash hangers, and new prices are at higher levels than those formerly ruling: No. 1716 is now being quoted at $1.55 and No. 18 at $1.75 per dozen pairs.

Stoves and Ranges Unchanged; Enamelware

Toronto.

STOVES, RANGES, ENAMELWARE.—There has been no change in the situation on stoves and ranges during the week. Business is rather light at the present time and supplies of raw material are becoming increasingly scarce. What the outlook is for a period six or eight months, or even three months hence is hard to forecast. Summer lines are moving out very freely though with these there is added difficulty noted in getting through supplies. Prices on all lines have held firm and unchanged.

Enamelware shows no interesting features during the week. A very satisfactory volume of trade is being conducted and prices hold firm.

Oils and Gasoline Enjoying Good Sale

Toronto.

OILS, GASOLINE.—The heavy demand for lubricating oils continues and orders are going forward very freely. Prices have held firm at advances recorded last week. The sale of coal oil has been very satisfactory and business shows no falling off from the heavy demand prevailing throughout the winter months. Oil is being used extensively as a fuel at the present time and will be used throughout the summer. Prices are unchanged, Royalite selling at 18c and Palacine at 21c per gallon. Gasoline continues to move freely and prices show no revision at 33c per gallon.

Nails Hold Firm; Tinned Wire May Advance

Toronto.

NAILS, WIRE.—The position of wire nails remains extremely firm but deliveries are being effected satisfactorily. This condition is different from that prevailing in the United States, where indications are that great difficulty in completing orders is being experienced and shipments are now going forward on a pro rata basis to the dealers, with

an element of uncertainty regarding further supplies noticeable. Wire nails are still being quoted at $5.20 base per 100 pounds and cut nails at $5.65. Wire is very firm and tinned wire particularly so. The exceedingly high price of tin may result in revisions upward on tinned wire being made necessary. The base on smooth steel remains unchanged at $6.25 per 100 pounds base.

Fair Supplies Iron and Steel Available

Toronto.

IRON AND STEEL.—There are indications that fair supplies of iron and steel are available for present demands, which, while not heavy, represent a very good volume of trade. Prices have held unchanged during the week on the following basis:

TORONTO—		Per 100 lbs.
Common bar iron	....	$ 5 25
Common bar steel	....	5 50
Refined iron	....	5 65
Angle base	....	5 75
Horseshoe iron	....	5 50
Tire steel	....	5 70
Mild steel	....	5 60
Norway iron	11 00	13 00
Toe caulk steel	....	6 25
Sleigh shoe steel	....	5 50
Band steel, No. 10	....	5 75
Do., No. 12	....	6 00
Spring steel	9 50	11 50
Mining drill steel	19 00	30 00
Sheet cast steel	0 42	0 45
Tool steel	0 20	0 42

Corrugated Sheets Steady; Eavetrough Unchanged

Toronto.

CORRUGATED SHEETS, EAVETROUGH.—Prices ruling on corrugated sheets and other lines of manufactured sheet metal rule with a very firm undertone though no changes during the week are provided for in quotations shown below.

Eavetrough and conductor pipe rule firm also, with only a limited amount of trading being done in these commodities. Prices shown in current market quotations are unchanged.

TORONTO—	Per 100 Sq. Feet Galvanized	Painted
No. 28 gauge	$ 8 25-$ 8 75	$6 75-$7 25
No. 26 gauge	9 00- 9 50	7 75- 8 25
No. 24 gauge	13 00-	10 50
No. 22 gauge	16 00-	13 25
No. 20 gauge	19 00-	16 50
No. 18 gauge	23 00-	20 00

Discount 7½%.

Prices on Sheets Remain Unchanged

London.

SHEETS, PLATES.— Uncertainty seems to be the predominating element in respect to further supplies of sheets. In some quarters, advices are to hand that contracts placed prior to certain dates will be filled, while other reports indicate contracts will be acted upon only when Government needs have been taken care of. If the latter prove the rule, it will mean that little can be expected in the way of delivery for some months. owing to increasingly heavy demands being made for war work by the Government. That conditions in Canada may undergo regulation to some extent by officials at Ottawa seems within the realm of possibility though local dealers know little in this connection as yet. Prices are unchanged as follows:

BLACK SHEETS—		Per 100 lbs.	
10 gauge	....	$9 50	$12 00
12 gauge	7 15	9 60	10 00
14 gauge	7 20	8 15	8 40
16 gauge	7 25	8 25	8 50
18-20 gauge	7 30	7 80	8 05
22-24 gauge	7 35	7 85	8 10
26 gauge	7 40	7 90	8 15
28 gauge	7 50	8 00	8 25
3/16-inch plate	....	9 10	10 25
¼-inch boiler plate	....	9 00	10 00
GALVANIZED SHEETS—			
10¾ oz.	$9 00	$9 25	$9 50
U.S. 28	8 70	8 95	9 20
U.S. 26	8 40	8 65	8 90
22 and 24	8 25	8 50	8 75
16	7 95	8 20	8 45
14	7 85	8 10	8 35

Wrought Iron Pipe Firm; Boiler Tubes Steady

Toronto.

WROUGHT IRON PIPE, BOILER TUBES.—No new developments have been reported in respect to wrought iron pipe during the week. Shipments of raw materials are not coming through in any too liberal quantities and production consequently is limited. Only a fair volume of trade is being transacted. Prices remain unchanged at figures shown in current market quotations.

There is nothing new to report in respect to boiler tubes, conditions prevailing during the past few weeks showing little change. Prices shown below are unchanged.

Boiler Tubes—	Cold Drawn	Lapweld
1 inch	$36 00	$ ....
1¼ inch	40 00	....
1½ inch	43 00	36 00
1¾ inch	43 00	36 00
2 inch	50 00	36 00
2¼ inch	53 00	38 50
2½ inch	55 00	42 00
3 inch	64 00	50 00
3¼ inch	....	58 00
3½ inch	77 00	60 00
4 inch	90 00	75 00

Manufactured Lead Products Steady

Toronto.

LEAD AND ZINC PRODUCTS.—Manufactured lead products show no change during the week. The primary on lead is holding firm but with the small demand for plumbing lines, little change in the situation as regards the manufactured products is expected. Solder, which has been enjoying a period of advancing prices, shows no change for the week and quotations given below are firmly held.

Lead pipe, lb.	0 14	....
Lead waste pipe, lb.	0 15	....
Lead traps and bends	Net list	
Lead wool, lb.		0 16
Lead sheets, 3 to 3½ lbs. sq. ft., lb.		0 13¼
Lead sheets, 4 to 8 lbs. sq. ft.		0 12½
Cut sheets, ¾c lb. extra, and cut sheets to size,		
Solder, guaranteed, lb.	0 66	0 70
Solder, strictly, lb.	0 60	0 66½
Solder, commercial, lb.	0 55	0 62
Solder, wiping, lb.	0 54½	0 56
Solder, wire, lb.	0 65	0 70
Zinc sheets, per lb.	....	0 26

Old Materials Are Very Quiet

Toronto.

OLD MATERIALS.—Business in old materials is relatively quiet at present and dealers are apparently carrying little stock other than that required to supply the needs of regular customers. The feeling of uncertainty that has characterized this market for some weeks is still a feature of existing conditions. No price changes are recorded, but slight uneasiness is reported. Machine cast iron is strong and in good demand, but the nominal quotation of $31 is the price given by dealers here. Some dealers are looking forward to higher prices on scrap copper.

Tea lead	$ 0 04½	....
Heavy lead pipe	0 07	0 07½
Yellow brass	0 12	0 13
Red brass	....	0 21
Light brass	....	0 09½
Heavy zinc	0 05½	0 06
Heavy copper	0 21½	0 22
Stove plate, per ton	17 00	18 00
Old cast iron, per ton	25 00	26 00
Overshoes, trimmed Arctics	....	0 06¼
Auto tires	0 04½	....
Bicycle tires	0 03½	....
	Per gross ton.	
No. 1 railroad wrought	26 00	27 00
No. 2 railroad wrought	15 00	16 00
Pipes and flues	....	12 00
No. 1 busheling	16 00	17 00
No. 2 busheling	....	12 00
Country mixed scrap	....	16 00

Binder Twine Moving; Cordage Unchanged

Toronto.

CORDAGE, TWINE.—Binder twine orders are now being shipped forward to dealers by the manufacturers and indications are that ample supplies will be available for all crop requirements. Early shipments are advocated to overcome any transportation difficulties which may arise.

There has been no change in the cordage situation whatever during the week. The demand is light and prices firm and unchanged at 39c base for pure manila; 33c base for British manila and 27½c base per pound for sisal.

Beaver and Atlas hemp twines have recorded an advance of 10 per cent. during the week.

Waste Moving; Oakum Light Demand

Toronto.

WASTE, OAKUM.—A good movement of waste continues to be manifest and manufacturers are being kept very busy. Oakum is in comparatively light demand when business of a month or so back is considered, but a nice volume of orders is being handled now. Prices are unchanged at figures shown in current market quotations.

Tin Holds Steady; Lead and Spelter Firm

Toronto.

INGOT METALS.—Prices on tin have held firm and unchanged during the week. No relief from the acute shortage has been felt and supplies are gradually reaching the vanishing point. Lead shows a little strength during the week but there is very little movement. Spelter held firm, but there are few transactions being effected. Copper remains unchanged with supplies ample.

COPPER.—Requirements for essential war purposes are being taken care of, but little interest is shown in domestic consumption which has reached a very low point. Some interest in whether revised prices will be named on copper in the United States is shown, but it is felt the change under consideration would have little effect on prices here.

Locally quotations are around 29c to 30c pound.

TIN.—Tin has held steady on the local market at about $1.50 per pound, though declines in both London and United States markets have been reported. The acute and uncertain position of tin is still pronounced. Local dealers report the demand restricted to essential requirements, only those in urgent need getting any supplies.

SPELTER.—Little interest is manifest in this metal, and an unchanged position rules at primary points. Buying is normal, but that is within restricted channels. Prices hold at around 9c per pound.

LEAD.—A slightly firmer tone has been noticeable in lead locally during the week, prices now being named at 9¼c to 9½c per pound, ½c up. Outside of war requirements there is practically no lead moving, domestic consumption being at very low levels.

ALUMINUM.—There is little demand and the market holds unchanged at prices ruling for some time past, viz., 50c per pound.

ANTIMONY.—Quiet prevails in this market and there are no outstanding features to report. Quotations at primary points hold firm and the same condition rules here, prices locally being about 16c per pound.

PIG IRON.—There is nothing new in pig iron and no predictions as to the future are offered. Output of iron is being absorbed as quickly as produced, but indications are that this is below requirements.

LONDON MARKETS

LONDON, May 22.—The markets during the week have not been so very active in the matter of revised prices, though new quotations have been issued on one line of oil stoves and heaters in addition to hammock chains, hay and manure fork heads and solder. Business is reported as extra good.

Paint still continues a good seller. Lawn mowers, garden tools, fishing tackle, oil stones and auto accessories are also in big demand.

Splendid Sale Lawn Mowers; Prices Firm

London.

LAWN MOWERS, GRASS CATCHERS.—A splendid sale of lawn mowers is manifest and jobbers are well satisfied with the volume of trade being handled. Prices have held firm and unchanged, the discount from lists shown below remaining at 40 per cent.

Lawn Mowers—Daisy, 12 in., $8.25; 14 in., $9.00; 16 in., $9.70 each. Star, 14 in., $10.70; 16 in., $11.40 each. Woodyatt, 14 in., $11.80; 16 in., $12.50; 18 in., $13.20; 20 in., $13.90 each. Empress, 14 in., $15.25; 16 in., $16.00; 18 in., $16.65; 20 in., $17.35 each.

Grass catchers are also moving out quite freely, prices holding as follows for those with galvanized bottom and canvas sides: Medium weight, $16 ga., $15.50 dozen; heavy, 10 ga., $20.00 dozen.

Oil Stoves and Heaters Highers

London.

OIL STOVES, HEATERS.—New prices have been named on one line of oil stoves and heaters during the week, present quotations representing an advance over previous figures. The prices which rule for the Hot Blast oil stoves are $14.43 dozen, and for the Hot Blast oil heaters, $28.86 dozen.

Fork Heads Up; Shovel Handles Too

London.

FORK HEADS, SHOVEL HANDLES.—New prices have been named on hay and manure fork heads only at higher levels than former quotations and now read as follows: Hay fork heads, 3-prong, $4.75 dozen; manure fork heads, 4-prong, $6.75 dozen; 5-prong, $11.00 dozen.

In reporting an advance in D spade and shovel handles in the May 11 issue, a price of $5.00 per dozen was given and this should read $6.25 per dozen. The advance was 25 per cent. on the old price of $5.00.

Scythes, Snaths, Gross Hooks Holding Firm

London.

SCYTHES, SNATHS, GRASS HOOKS.—A very firm position is held in the markets on scythes, snaths and grass hooks. Some interest in these lines is becoming manifest though the movement as yet is within limited channels. Quotations now ruling are given herewith:

Scythes—	
Cast steel	$12.50
Clipper	13.50
Double bead	14.00
Little Giant	14.50
Brush	13.00
Snaths—	
Patent No. 3	$10.50
Patent No. 2	11.50
Patent No. 1	12.00
Patent No. 2/0	12.50

Gross Hooks—

Canadian: No. 2, $3.40 doz.; No. 3, $3.50 doz.; No. 4, $3.60 doz.; No. 5, $3.80 doz.

Fox (English): No. 2, $5.00 doz.; No. 3, $5.50 doz.; No. 4, $6.00.

Solder Goes Higher; Hammock Chains

London.

SOLDER, HAMMOCK CHAINS.—The continued strength of the tin market with the resulting added cost in manufacture has resulted in new quotations at higher levels being reached on solder. Half and half is now selling at 62c per pound and the wire solder at 65c per pound.

New prices have been named on hammock chains, the price to-day on the 4-foot being $4.00 per dozen pairs and on the 6-foot $5.75 per dozen pairs.

Garden Tools Moving Freely; Ladders, Bicycles

London.

GARDEN TOOLS, LADDERS, BICYCLES.—A splendid sale of all lines of garden tools is reported and cultivators are enjoying a goodly share of this trade. Prices have held firm and unchanged at the following levels: Eureka No. 4, $3.75 each; No. 8, $4.50 each; No. 10, $5.00 each. 5- prong Buco Hand, $12.38 dozen; Pull Easy (adjustable), $18.00 dozen.

For housecleaning orders for stepladders are going out in very good number. The shelf lock holds firm in price at 16c and the Ontario firm at 21c per foot.

A continued good demand is manifest for bicycles and this means of locomotion seems to be coming back if increased sales of bicycles count for anything. The Victor shows no change in price, selling at $33.50 for the 20-in., 22-in., and 24-in. frame.

Nails Unchanged; Rope Holds Steady

London.

NAILS, ROPE.—No change in the nails situation has developed during the week. A fair sale is reported and prices have held at figures ruling for some time past, viz., $5.20 base for wire and $5.60 base per 100 pounds for cut.

Rope remains in an uninteresting position, there being very little movement. Prices hold steady as follows: Pure manila, 39c base per pound; British manila, 33c; New Zealand Hemp, 33c; sisal, 27½c.

Linseed Oil Moving; Turpentine Active

London.

LINSEED OIL, TURPENTINE.—A very fair sale of linseed oil is reported though no one seems overburdened with stocks. Prices have held unchanged during the week, although the seed markets show considerable fluctuation, with a tendency toward higher levels.

Turpentine prices are very firm, the situation at primary points showing

strength. A good sale is in evidence during the week.

Quotations on linseed oil and turpentine follow:

Linseed Oil—

	Raw	Boiled
1 to 2 barrels, per gal.......	$1.95	$1.98
3 to 5 barrels, per gal.......	1.94	1.97
6 to 9 barrels, per gal.......	1.92	1.95

Less bbls, add 10 cents gal.

Turpentine—

	Imp. gal.
1 bbls. lots	$0.75
2 to 4 bbl. lots	0.74
5 gal. lots	0.85

facturers show a substantial reduction in asbestos wick packing and accordingly the Winnipeg price is reduced from $1.35 per pound to $1.10 per pound.

WINNIPEG MARKETS

WINNIPEG, May 23. — Price changes for week are again numerous, with one exception all show an upward trend. The following are the lines affected: wrapping twine, No. 900 tinned cutlery; combination wrenches, cobblers' sets, Premium whiffletree hooks, cast and malleable pipe fittings, screw drivers, and automobile drills. Asbestos wick packing shows a decline of 25c per pound.

Winnipeg jobbers are at present facing a serious problem due to the strike of freight handlers both at the head of the lakes and in Winnipeg. Many shipments are delayed and railways are refusing to accept l. c. l. shipments until some settlement is arrived at. In the meantime everything possible is being done to overcome existing difficulties.

Pipe Fittings Register Advance of About 5 P.C.

Winnipeg.

PIPE FITTINGS.—This week's prices show the first advance in pipe fittings during the past year and represent an increase of only about 5 per cent. on the most prominent lines. Prices ruling to-day are given herewith:

	Black	Galv'd
Malleable Fittings, Class B, lb...	$0.27	$0.38
Malleable Fittings, Class C, lb...	0.17½	0.27

Cast Fittings—

Elbows, tees, etc., 10% advance on list; eccentric reducers, 25% advance on list; plugs, 15% off list; bushings, 20% off list; flange unions, net list; floor flanges, floor plates and ceiling plates, 20% off list; expansion pipe hangers, 20% off list; companion flanges, 10% advance on list; drainage fittings, 30% off list.

Malleable unions also follow the above advance and are quoted to-day at 30 per cent. from the standard list, making net prices read as follows:

Black—¼ in., 12½c; ⅜ in., 14c; ½ in., 15½c; ¾ in., 19c; 1 in., 23c; 1¼ in., 32½c; 1½ in., 40½c; 2 in., 52½ each.

Galvanized—¼ in., 19c; ⅜ in., 21c; ½ in., 23c; ¾ in., 28c; 1 in., 35c; 1¼ in., 49c; 1½ in., 63c; 2 in., 81c each.

Screwdrivers and Drills Reach Higher Levels

Winnipeg.

SCREW DRIVERS, DRILLS.—New prices have just been announced covering many lines of tools manufactured by North Bros. and show an increase of from 5 to 10 per cent. over former quotations. Prices now in effect on a couple of lines are given herewith:

Screw Drivers—

No. 10, 2 in., $6.00; 4 in., $8.40; 6 in., $10.80; 8 in., $12.30 doz.

No. 12, 1⅛ in., $9.80 doz.

No. 15, 2 in., $6.80; 3 in., $7.40; 4 in., $8.00 doz.

Spiral Screw Drivers—

No. 30, $30.20; No. 130, $34.60; No. 35, $23.10; No. 135, $27.40 doz.

Automatic Drills—

No. 41, $28.80; No. 44, $32.00 doz.

Extra Drill Points for No. 41 drill, $9.60 doz. sets.

Firm Situation Exists In Steel Squares

Winnipeg.

STEEL SQUARES.—Prices on steel squares continue to hold firm despite the advances in many other high grade steel products; with recent embargoes placed on steel and decreasing stocks a further advance in this line would not be unexpected. Prices in the meantime remain unchanged at 5 per cent. advance on list, revealing net prices on a few of the more familiar lines as follows: No. 14 plain, $15.75 dozen; No. 14 galvanized. $20.75 dozen; No. 22 plain. $10.50; No. 24 plain, $11.55 dozen.

15 Per Cent. Advance in Combination Wrenches

Winnipeg.

COMBINATION WRENCHES.—Combination nut and pipe wrenches again move up in price, showing an advance of approximately 15 per cent., which manufacturers advise is due to purchases of raw material at new prices, all old contracts having expired. To-day's ruling prices are given herewith:

Short Nut Pattern, Polished—10 in., $28.75 doz.; 12 in., $32.50; 15 in., $46.25.

Long Nut Pattern, Polished—10 in., $31.50 doz.; 12 in., $35.60; 15 in., $50.60.

Long Nut Pattern, Black—10 in., $30.30 doz.; 12 in., $34.20; 15 in., $48.60.

Cotton Twine Up 4c; Asbestos Wick Down 25c

Winnipeg.

COTTON TWINE, ASBESTOS WICK —Following the recent advance in numerous other lines of cotton products, wrapping twine moves up in price. The latest advance is 4c per lb., making today's market price on 3-ply 68c pound; and 4-ply, 72c pound.

New prices received from the manufacturers show a substantial reduction in asbestos wick packing and accordingly the Winnipeg price is reduced from $1.35 per pound to $1.10 per pound.

Cobbler Sets Up 10 P.C.; Whiffletree Hooks

Winnipeg.

COBBLERS' SETS, WHIFFLETREE HOOKS.—Prices on cobblers' sets again show an increase in price of approximately 10. per cent., and are quoted to-day as follows: Economical, $10.80 dozen; Home No. 1, $24.00 doz.; Home No. 2, $18.00 dozen.

Firm prices have been maintained on Premium whiffletree hooks for some time past, but manufacturers advise that increasing costs have compelled an advance and ruling prices to-day are given herewith: No. 2, $4.25; No. 3, $4.90; No. 4, $5.50 per dozen.

Tinned Cutlery Up; Safety Hasps Revised

Winnipeg.

TINNED CUTLERY, SAFETY HASPS.—Due to increased manufacturing costs a slight advance has been found necessary covering No. 900 tinned cutlery, which becomes effective at once. New prices are as follows: Tea spoons, $3.75 gross; dessert spoons, $7.25 gross; table spoons, $7.50 gross; dessert forks, $8.25 gross; medium forks, $8.50 gross. A slight revision in price is just announced covering safety hasps No. 915, which are quoted as follows: 3-in., $1.55 doz.; 4½-in., $2.15 doz.; 6-in., $3.25 doz.

No Change in Turps or Linseed Oil

Winnipeg.

LINSEED OIL, TURPENTINE.—Linseed oil prices continue firm at former quotations with the usual spring demand. Prices ruling are: $2.00 gallon for raw and $2.03 gallon for boiled.

No change is recorded in the price of turpentine, which continues firm at the following prices: Barrels, 80c gal.; ½ barrels, 83c gal.; 5-gal. lots, 85c gal.; 1-gal. lots, 85c gal., plus the usual extra for containers.

PITTSBURG MARKETS

PITTSBURGH, Pa., May 23.—The American Iron and Steel Institute's report of steel ingot production indicates that in April production was at the rate of about 42,650,000 tons per annum. This is the best rate since last November and is about one per cent. above the average rate in 1917. The gain over March, however, is only 1.7 per cent. The increased production of pig iron, however, indicates that the rate of ingot production at present is between 44,000,000 and 45,000,000 tons, ingot production naturally lagging somewhat behind pig iron when there is a change in the rate. While ingot capacity is between 47,000,000 and 50,000,000 tons, the present rate is considered so satisfactory—it being generally felt that in these trying times operation absolutely at capacity can hardly be expected—that the chief concern of the industry now is to maintain the rate of operation rather than increase it. Soon the really hot weather will come, and in the past production has always decreased 10 to 20 per cent. in July and August. Mill managers are endeavoring to devise means that will avoid the usual curtailment. Consideration is also beig given to the problem of next winter, to avoid as far as possible a recurrence of the difficulties of last winter.

The New Government Arsenal

Announcement has been made of the site of the arsenal, the building of which

has been planned for some time past, through a partnership between the Government and the United States Steel Corporation. The site is Neville Island, an alluvial deposit in the Ohio river just below Pittsburgh. The island is well above high water mark, about five miles long and containing some 1,500 acres, with its upper end five miles below the city of Pittsburgh. The site is considered ideal, from the character of the land and its shipping facilities. At its head stands one blast furnace of some 550 tons capacity per day. This furnace was built by the American Steel & Wire Company just before the formation of the Steel Corporation, and under an announced plan whereby the wire company would build a very large steel plant on the island, concentrating all its Pittsburgh district operations at that point. Whether the plant really would have been built if the Steel Corporation had not been formed it has never been possible to decide. The blast furnace is now owned by the Carnegie Steel Company, and being a detached stack has been operated only in times of exceptionally heavy pig iron requirements. Details as to construction are lacking, but rumor has it one or two additional blast furnaces will be built. Then there will be built an open-hearthed steel plant, designed to cast such ingots as will be required for the large guns to be built, up to 16-inch. The blast furnaces and steel plant will be built and owned by the Steel Corporation. The gun and projectile plant will be built by the Steel Corporation and operated by it, but the funds will be supplied entirely by the Government. The Corporation donates its expert service, selecting from all its ranks the men best fitted for superintending the erection and operation of the plant. The Steel Corporation entered into the arrangement at the earnest solicitation of the Government and not only will make no profit but will donate a large amount of engineering and other skill.

Want Government to Tackle Housing Problem

Toronto Branch Canadian Manufacturers Will Make Representations to Government to Deal With Situation Which is Asserted to be Menace to Industrial, Social and Political Welfare of Dominion

THAT the present shortage in dwellings is coming to assume a grave aspect is recognized by the Toronto branch of the Canadian Manufacturers' Association who at their annual convention pased a resolution calling upon the Government to deal with this matter in an energetic manner. Following is the text of the resolution:

"Whereas a serious situation exists in Toronto and other industrial centres in Ontario because of the lack of adequate housing accommodation at reasonable rates, creating conditions that menace the industrial, social and political welfare of the whole country;

"And whereas it has been demonstrated that private initiative, operating through the law of supply and demand, has not met adequately the housing requirements of progressive communities;

"And whereas in all the principal countries of Europe, in Australia, and in Ontario, Governmental responsibility for the improvement of housing has been recognized by legislation providing for the advance of the public credit in various forms and in varying degrees in furtherance of improved housing undertakings, and in the United States the National Government has recently appropriated $100,000,000 to provide for housing for shipyard workers and those engaged on war contracts;

"And whereas Great Britain for generations has led the world in housing betterment, and, recognizing that adequate housing is essential to industrial efficiency, has spent since the war began $300,000,000 in providing the most approved housing for war workers, and as a part of its reconstruction program after the war has planned for the erection of at least half a million houses;

"And whereas we believe that adequate housing facilities are essential to industrial progress and national well-being;

"Therefore, the Toronto Branch of the Canadian Manufacturers' Association begs to submit that it is urgently incumbent upon our municipal, Provincial and Dominion Governments to seriously consider the whole question of housing reform, in order that plans may be laid for the provision of adequate housing facilities looking towards the increase of home ownership, and that measures be taken for the early realization of these plans. Furthermore, we beg respectfully to submit to the Dominion Government that immediate progress can be made by enlarging and emphasizing the work of the Housing and Town-Planning Branch of the Commission of Conservation, and to the Provincial Government that arrangements should be made to hold a Provincial Housing Conference at the earliest date possible for the assembling of information and the consideration of ways and means with regard to the whole question of housing betterment."

TO CONSIDER PRICE OF GASOLINE

In the House of Commons on Thursday of last week, Hon. A. K. MacLean stated that representations had been made to the Government with respect to the price of gasoline and that the Government proposed to investigate the matter. As to the probability of a tax being placed on gasoline for use in pleasure cars he intimated that the imposition of such a tax would be difficult. On this account it was evidently decided not to impose a tax. L. B. Howland, president of the Canadian Automobile Association, at the convention of the association recently held in Hamilton, asserted that the assurance had been given that a tax would not be imposed on gasoline. The Acting Minister of Finance stated that owing to the scarcity and consequent increase in the cost of crude oil the price of gasoline might increase considerably. This intimation of the Acting Minister of Finance is in line with the opinion expressed by HARDWARE AND METAL about ten day's previous to the minister's announcement.

RULES GOVERNING ASBESTOS EXPORT

The following procedure in regard to export of asbestos from Canada to the United States has been agreed to by the Canadian War Trade Board and the United States War Trade Board.

Application for export will be granted by the Canadian War Trade Board on the undertaking to export either the shipment to the Asbestos Trades Bureau or, if shipment is consigned to importer, the bill of lading will be endorsed to the Asbestos Trades Bureau.

Collectors of customs have been notified that a license to export will only be granted when the above procedure is complied with. It is, therefore, not necessary for the exporter to produce United States import license when making application to Canadian War Trade Board for export license.

ADDITIONAL REGULATION FOR COKE

An additional regulation governing the maximum price of coke from certain ovens in Virginia and Oklahoma has been issued by the United States Fuel Administration, effective at 7 a.m., May 13.

The maximum price of blast furnace coke made in beehive ovens in Wise and Lee Counties, Va., is fixed at $7.25 per ton of 2,000 pounds, free on board cars at the ovens, and $8.25 for 72-hour selected foundry coke.

Blast furnace or smelting coke made in beehive ovens at the Howe plant of the Howe-McCurtain Coke Co., in the State of Oklahoma, is fixed at a maximum price of $10.75, while 72-hour selected foundry is permitted to be sold at $11.75.

SHIPMENTS TO AUSTRALIA DELAYED

Shipments of heavy hardware, building materials, harvesting implements and machinery of various kinds which are destined for Australia have been backing up at the factories in the Dominion owing to the urgency of the tonnage needs in other carrying trade. To combat this condition it is reported the Commonwealth of Australia anticipates a vigorous shipbuilding campaign. Restriction of supplies that are allowed to go forward is having a serious effect on the industry of the Commonwealth.

WEEKLY PAINT DEPARTMENT

Belief in Paint Prices Necessary

Attitude of Dealer Largely Determines Viewpoint of Customer — Suggestion That Prices Are High Places a Barrier to Sale—Should Talk of Justification of Present Prices

IT is not sufficient that you believe you have the best paint to be obtained on the market. It is also necessary that you believe that the price you are asking is commensurate and fair in accordance with present-day values of the commodities which enter into the paint. This is a different time in which we are living from any that has preceded. There is no standard or measure by which we can judge what the present should be as compared with the past. If paint prices are not the same as they were three years ago, there is a reason. That reason is to be found in the greatly increased cost of the raw materials that enter into the paint.

Paint manufacturers have perhaps not willingly advanced their prices. They have realized that with each successive advance there was always a chance for a diminishing trade once the people became imbued with the idea that paint is too expensive to place on their dwellings and property. There are three things which are very essential in the selling of paint. First of all you must believe in your line. Secondly, you must believe in your service, and thirdly, you must believe in your price. When you can feel that the line you are selling is quoted at a price that is in direct proportion to the very excellent quality of your paint then you have normal backing which cannot be downed because a prospective customer may think that paint is high in price.

PATIENCE NEEDED IN EXPLAINING

The dealer in paint is sufficiently aware of the reason for the advances in the price of paint. He has followed the articles in his trade paper dealing with this subject from time to time. The comparative costs of raw materials at the present time and in pre-war times are familiar to him. It is good paint salesmanship to take the trouble to explain these minute details to the customer when he apparently shies away at the price. A bold, strong assertion that "everything is high in price that enters into paint," does not quite satisfy the customer. If it is pointed out that linseed oil in normal times sells at 80c per gallon, whereas the present wholesale cost is around $1.85 per gallon, a tangible contrast is made. Other lines can also be instanced.

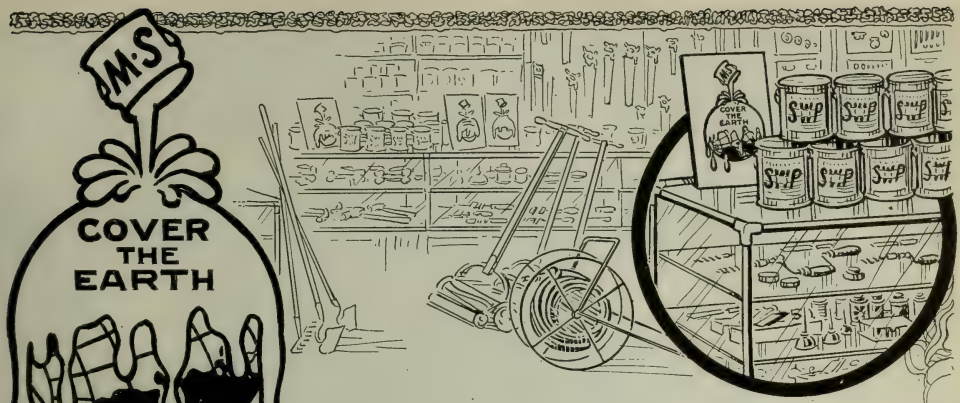
A contrast in the prices of the various commodities that enter into the manufacture of paint gives definite data by which the customer can form an idea for himself of the justice of the present prices of paint. It is necessary to lead the customer out to this viewpoint. It cannot be driven into his head like a spike can be driven into a piece of wood. He or she—the prospective customer—has a human brain that must be reckoned with. That brain is something like the balky horse—it can be led to water but it cannot be made to drink against its will.

FUNCTIONS OF A TEACHER

In the exercise of good salesmanship in selling paint all the functions that characterize a good teacher should be manifest. The customer has come to learn something about paint. If the paint dealer cannot give it to them they become as the sheep "that look up and are not fed." Now that teacher has the greatest power to convince who with patience and tact endeavors to make his customer see the situation as he really sees it. A dogmatic assertion that the paint is high in price and is so because raw materials warrant it will not win the customer into buying paint.

Full details are required — as full as it is possible to give them. And the more complete they are the more easily will the paint sale be made. Before the argument is half over, lo and behold the prospective customer may slide rapidly to the same opinion that you hold. You must first see the situation in order to make him see it and in order to convince him that he is getting full value according to present day standards.

Of course the problem arises then as to whether he can be made to buy even when he is convinced that the price is not too high compared with present day standards. Then salesmanship takes on a new phase. It should be shown that it is cheap insurance for his buildings at the present high cost of all building materials.



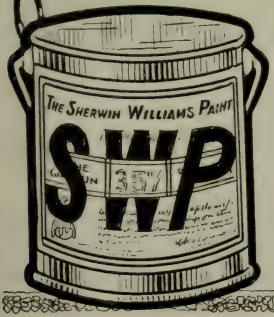
GOOD STOCKS
MEAN
GOOD BUSINESS

The only way to prevent the loss of a sale is to have the goods your customers want right in stock. Have you ever figured out the amount of business you have lost by not being able to meet the demands of your customers?

Delays are displeasing, as well as costly; let your good business judgment see that your shelves carry a well assorted stock of

S W P

The paint that is nationally advertised, and universally known as the best paint to meet the requirements of your customers. Our big advertising campaign is now running in the leading Magazines, creating a demand for paint, and presents a big opportunity for the merchant who has a good stock to do some profitable business. Don't let this chance slip by, but see that you can supply the demands of your customers.



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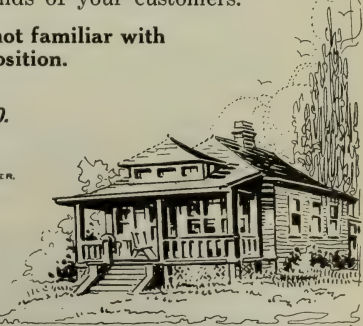

If interested, tear out this page and keep with letters to be answered.

WEEKLY PAINT MARKETS

MONTREAL

MONTREAL, May 23.—Paint markets are very firm this week, but there have been no definite changes in prices. Turpentine shares interest with linseed oil, and both are firm. The former supply is down to the vanishing point with many, and even though there is some in sight, this will be needed by the paint makers and to supply orders already in their hands from the retail trade. The position on linseed oil is one of continued strength, with the outlook for a maintained price for some time. Mixed paint sales are good, as are those of various specialty lines of shelf goods. The demand for kalsomines and wall coatings is good this year. Altogether the markets are decidedly active, with repeat business manifest everywhere.

Strength Still Shows In Linseed Oil Market

Montreal.

LINSEED OIL.—There is one general feeling, and that is that oil will hold its present position for some weeks, and perhaps for several months. If the stocks of seed at the head of the lakes are what can be sized from the reports of holdings there is a great decrease as compared with this time last year. Last week's storage there is reported as 606,000 bushels, while the corresponding date last year shows that the supply of flaxseed was about 2,000,000 bushels. Of this former quantity some will surely find its way into United States points. On the other hand, if seed can be secured through imports from the Argentine there will be an easing of the position on oil later. The question is that of tonnage. In the meantime the position here is a strong one, and prices are held without change. Some do not care to quote prices at all, but a few small lots are supplied as required at full prices.

Linseed Oil—	Raw, Imp. gal.	Boiled, Imp. gal.
1 to 4 barrels	$1.82-$1.86	$1.84½-$1.88½

Little Turpentine In Sight; Price Firm

Montreal.

TURPENTINE.—There is very little encouragement in the position on turpentine as compared with that of last week. In fact, the supplies that are expected to reach here are pretty well spoken for. Manufacturers will need much of the available stocks themselves, and other orders from outside await filling when the turpentine arrives. In the meantime the situation is a very strong one, with the market practically bare of supply and no one quoting prices at all. With prices well held in New York and a general good demand in many Southern markets there is little probability of change for the better just now. Present demand is above normal, and will probably be so for some weeks.

Turpentine—	Per Imp. Gallon
1 to 4 barrels	....
5 barrels and over	....

Small quantities 10c advance over 1 bbl. prices.

Putty Is Firm; May Go Higher

Montreal.

PUTTY.—While there is no change in the situation and no immediate cause to suggest an advance, the undertone of the putty market is firm. Not only is this a result of the high price on linseed oil, but the outlook for whiting is not any too promising, and if the supply be not replenished in the next few months some think putty will go to higher levels. In the meantime sales are maintained on a fair basis, limited quantities going forward to the trade at various points.

Standard Putty—	Per 100 lbs. 5 ton	1 ton	Less
Bulk, in barrels	$4.00	$4.15	$4.35
Do., ½ barrels	4.15	4.30	4.50
Do., 100 lb.	4.85	5.00	5.20
Do., 25 lb.	4.85	5.00	5.20
Do., 12½ lb.	5.10	5.25	5.45
3 and 5 lb. tins	6.85	7.00	7.20
1 and 2 lb. tins	7.35	7.50	7.70

Pure linseed oil putty, $2.00 per 100 lb. advance on above prices.

Glaziers' putty—$1.60 per 100 lb. advance on above prices.

Terms: 2%, 15 days, net 60.

Fair Demand For White Lead In Oil

Montreal.

WHITE LEAD IN OIL.—Little change is recorded in this commodity. There is some sale for it, but with oil so scarce there is a noticeable decrease in immediate demand for lead when oil is so hard to get. The position on pig lead is rather firm. For what trade there is the following prices are quoted here:—Five-ton lots, per cwt., $15.50; ton lots, $16; and small lots, $16.35.

Steady Demand For Mixed Paints

Montreal.

MIXED PAINTS.—There is a good demand for mixed paint, quite as active as the paint makers can take care of The business to hand reflects a general activity throughout the country, as sorting orders received are in good volume and come in with better regularity. For the shelf goods there is also a better sale. Prices are fully maintained without change, and for the present materials have been forthcoming in sufficient quantities to meet the needs of manufacturers.

TORONTO

TORONTO, May 23.—Conditions in the paint trade have been very satisfactory so far this spring. Manufacturers report that the volume of business is exceeding that of last year and that there is a continued good demand for paint. People have evidently made up their minds that the present season is an opportune time to do their painting as a means of conservation of property. Conditions in the linseed oil market are improving, crushers being able to get better supplies of seed. Prices held steady. Turpentine is in firmer market, with advances recorded in some quarters.

Shipments Of Flax Are Coming Better

Toronto.

LINSEED OIL.—Shipments of flaxseed are coming through from the West in good volume, and price for the seed has held about stationary during the week. Crushers experience difficulty in getting sufficient labor to keep their mills running to capacity. Back orders that accumulated during the time when seed was unobtainable would make capacity output in order if the crushers were not handicapped through the labor situation. Demand for linseed for new business has been fairly good. Prices held steady during the week at a range of $1.86 to $1.95 for raw oil in single barrel lots.

	Raw, Imp.gal.	Boiled, Imp. gal.
1 to 2 bbls	$1.86-$1.95	$1.88½-$1.98
3 to 5 bbls.	.....	.....
6 to 9 bbls.	.....	.....

Less than barrel lots 10c per gallon higher than single barrel price.

Turpentine Shows An Upward Tendency

Toronto.

TURPENTINE.—There was an upward tendency in turpentine in some quarters during the week, an advance of 3c per gallon having been recorded, mak-

"Top" Quality for the House "Top"

B-H Anchor Shingle Stain

MOST houses in Canada are roofed with shingles and to-day people are putting shingles on the sides of their houses as well. Throughout Canada, therefore, from town as well as country, Shingle Stain sales are growing rapidly.

B-H Anchor Shingle Stain is manufactured by the makers of B-H "English" Paint and Brandram's Genuine B.B. White Lead, which is, in itself, a guarantee of its superiority. Anchor Brand Shingle Stain has no superior on the market to-day, and besides, it is backed by the B-H reputation for quality products.

B-H Anchor Shingle Stain may be had in 19 beautiful shades—a shade for every conceivable colour scheme.

Order your Anchor Brand Shingle Stains now. Price list, colour cards and sample slats on request—also full particulars of the B-H Agency proposition, without obligation.

BRANDRAM-HENDERSON LIMITED

MONTREAL HALIFAX ST JOHN TORONTO WINNIPEG CALGARY EDMONTON VANCOUVER

ing the range in single barrel lots from 72½c to 78c per gallon. Conditions in the primary market show a firm tendency owing to the decreased production. There is a good demand in the local market and stocks are light. Some dealers were out of the market entirely during the week, but fresh supplies were expected during the latter part of the week.

	Imp. Gal.
1 barrel	$0 72½-$0 78
2 to 4 barrels	0 72½- 0 77
5 gallon lots	- 0 88

Fair Movement White Lead In Oil

Toronto.

WHITE LEAD IN OIL.—Reports indicate a fair movement of white lead in oil, though this is by no means heavy. The situation generally remains without any change, and nothing of a particularly interesting nature has developed. Prices hold firm and unchanged on the following basis: Pure, in ton lots, $16.20 per 100 pounds; smaller quantities, $16.55 per 100 pounds.

Good Demand Continues For Mixed Paints

Toronto.

MIXED PAINTS.—Mixed paints are very active and from all sources indications are that the volume of trade is reaching splendid proportions. Repeat business is coming along freely, and manufacturers and jobbers expect that with the advent of good warm weather a stimulus will be given to the use of paints. Prices are holding firm at figures shown in current market quotations.

Some Glass Arriving; Putty In Light Demand

Toronto.

GLASS, PUTTY.—Some shipments of glass from manufacturing centres to the South are reported in. Stocks generally, though reported low, are considered ample for present demands, and it is thought supplies as a whole will be available before any real shortage develops. Prices shown in current market quotations are unchanged.

Putty is in light demand; very little moving out at the present time. Stocks are in good shape and prices holding firm as follows: Standard bulk in casks, $4.55; 100-lb. drums, $5.30 to $5.40; bladders in barrels, $5.45 to $5.65 per 100 pounds. Pure putty is $2 per 100 pounds higher than above quotations on standard.

Good Sorting Trade On Brushes; Brooms Firm

Toronto.

BRUSHES, BROOMS.—A very good sorting trade on paint brushes is reported during the week, though no new developments in the markets have been recorded. Prices are holding firm and unchanged.

An advance in some quarters on scrub, shoe and nail brushes, etc., is reported, the new prices ranging between 5 and 10 per cent. up.

Brooms are moving forward fairly freely, though increasing difficulty in getting supplies of corn is manifest. However, a fair production is reported, and even at high prices ruling sales apparently are made for the entire output with comparatively little trouble.

TRADE INQUIRIES

The Department of Trade and Commerce has received the following inquiries relating to Canadian trade. Addresses may be secured from the Department, or from the Editor, Hardware and Metal, Toronto, Canada. Please quote reference number when requesting addresses.

83. **Caustic soda, resin, etc.**—An Italian firm in Bari, on the Adriatic sea, makes inquiry for caustic soda, silicate of soda in crystals and resin (colophony).

84. **Manufacturers of iron and steel, chemical products, wood pulp, men's and women's hosiery.**—A Florentine firm would be glad to hear from Canadian houses disposed to export to Italy wood pulp, manufactures of iron and steel, chemical products and men's and women's hosiery.

85. **Chemical products.**—An Italian firm in Bologna with established connections for the sale of chemical products would be pleased to enter into negotiations with Canadian exporters of phosphates and superphosphates, sulphate of copper, potassium salts, seed oilcake, dry blood and other animal residue, etc.

87. **Lumber, salted fish and metals.**—An important firm of commission agents in Catania, Italy, with good references and one of whose proprietors is the Belgian consul in Catania, is desirous of entering into relations with Canadian houses prepared either now or after the war to export to Italy lumber for construction purposes, salted fish and metals.

88. **Metals, wire, beams and shovels.**—A firm in Florence with Italian Government connections and branches in Bologna and Leghorn is disposed to treat with Canadian manufacturers of copper and brass in small tubes or sheets, copper wire, antimony, nickel, zinc, shovels, iron beams for construction purposes, iron wire and brass wire.

89. **Chemicals, foodstuffs and hardware.**—A house of representatives in Genoa, Italy, is anxious to establish a regular course of business with Canadian firms either now or after the war in such commodities as the following: Chemicals (commercial and industrial) greases and tallows, dried and salted fish, general food products, files, rasps, tools and general ironmongery and hardware.

96. **Copper, steel and nickel wires and similar products, sheet steel, electrical steel sheets, etc.**—A well-established British company, having excellent references, wish to act as European selling agents after the war for the following articles made in Canada: Copper, steel and nickel wires and similar products; sheet steel, particularly tea-tray stock, in sizes approximately from 28-inch to 40-inch and 28-inch gauge; electrical steel sheets in various sizes, standard size being gauge 26, measuring 30-inch by 108-inch manufacturers should give particulars as to watt loss per kilogramme at 50 cycles.

99. **Machinery.**—An important import and export house in Japan wishes to buy gear planers in Canada.

147. **Builders' supplies.**—A London firm of joinery and moulding manufacturers, wishes to undertake the representation of a Canadian manufacturer of building requisites or similar lines.

154. **Cast-iron pipes.**—A London, England, dealer in iron and steel products and cast-iron pipes of all kinds asks to be put into touch immediately with Canadian manufacturers of cast iron rainwater and soil pipes.

155. **Marbleized slate mantels.**—An old established firm in St. John's, Newfoundland, asks for the names of Canadian manufacturers of marbleized slate mantels or marbleized slate.

162. **Colors**—A Johannesburg, South Africa, firm asks for samples and quotations on colors ground in oil.

163. **Leather**—A South African firm of commission agents, with sub-agents in all centres, asks for the representation of Canadian leather manufacturers for the boot and shoe and saddlery trade, also sundries for the boot and shoe trade.

169. **Tools**—A South African commission agent, covering all centres of South Africa, with permanent sample rooms in Cape Town and Johannesburg, is prepared to take up Canadian representation of tools of all kinds.

170. **Paints, oils and brushware**—A South African manufacturers' agent, calling regularly on the trade, is prepared to take up the representation of Canadian paints and oils, also brushware. Immediate correspondence requested.

171. **Wallpaper**—A South African agent covering all centres of South Africa is prepared to take up the representation of Canadian wallpaper.

172. **Machinery for wood-turning**—A Cape Town firm makes inquiry for the supply of a small wood-turning machine for turning out wood-blocks of several sizes. Sample of standard size of block with the Department of Trade and Commerce.

173. **Polished wood blocks.**—A Cape Town firm of electricians asks for samples and quotations on 3½-inch wood blocks, stained walnut. Other particulars may be obtained from the Department of Trade and Commerce.

174. **Hardware**—A Cape Town manufacturers' agent, with permanent sample room in Johannesburg, is prepared to take up Canadian lines of household, builders' and general hardware.

175. **Cultivators**—A South African firm with a special department devoted to agricultural machinery and implements makes inquiry for the supply of adjustable arch walking cultivators. They request catalogues and price lists.

177. **Electrical fittings**—A Cape Town firm with branch stores, making a specialty of electrical goods, asks for catalogues and price lists from Canadian manufacturers of electric stoves, heaters, irons, toasters, switches, tumblers, and other household electrical goods.

178. **Drag harrow**—A Johannesburg firm specializing in agricultural machinery asks for catalogues and price lists from Canadian manufacturers of drag harrows.

179. **Gang ploughs**—A Transvaal firm specializing in agricultural machinery wishes catalogues and price lists from Canadian manufacturers of gang ploughs.

180. **Wire**—A Johannesburg firm requests samples and quotations of plain and barbed wire.

185. **Lubricating Oils.**—A firm in St. Kitts, British West Indies, requests to be put in touch with Canadian manufacturers of lubricating oils.

191. **Enamelled Goods.**—A large firm in St. Kitts, British West Indies, would like to receive quotations from Canadian manufacturers of enamelled goods.

196. **Leather.**—A firm in St. Kitts, British West Indies, invites correspondence from Canadian manufacturers of leather.

199. **Broom Handles, etc.**—Canadian manufacturers of materials used in the manufacture of brooms, whisks, and hearth brushes, including wire, twine, etc., are asked to communicate with a Newfoundland inquirer.

World Dominance for Germany in 25 Years, But—

BUT Germany made the irretrievable error of going to war. Between the Kaiser and World Autocracy there stands to-day the Allied Line—Canadians adding their strength and steel to its unbreakable fibre of magnificent manhood, and most modern war metal. Nevertheless, Sir John Willison, Chairman of the Canadian Industrial Reorganization Association, said in dead earnest to the Toronto Branch of the Canadian Manufacturers' Association, that Germany would have achieved world dominance in 25 years at the rate she was progressing without going to war, because the other countries were not protecting their resources.

Tariff and Industries Essential to Canada

This you can read in THE FINANCIAL POST of May 18th on page 1 under the heading "Prosperity of Canada Demands a Tariff Policy.' Here is a powerful contribution to the constructive thought of Canada to-day for war-problems and after-war problems. This is an article worth your closest, most businesslike attention. Get a copy of THE POST and see it. You'll enjoy it. You'll value it. Merely the mention of some of its matter in a circle of keen business men will start conversation worth listening to. Try this. Then you'll realize quickly one of the big benefits of a regular subscription to THE FINANCIAL POST, the Canadian Business Newspaper, that makes business men bigger and more prosperous. Here are some other headlines from THE POST of May 18th:—

How Canadian Exports Help Allied Cause.
Our Investment Relations With the States.
Violation of Contracts by Courts a Menace to Canadian Credit.
Activity of Our Industries Will be Continued.
Eastern Cities Show Decided Improvement.
War Tax Subscriptions by Conscription.
Earlier Closing in Banks Brings Other Changes.
How Bank Managers Analyze Customers' Statements.
Canadian Crop Reports—Alberta Record Coming.
B. C. Legislature and Mortgage Amendments.
Browning "Gun-man" for U.S. Army.
News of Securities.

By no means all the interesting features of business value in this number of THE POST are here given, but enough to indicate to you the scope of THE FINANCIAL POST. THE POST is a paper you'll like. Try sending for a test subscription by filling up this coupon.

The MacLean Publishing Co.,
153 University Ave., Toronto.

Send me THE FINANCIAL POST each week till further ordered. I will send subscription price ($3.00 per year) on receipt of bill, or you may draw on me for this.

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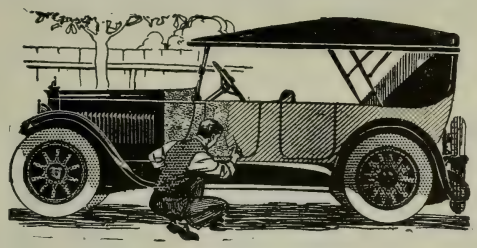


Economizing Helps the Sale of Specialties

The nation-wide impulse for economy means that many motor cars will go unfinished this season unless the owners adopt the *"Berry way,"* which makes the cost nominal.

Berry Brothers'
Auto Color Varnishes

are made especially for the unskilled varnisher, and with his garage for a workshop any man can produce a handsome, lasting finish on his car in just the colors he prefers, without any finisher's bill to pay.

We furnish an attractive cutout for counter display, and descriptive folders giving explicit directions for the amateur varnisher, telling how much varnish it takes, and showing in colors how cars look when refinished. A real selling help.

Ready to Ship Assortments

We have all ready put up, well selected assortments of colors that we can ship promptly. Order one to-day and get in the field early. You will sell it quickly and want more. Write for further particulars anyway.

BERRY BROTHERS
(INCORPORATED)
World's Largest Varnish Makers
Established 1858
Walkerville, Ont. (651)

SHARRATT & NEWTH'S

GLAZIERS' DIAMONDS are unequaled for cutting and wearing qualities.

To be obtained from Dealers in Glass, Hardware and Painters' Supplies

Agents: A. RAMSAY & SON COMPANY, Montreal

Glaziers' Diamonds

Wall Cases, Shelving, Display Counters, Nail Bin Counters, Screw Cases—all kinds of Store Fittings.

The quality of our goods top-notch. Prices right.

CAMERON & CAMPBELL, Manufacturers
Toronto, Canada

CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION

Dominion Metallics — B.B. Caps, 25% B.B. Caps, 20%; 22 short, black, 22 long black, 22 long, smokeless, 20%; 22 short lesmok or 22 long lesmok, 20%; 22 short, smokeless, 30%; 22 long rifle, black, 22 long rifle, smokeless, 7½%; other rim fire, 10%; center fire pistol, add 35% list; center fire sporting, add 60%; shot cartridges, same as ball; brass shot shell, 20%; primers, add 35% list; empty shot shells, 5%; blanks, add 25%; bullets, add 40%.

Terms: Net 90 days, or 2% discount for cash in 30 days.

"Dominion" Loaded Paper Shells "Crown" Black Powder, 10% on list; "Sovereign" Bulk Smokeless Powder, net list; "Regal" Dense Smokeless Powder, net list; "Imperial" Shells, both Bulk and Dense Smokeless Powder, net list; "Canuck" Smokeless, net list; Empty Shells, 5%; 90 days net.

F.O.B. Montreal, Toronto, London, Hamilton.

AMERICAN AMMUNITION

List Prices.

Subject to 10% advance on list.

B.B. caps, $3.50 per M.; B.B. caps, concave ball, $4.40; 22 short, $5; 22 long, $6; 22 long rifle, $7; 22 short smokeless, $5.35; 22 long smokeless, $7.50; 22 long rifle, smokeless, $8.75 per M.

Sporting Cartridges—Centre Fire Smokeless 303 Winchester, $72.25 per M.; 303 Savage, $72.25; 303 British, $95; 32 Winchester special, $72.25; 38-55 Winchester, $76; 401 Winchester self-loading, $76 per M.

Primers—Nos. 1, 1½ and 2½, $3.60; Nos. 1 and 2 (100 in box), $3.80; Nos. 1-W, 1½-W, 2½-W and 3-W. and 5, and 5½, 100, in box, $3.80; Berdan Nos. 1, 1½, 2 (250 in box), $3.60; Berdan Nos. 1, 1½, 2 (100 in box), $3.80; new No. 4, $5.50; U.M.C., 33, $5.50.

Shot, standard, 100 lbs., Toronto, $17.35-$19.75; Montreal, $18; net extras, as follows, subject to cash discount only: Chilled, $1.50; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

AUGER BITS

Standard List Prices per dozen.

3/16.....	$ 6.00	18/16.....	$12.00
4/16.....	5.00	19/16.....	14.00
5/16.....	5.00	20/16.....	14.00
6/16.....	5.00	21/16.....	16.00
7/16.....	5.00	22/16.....	16.00
8/16.....	5.00	23/16.....	18.00
9/16.....	6.00	24/16.....	18.00
10/16.....	6.00	25/16.....	21.00
11/16.....	7.00	26/16.....	21.00
12/16.....	7.00	27/16.....	24.00
13/16.....	8.25	28/16.....	24.00
14/16.....	8.25	29/16.....	27.00
15/16.....	9.50	30/16.....	27.00
16/16.....	9.50	31/16.....	30.00
17/16.....	12.00	32/16.....	30.00

Discounts from Standard List prices:

Beaver, 57½ to 60%; London, 60%.
Ford's Auger Bits, 35 to 27½%.
Gilmour Auger Bits, 47½%.
Gilmour Car Bits, 37½%.
Gilmour Eye Augers, 35%.
Gilmour Ship Augers, 12½%.
Rockford Auger Bits, 50 and 10%.
Irwin Auger Bits, 15% to 17½% off list in Catalogue No. 10, 1905.

F.O.B. Toronto, Montreal London and Hamilton.

AXES

Single Bits, doz.....	$14 00	$16 00
Double Bit	16 50	19 50
Boys' Axes	12 00	14 00
Hunters' Axes	11 00	12 00
Bench—No. 2, doz...	12 50	13 20
No. 3, doz...	13 50	14 20
No. 4, doz...	14 50	15 25

	Single Bit	Double Bit
Sager	$15 00	$20 00
Dominion Pride.....	14 50	19 50
St. Clair handled...	15 50	....
Sager Boys	12 50	....
Kitchener Boys	12 00	....
Sager Hunters	11 50	....
Kitchener Hunters'...	11 00	....

F.O.B. Montreal, Toronto, Hamilton, London.

BABBITT

Prices on babbitt fluctuate with the metal markets and prices are quoted on application. Prices range from 14c to $1.15 a lb.

BELTING (Leather)

Discounts apply to Revised List of Feb. 14, 1907.
Extra Quality, 30, 5%.
Standard Quality, 40%.
Side Lace Leather, lb..$1.40-$1.75
Cut Lace Leather, lb... 1.60- 1.95

F.O.B. Montreal, Toronto.

BELLS (Farm)

No. 1 x 40, lb..............	$4 00
No. 2 x 50 lb..............	5 00
No. 3 x 60 lb..............	7 50
No. 4 x 100 lb.............	10 00

F.O.B. Montreal, Toronto.

BOLTS AND NUTS

Discounts apply to list of Feb. 1, 1913.

Carriage Bolts ($1 list), ⅜ in. dia. and smaller, 10%.
Carriage Bolts ($1 list), 7-16 dia. and larger, net list.
Machine Bolts, ⅜ in. dia. and smaller, 10%.
Machine Bolts, 7-16 in. dia. and larger, net list.
Sleigh Shoe Bolts, all sizes, net list.
Coach and Lag Screws, 25%.
Skein Bolts, 20%.
Square Head Blank Bolts, net list.
Bolt Ends, net list.
Plow Bolts, net list.
Elevator Bolts, net list.
Fancy Head Bolts, net list.
Shaft Bolts ($3 list), net list.
Step Bolts, large head ($3 list), net list.
Whiffletree Bolts, net list.
Nuts, square, blank, add to list $1.50.
Nuts, square, tapped, add to list $1.75.
Nuts, hexagon, blank, add to list $1.75.
Nuts, hexagon, tapped, add to list $2.
Stove bolts, 55%.
Tire bolts, 35%.
Terms: 2% off 30 days from date of shipment.

F.O.B. Montreal, Toronto, Hamilton, London, Ont.

BORAX

Lump Crystal Borax, lb....14-14½
F.O.B. Montreal, London, Toronto.

BRASS Per lb.

Spring sheets, 24 gauge and heavier, base $0 43
Rods, base ½ to 1 in. round..38-40
Tubing, seamless base......45½-50
Tubing, iron pipe size, base ¾ in. and up to 3 in.....45½-50
Copper tubing, iron pipe size, base ¾ in. up to 3 in.....47½-53

F.O.B. Montreal and Toronto.

BOILERS (Range)

30-gal. extra heavy ......$14.50-$17
30-gal. Standard 14 00

F.O.B. Montreal and Toronto.

BOARDS (Wash)	Tin Plate	Zinc
Pony ....Dozen	....	$2 00
Crown	....	4 05
Dandy	....	4 25
Improved Globe	3 15	4 35
Standard Globe	3 25	4.45
Original Globe	3 50	4 75
Newmarket King	....	4 75
Diamond King (glass)	....	5 50
Western King (enamel)....	....	6 25
Wood, double faced.....		2 20

Subject to small discounts for quantities

F.O.B. Newmarket.

BUTTS Wrought Steel:—

No. 840	5%
No. 800	2½%
No. 838	5%
No. 808	5%
No. 804	15%
Nos. 802, 842, 844...........	5%
Nos. 810 and 814..........	net list
No. 830	2½%

F.O.B. Toronto, Montreal, London, Hamilton.

Spring Butts

Chicago Spring Hinges, List.
Triplex Spring Hinges, 20-10-5%.
Chicago Mortise Floor (5000), 33 1-3%.
Chicago Relax Floor (6000), 25-10-10-7½%.
Chicago Premier (4000), 16 2-3%.
Chicago Ajax (3000), 16 2-3%.
Chicago Fire Station, add 10% to list.
Lavatory Door Hinges, 20-5%.
Chicago Screen Door (2000), 40-7½%.
Chicago Screen Door (3000), 16 2-3 and 5%.
Non-Hold Back Screen Door, on application.

F.O.B. Chicago.

CANS

For discount on milk and cream cans, etc., see list under head of wares, etc.

CHAIN	B.B. Fire Proof Coil Mont'l	B.B. Fire Proof Coil Tor'to	B.B.B. Fire Welded Mont'l	B.B.B. Fire Welded Tor'to
3-16 in...	$21.50	$19.85	$.....	$.....
¼ in. ..	15.25	15.25	21.00	20.25
5-16 in...	13.25	13.65	18.35	17.00
⅜ in. ..	12.10	12.75	15.40	16.50
7-16 in...	11.90	12.45	15.15	16.00
½ in. ..	11.65	12.15	15.00	15.75
9-16 in...	11.65	12.15	.....	15.75
⅝ in. ..	11.50	12.00	14.80	15.50
¾ in. ..	11.40	11.85	14.65	15.25
⅞ in. ..	11.25	11.65	14.50	15.25
1 in. ...	11.10	11.50	14.40	15.25

Electric Welded

	B.B.		B.B.B.	
3-16 in...	$15.90	$17.40	$.....	$.....
¼ in....	12.30	13.30	13.75	15.55
5-16 in...	11.05	11.75	12.00	14.00
⅜ in....	9.90	10.50	11.75	12.75
7-16 in...	9.70	10.50	11.75	12.75
½ in....	9.45	10.50	11.75	12.75
⅝ in....	9.35	10.50	11.75	12.75
¾ in....	9.20	10.50	11.75	12.75

Montreal and Toronto.

American Proof Coil Chain

	B.B.	B.B.B.
3-16 in.	$16.75	....
5-16 in.	12.00	$12.75
⅜ in.	11.00	11.90
7-16 in.	10.75	11.70
½ in.	10.50	11.60
⅝ in.	10.35	....

Electric Welded B.B.B.—Chain, ¼ in., $13.75; 5-16 in., $12 F.o.b. Toronto.

Cow ties, 12½-15%; trace chains, net list; dog chains, 25 to 32½%; halter chains, 25 to 32½%; tie-out chains, 50%; stall fixtures, net list; breast chains, 2½%. F.O.B. Montreal, Toronto, Hamilton, London.

CEMENT

Cement, per bbl., $2.70 in carlots; $3.25 bbl. in small lots.

Paris plaster, five-barrel lots, $3.25; single barrel, $3.25.

F.O.B. Toronto.

CHURNS

List price hand churns:—No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.

List prices power churns:—No. 0, $11; No. 1, $11; No. 2, $12; No. 3, $13; No. 4, $17; No. 5, $20.

Discount of 20% f.o.b. Toronto, Hamilton, Fergus, London, St. Marys.

Discount of 17½% f.o.b. Montreal, Ottawa, Kingston.

St. John, N.B., 20%.

CHOPPERS, FOOD

Universal (doz.)—

No. 0	$17.75
No. 1	21.50
No. 2	27.00
No. 3	35.00

F.O.B. Montreal, Toronto.

Russwin—

No. 0....................	$17 70
No. 1....................	21 70
No. 2....................	24 95
No. 3....................	34 60

CLOTHES LINE (Galvanized)

No.	Per 1000 ft.
17—7-strand, 100 ft. lengths..	$6 80
17—7-strand, 50 ft. lengths...	7 00
18—6-strand, 100 ft. length...	5 40
18—6-strand, 50 ft. lengths...	5 45
19—6-strand, 100 ft. lengths..	4 75
19—6-strand, 50 ft. lengths..	5 00

F.O.B. Montreal, Toronto, London.

COPPER	Montreal	Toronto
Casting ingot, see weekly report.		
Bars, ½ to 2 in.....	$42 50	$43 00
Plain sheets, base 16 oz. and heavier....	46 00	44 00
Copper sheet, tinned, 14x60 in., 14 oz...	48 00	....
Copper sheet, planished, base 16 oz. and heavier	57 00	45 00
Braziers' in. sheets, 6x4 base	45 00	44 00

Above prices are full sheets and bars. Cut sheets and bars are 5c per lb. higher.

COMBS

Curry combs, list, plus 25%.

F.O.B. Montreal, Toronto, Hamilton, London

CORD (SASH)

No. 6, lb.	72
No. 7, lb.	71
Nos. 8, 9, 10, 12	70

F.O.B. Montreal, Toronto, Hamilton, London

CANADA PLATES

Prices nominal.	Montreal	Toronto
Ordinary, 52 sheets.	$11 75	$ 8 50

Galvanized

	Apollo	Crown	Gorbals
18x24x52	......	....	....
60	......	....	....

CHARCOAL, TIN PLATES

M.L.S. and Famous—	Per box
IC, 20x28 base	$28 00
IX, 20x28 base (nominal)...	32 00
IXX, 20x28 base (nominal)..	36 00
IXXX, 20x28 base (nominal)	40 00

F.O.B. Toronto

Raven and Murex Grades—

IC, 20x28 base, 112 sheets..	$40 00
IX, 20x28 base, 112 sheets..	39 00
IXX, 20x28 base, 56 sheets..	20 00
IXXX, 20x28 base, 56 sheets	21 00

(Nominal) f.o.b. Montreal.

TERNE PLATES

I. C, 20 x 28, 112 sheets.. .....

F.O.B. Montreal.

COKES, AMERICAN

Bessemer Steel—

20x28 IC, 112 sheet 30 00

F.O.B. Montreal.

"DOMINION CROWN BEST"—DOUBLE COATED TISSUE

	Nominal
IC, 14x20 base	$20 00
IX, 14x20 base..............	18 75
IXX, 14x20 base	19 50

F.O.B. Montreal.

CLOCKS

Big Ben	$2 92
Good Morning, each	1 15
Lookout	1 45-1 50

F.O.B. Montreal, Toronto, London, Hamilton.

CROWBARS, $8.50-$9.50 per 100 lbs.

DRILLS

Bit Stock Drills, 30 to 37½%.
Rd. Shk., 30 to 37½%.
Wood Drills, 37½%.

DOORS, SCREEN

Kasement, No. 1, $24.84 to $27.24 doz.; No. 2 and 3, $28.20 to $30.60 doz.

F.O.B. Toronto.

EMERY CLOTH

See under Sandpaper.

ENAMELWARE

See prices under heading Wares, etc.

EVERYTHING IN METALS

BABBITT METAL
SOLDER
SHEET LEAD
LEAD PIPE
INGOT TIN
PIG LEAD
THE CANADA METAL CO. LIMITED
TORONTO

EVERYTHING FOR THE PLUMBER

CATALOGUE "A" MAILED FREE ON REQUEST

Pronounced "RU" as in RUBY

RU-BER-OID ROOFING

Trade-Mark Registered

COSTS MORE - WEARS LONGER.

SOLE CANADIAN MAKERS:

THE STANDARD PAINT CO. OF CANADA, LIMITED

MONTREAL TORONTO WINNIPEG VANCOUVER

E. Roy,
65½ St. Andre St., Montreal, Que.

C. C. Cartwright,
35 Water St., Winnipeg, Man.

4 Good Reasons ---READ 'EM!

Why you should sell Rolled Thread Bolts and Screws:

BETTER QUALITY—Rolled Thread Bolts can only be made from first quality Basic Open-Hearth Stock.

STRONGER—Actual tests show 13 per cent. greater strength than Cut Thread Bolts.

NO USELESS WEIGHT—Shanks are smaller than threads. No useless weight to pay freight on.

BIG FIRMS ADOPTING THEM—Some of the largest users on the continent will accept nothing else—and they always investigate before acting.

THE NORTHERN BOLT, SCREW AND WIRE COMPANY, LIMITED - OWEN SOUND, ONT.

If interested, tear out this page and keep with letters to be answered.

FILES AND RASPS

Discounts below apply to list of Nov. 1, 1899.

	%
Great Western, Amer.	50
Kearney & Foot, Arcade	50
J. Barton Smith, Eagle	50
P.H. and Imperial	50
Disston Brand	40
Globe	50
Nicholson	30
Black Diamond	37½
Delta Files	37½

F.O.B. Toronto, Montreal, London, and Hamilton.

FITTINGS

Cast iron fittings, 10% off list. Malleable bushings, 20%; cast bushings, 20%; unions, 35%; plugs, 17½% off list. Net prices: Class B black, 24-26c lb.; Class C black, 16-17c lb.; galvanized. Class B, 34-36c lb.; Class C, 24-26c lb. F.o.b. Toronto.

GRILLS, ELECTRIC

Single heat, round	$6 00
Three heat, round	7 15

F.o.b. Toronto.

GRINDSTONES

	Per 100 lbs.
Over 40 lbs. and 2 in. thick	1.80-2.25
Under 40 lbs.	1.90-2.35
Bi-Treadle, each	6.25

F.o.b. Toronto.

HALTERS (SNAP AND RING)

	Doz.
Russet rope shank, 1"	$11.25-$12.75
Russet rope shank, 1¼ in.	13 85
Black rope shank, 1 in.	18 75
Black rope shank, 1¼ in.	12.50- 13.85
Hand sewn, no shank, 1 in.	17.40
Hand sewn, no shank, 1¼ in.	20.20

Halters (Sisal).

7-16 in. gross, $24; 9-16 in., $36. F.o.b. Toronto. London—7-16 in., $2.10 doz.; ½ in., $2.65 doz.

HAMMERS, SLEDGE

Can., 5 lbs. and over, cwt.	$17 50
Masons, 5 lbs. and over, per cwt.	20 00
Masons, 5 lbs. and under	22 50
Napping, up to 2 lbs.	25 00

F.o.b. Montreal, Toronto, Hamilton, London.

HANDLES (WOOD)

All hickory handles, 10%. All neckyokes, whiffletrees and doubletrees, 10%. All ash and maple handles, wood hay rakes, horse pokes, 20%.

F.o.b. St. Thomas, London, Strathroy, Toronto.

HANGERS, BARN AND PARLOR

	List
Atlas, No. 0	12 50
Atlas, No. 1	12 95
Atlas, No. 2	15 90
Stearns, 4 in.	7 40-7 65
Stearns, 5 in.	10 25-10 65
Perfect, No. 1	10 45
Perfect, No. 1½	13 20-13 80
Storm King and safety hangers, doz.	10 25-10 65
Steel track, 1¼ in.	9.00-12.00

F.o.b. Montreal, Toronto.

HEATERS, ELECTRIC

Majestic, 1 Burner	7 50
Majestic, 2 Burner	11 25

F.o.b. Toronto.

HINGES, TEE AND STRAP

Heavy, Net Prices.

	Strap	Tee
4-inch, dozen pairs	$2 34	$1 99
5-inch	2 89	2 50
6-inch	3 12	2 81
8-inch	4 22	3 21
10-inch	7 49	5 70
12-inch	9 28	9 05
14-inch	10 61	9 20
Light, List Prices.		
3-in., doz. pairs	$1 00	$1 00
4-in., doz. pairs	1 20	1 10
5-in., doz. pairs	1 40	1 30
6-in., doz. pairs	1 70	1 50
8-in., doz. pairs	2 50	1 80
10-in., doz. pairs	3 50	2 40

Discount 20 and 2½% off list.

Screw Hook and Strap Hinge—

Under 12 in., per 100 lbs.	8 00
Over 14 in., per 100 lbs.	7 50
Extra hooks for above ⅝ in., per lb.	8
Extra hooks for above, ¾ in., per lb.	7¾

F.o.b. Toronto, London, Hamilton and Montreal.

HAY KNIVES

Spear Point	$14 00
Lightning	12 50
Heath's	12 50

HOES, Grub $7.25

HOOKS, GRASS.

	Canadian	English Fox
No. 2, per doz.	$3 40	$5 50
No. 3, per doz.	3 50	6 40
No. 4, per doz.	3 60	7 40
Little Giant	5 25	....
Berden	5 25	....

F.o.b. Montreal, Toronto.

HORSESHOES

Price per keg

Patterns	Sizes made	No. 2 and larger	No. 1 and smaller
		Less 20c	
Light iron	0-7	$6 25	$6 50
Long heel light iron	3-7	6 25	....
Medium iron	1-8	6 25	6 50
Heavy iron	6-8	6 25	....
Snow	1-6	6 50	6 75
New light "XL" steel	1-6	6 70	6 95
Featherweight "XL" steel	0-4	8 10	....
Special countersunk	0-4	8 60	....
Toe weight (front only)	1-4	9 10	....

*All sizes.

Packing—Up to 3 sizes in one keg, 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra. F.o.b. Montreal and Belleville.

Terms—Cash in thirty days, less 2% discount.

TOE CAULKS

Nos. 0, 1, 2 and larger, sharp and blunt, $2.25 to $2.90 box.

HOSE, LAWN

	Toronto
Corrugated, ½ in., 100 ft.	$15 75
Corrugated, ⅝ in., 100 ft.	18 75
Corrugated, ¾ in., 100 ft.	21 50
Corrugated, 1 in., 100 ft.	31 50

Less 5% for full reels, 500 ft., F.o.b. Toronto and London.

HAT AND COAT HOOKS

Coppered wire, 3 in., 95c gross. F.o.b. Montreal, Toronto, Hamilton, London.

IRON AND STEEL.

See weekly report.

IRON, TINNED

Prices nominal. Subject to premium where stocks are obtainable.

72x30 up to 24 gauge, case lots	....
72x30, 26 gauge, case lots	....

Less than case, 50c per 100 lbs. extra. F.o.b. Montreal.

IRONS (SAD)

Mrs. Potts, No. 55. polished, per set	2.20-2.30
Mrs. Potts, No. 50, nickel-plated, set	2.30-2.40
Mrs. Potts, handles, japanned, doz.	1.30- 1.50
Sad irons, common, plain, 3, 4 and 5 lbs.	9 20
Sad irons, plain, 6 lbs. up	7 00
Sad irons, common, plated	5 50
Princess Electric, each	3 35
Canadian Beauty Electric Irons— Style A	$3 75
Style B	4 12
Hotpoint Domestic Electric Iron, each	4 75
Gasoline Sad Irons, each	4 25

F.o.b. Montreal, Toronto, London, Hamilton.

LADDERS, ETC.

Step Ladders	Per ft.
Crescent	19c ft.
Household	15½ ft.
Standard, 4-12 ft.	21c ft.
Electrician	30c ft.
Heavy duty	47c ft.
Extension	35c ft.

Common and Roped Extension.

	Per ft.
Up to 32 ft.	21c ft.
34 to 44 ft.	24c ft.

London—32 ft., 18c; 34-44 ft., 20c.

Fire Ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

Single and Fruit Picking.

10 ft. to 16 ft.	17c ft.
18 ft. to 22 ft.	18c ft.
Chair ladders, each	2 00

F.o.b. Toronto, Hamilton, London, Montreal.

LANTERNS

	Per doz.
Short Globe, doz.	$12 50
Jap'd Dash, doz.	15 00
Search Dash, doz. X-ray.	15.75-16.10
Little Bobs	$2.10-$4.20
Copper, well japd., doz.	18.25

F.o.b. Toronto, Hamilton, London, Montreal.

LANTERN GLOBES

	Dozen
Cold blast, short	95c-$1.10
Cold blast	95c-$1.10

3 doz. cases, 85-90c doz.; 6 doz. cases, 85c dozen.

Cold blast, short ruby	4.00-4.20
Cold blast, common ruby	4.00-4.20

Less 5c a doz. in 6 doz. lots.

F.o.b. Toronto, London, Hamilton and Montreal.

LATCHES

Steel Thumb, No. 2, per doz.	1 90
Steel Thumb, No. 3, per doz.	2 50
Steel Thumb, No. 4, per doz.	4 70
Barn Door, No. 5, per doz.	2 55
Barn Door, No. 9, doz.	4 70

F.o.b. Montreal, Toronto, London.

LEAD

For pig lead and lead and zinc products see weekly report.

MACHINES (WASHING)

	List Each
Canadian	9 00
Dowswell	9 00
Noiseless	15 50
Hamilton	11 00
Snowball	15 00
Momentum	16 50
New Century, style A	16 50
New Century, style B	18 00
Playtime, engine drive	19 50
Ideal Power	28 00
Seafoam, electric	102 00
Seafoam, engine drive	44 00
New Idea, electric	134 00
Sunshine	8 50
Popular, No. 1	9 50
Economic	11 50
Champion	17 00
New Excell-All	18 00
Blue Bell, without stand	16 50
Puritan Water Motor Washer, complete	28 00
Hydro, One Tub, engine drive	45 50
Low pressure water motor washer, each	30 00
Connor ball-bearing, with rack	18 50
I X L	18 50
Gem	16 50
Winner, plain	13 50
Connor Improved	9 00
Jubilee	15 00
Canada First	19 00

Discount, 40%. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

MALLETS

	Per doz.
Tinsmiths, 2½ x 5½ in.	$1.00-$1.75
Carpenters', No. 3	5.80

F.o.b. Montreal, Toronto, Hamilton.

MATTOCKS

Cutter, doz.	$12 00	$12 50
Pick doz.	12 00	12 50

F.o.b. Montreal, Toronto, London, Hamilton.

MOPS

Mops, O-Cedar, doz. net	$12 00
Sprustex, No. 2, doz.	$8 00 8 40
S. W. Mops, complete, doz.	4 85
Mop Sticks, doz., No. 8	1 55-1 85
Cast Head Mops, doz.	2 00
Crescent, doz.	3 10
Crank wringing, doz.	6 25

F.o.b. Montreal, Toronto, Hamilton, London.

MOWERS, LAWN

Adanac	50%
Woodyatt	40%
Empress	40%
Mayflower	40%
Star, Ontario, Daisy	40%

F.o.b. Toronto, Guelph, London, Hamilton.

NAILS

List adopted July 10, 1912.

Advances over base on common wire nails in kegs.

		2¾ inch	15c
1 inch	$1	3 inch	10c
1⅛ inch	1	3¼ inch	10c
1¼ inch	65c	3½ inch	10c
1½ inch	40c	4 inch	5c
1¾ inch	40c	4½ inch	5c
2 inch	30c	5 inch base.	
2¼ inch	30c	5½ inch base.	
2½ inch	15c	6 inch base.	

6½ to 12 inch-2 Ga. and heavier, 25c over base.

Standard Steel Wire Nails, f.o.b. Toronto, London, Hamilton, Milton, $5.20 base.

Freight equalized on above points.

F.o.b. Montreal, Gananoque, Collingwood and Owen Sound, $5.25 base.

Freight equalized on above points.

Windsor, Walkerville, Sandwich, fo.b. factory points, carload freight allowed, $5.32½.

Sault Ste. Marie, Port Arthur, Fort William, $4.95-$5.25 base, f.o.b. factory; no freight allowance.

Moulding, Flooring, Slating, Box, Fence, Barrel Nails, 25c per 100 lbs. over common nail price. Finishing Nails, 50c per 100 lbs. advance over common nail price. Clinch Nails and Sash Pins, 75c per 100 lbs. over common nail price.

Miscellaneous wire nails, 60% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton, London.

Cut Nails—Montreal, $5.70 base; Toronto, $5.65 base; London, $5.60; Hamilton, $5.65. No equalization of freights.

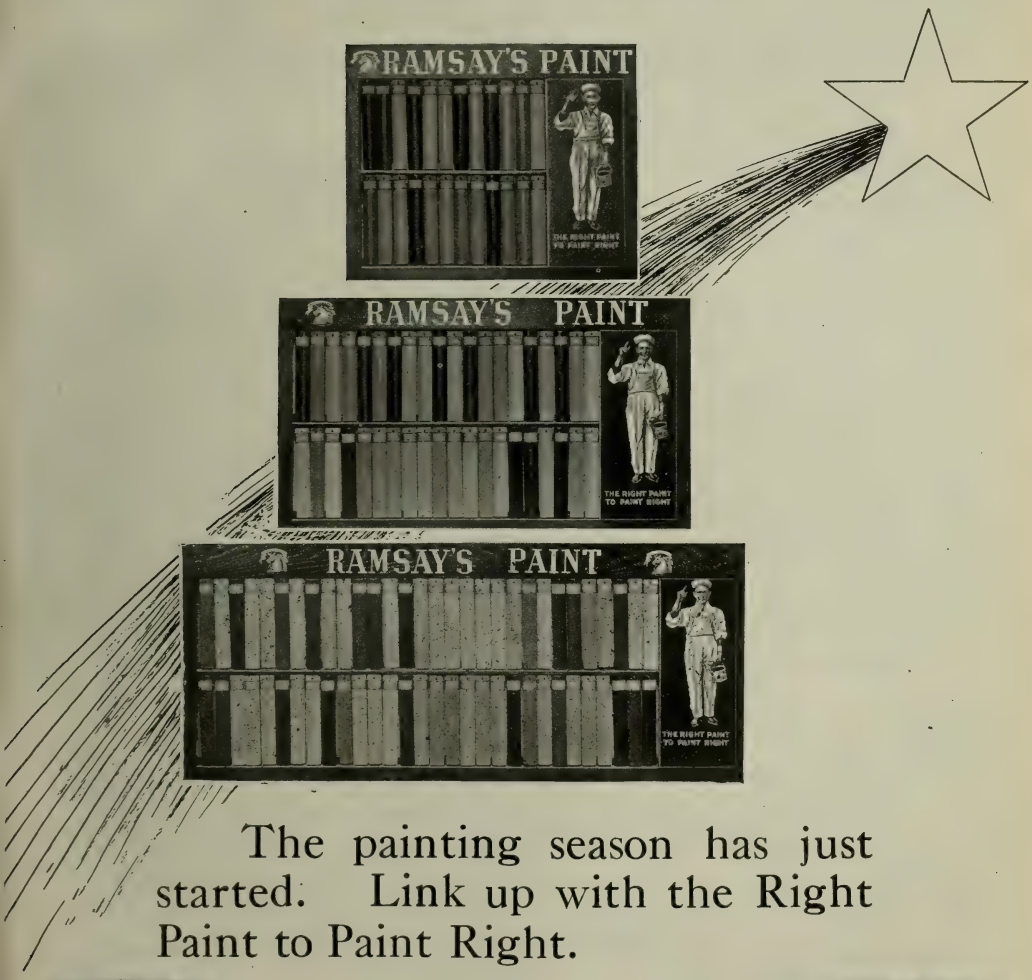
Roofing Nails — American, large head, keg, $8.50. London, $8.25.

F.o.b. Montreal, Toronto, Hamilton, London.

NAILS (HORSE)

Size	C Brand Per box of 25 lbs.
No. 3	$37 87½
No. 4	12 87½
No. 4½	11 62½
No. 5	4 87½
No. 6	4 62½
No. 7	4 37½
No. 8	4 37½

Hitch Your Business to the Ramsay Star



The painting season has just started. Link up with the Right Paint to Paint Right.

A. Ramsay & Son Co.

Makers of Paints and Varnishes since 1842

TORONTO **MONTREAL** VANCOUVER

No. 9	4 12½
No. 10	4 12½
No. 11	4 12½
No. 12	4 12½

Discount from above is 10% in small quantities and 10 and 5% in full boxes.

F.o.b. Montreal, Toronto, Hamilton. London, St. John.

"M.R.M." BRAND

No.	Net Price List Lengths	Per box of 25 lbs.
3	1⅝"	$19 00
4	1¾"	9 00
5	1 15-16"	4 00
6	2⅛"	3 75
7	2 5-16"	3 50
8	2½"	3 50
9	2 11-16"	3 25
10	2⅞"	3 25
11	3 1-16"	3 25
12	3¼"	3 25

F.o.b. London, Hamilton, Montreal, Toronto

NETTING, POULTRY

List prices per roll of 50 lineal yards. Adopted March, 1909.

2-inch mesh and 19 ga. wire.

12 inch	$1 80	48 inch	$ 6 20
18 inch	2 65	60 inch	7 70
24 inch	3 40	72 inch	9 20
30 inch	4 00	84 inch	10 50
36 inch	4 75	96 inch	12 00
42 inch	5 50		

1½ inch mesh and 19 ga. wire.

12 inch	$3 50	42 inch	$10 50
18 inch	5 00	48 inch	12 00
24 inch	6 30	60 inch	15 00
30 inch	7 75	72 inch	18 00
36 inch	9 90		

1 inch mesh and 20 ga. wire.

12 inch	$4 00	42 inch	$12 00
18 inch	5 50	48 inch	14 00
24 inch	7 00	60 inch	17 00
30 inch	8 50	72 inch	20 00

¾ inch mesh and 20 ga. wire.

24 inch	10 50	36 inch	$15 00
30 inch	12 75		

½ inch mesh and 22 ga. wire.

24 inch	$16 50	36 inch	$24 00
30 inch	20 10		

Discounts at present quoted apply only to 1 and 2 inch mesh netting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Canadian netting 15% off list.

Montreal, 15% off list.

American netting, 10% off list.

	Per rod
Invincible—1640	$ 0 75
1848	0 85
2060	0 95

Put up in 10, 20 and 30-rod rolls.
F.o.b. Montreal.

OAKUM

Best (American)		$21 00
U.S. Navy (unspun)		.....
Clipper (spun)		21 00
Clipper (unspun)		19 50
U.S. Navy, Eng., (unspun)		.....
U.S. Navy, Eng., (spun)		.....
Plumbers (spun)	$8 00	$10 50

F.o.b. Montreal, Toronto

OIL

	Montreal	Toronto
Royalite	0 19	0 18
Palacine	0 22	0 21
Gasoline, gal.	0 34	0 33
Black oil (Summer)	0 16	0 15
Black oil (Winter)	0 18	0 15½
Imperial Cylinder	....	0 66½
Capital cylinder	0 50½	0 49½
Machine oil, regular grades	25½-42	26½-36½
Standard gas engine oil	38½	0 42⅓
Paraffine	0 21	0 24
XXX machine	0 24½	0 38½
Fuel oil, bbls.	0 14½	0 13½
Fuel oil, tank cars	0 13	0 12

OLD MATERIALS

See weekly report.

PACKING

	Per lb.
Fine jute	$0 15
Coarse jute	0 12
Hemp	0 34
Square braided hemp	0 38
No. 1 Italian	0 44
No. 2 Italian	0 36

F.o.b. Montreal and Toronto.

PAPER

	Per 400-ft. roll
Dry Fibre, No. 1 roll	1 10
Dry Fibre, No. 2 roll	0 59
Anchor Brand	1 10
Glazed sheeting	0 59
Tarred Fibre, No. 1 roll	1 25
Tarred Fibre, No. 2, roll	0 72
Surprise Fibre	0 66
Tarred felt, per cwt.	3.30-3.45

Asbestos sheeting (per 100 lbs.)	0 13½	0 14
Carpet Felt, 16 oz., per 10 lbs.	$4 50	$5 50

F.o.b. Toronto, Hamilton, London, Montreal, freight equalized thereon.

PICKS—

Clay—

5 to 6 lbs., doz.	$10 75	$11 80
6 to 7 lbs., doz.	11 50	12 60
7 to 8 lbs., doz.	12 25	13 50

Rock—

7 to 8 lbs., doz. 12 25

F.o.b. Montreal and Toronto.

PINS, CLOTHES

	Per case
5 gross, 4-in. (loose)	80c-97c
4 gross (cartons), 4½ in.	85c-$1.00

F.o.b. Montreal and Toronto.

PIPE, STANDARD WROUGHT

Effective Feb. 26, 1918.

Standard Buttweld

	Black	Galvanized Per 100 feet
⅛ in.	$ 6 00	$ 8 00
¼ in.	5 16	7 29
⅜ in.	5 16	7 29
½ in.	6 55	8 12
¾ in.	8 28	10 41
1 in.	12 24	15 39
1¼ in.	16 56	20 82
1½ in.	19 80	24 89
2 in.	26 64	33 49
2½ in.	42 72	53 53
3 in.	55 85	70 00
3½ in.	70 84	87 86
4 in.	83 93	104 10

Standard Lapweld.

2 in.	29 60	36 08
2½ in.	44 46	54 70
3 in.	58 14	71 53
3½ in.	72 68	90 62
4 in.	86 11	107 37
4½ in.	97 79	122 56
5 in.	114 00	142 82
6 in.	147 80	185 28
7 in.	192 80	241 57
8 L in.	202 50	253 75
8 in.	233 80	292 32
9 in.	279 50	350 18
10 L in.	259 20	324 80
10 in.	333 70	418 18

Terms 2% 30 days, approved credit.

Prices—Ontario, Quebec and Maritime Provinces. .. ....

While the foregoing prices on iron pipe are the nominal prices, it has been found in practice that prospective buyers should ask for quotations on sizes 2½ inches and larger on account of the shortage of these sizes and the extra difficulty of procuring supplies.

WROUGHT NIPPLES

4" and under, 45%.

4½" and larger, 40%.

4" and under, running thread 25%.

Standard couplings, 4" and under, 35%.

4½" and larger, 15%.

Terms 2% 30 days. Approved credit, Ontario, Quebec and Maritime Provinces.

PIPE (Conductor)

Plain	List
2 in., in 10-ft. lengths, list	$8 00
3 in., in 10-ft. lengths, list	9 70
4 in., in 10-ft. lengths, list	12 80
5 in., in 10-ft. lengths, list	17 50
6 in., in 10-ft. lengths, list	21 30

Discount 10%.

F.o.b. Toronto, Ottawa, Oshawa

PIPE, LEAD

See weekly report

PIPE (SOIL)

	Montreal %	Toronto %
Medium and extra heavy, 6" and under	35, 2½	35, 2½
8" soil pipe	30	30
Medium and extra heavy fittings, 6" and under	40, 2½	40, 2½

PIPE (STOVE)

See prices under Wares, etc.

PITCH

Pine, black, per bbl.	4 75
Navy pitch, per bbl.	6 50

F.o.b. Montreal, Toronto.

POLISH (O-Cedar)

4-oz. bottles, doz.	$ 3 00
12-oz. bottles, doz.	6 00

1-qt. can, doz.	15 00
½-gal. cans, doz.	24 00
1-gal. cans, doz.	36 00

Discount, 33 1-3 per cent.

Liquid Veneer—

4 oz., doz.	$2 00
12 oz., doz.	4 00
32 oz., doz.	8 40
64 oz., each	1 20
128 oz., each	2 10

F.o.b. Toronto, London.

PUMPS

Pumps, Well	....
Cistern Pumps	....
Set Lengths	....
Brass Lined Cylinders	....
Brass Body Cylinders	....

F.o.b. Montreal, Toronto, Hamilton, London.

RIVETS AND BURRS

Iron rivets, blacked and tinned, 25%; Iron Burrs, 25%.

Copper rivets, usual proportion of burrs, add 30%; burrs, add 50%.

Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¼-lb. pkgs., 2c lb. Coppered Rivets, net extras, 3c per lb.

F.o.b. Montreal, Toronto, London.

ROOFING

	Per square
Samson, 1-ply, roll	1 90
Samson, 2-ply, roll	2 50
Samson, 3-ply, roll	3 10
R. S. Special, 1-ply	1 25
R. S. Special, 2-ply	1 50
R. S. Special, 3-ply	1 75
Amazon, 1-ply	1 95
Amazon, 2-ply	2 25
Amazon, 3-ply	2 55
Everlastic, 1-ply	1 65
Everlastic, 2-ply	1 95
Everlastic, 3-ply	2 25
Good Luck, 1-ply	1 60
Good Luck, 2-ply	1 80
Good Luck, 3-ply	2 10
McCombe Sp., 1-ply	1 35
McCombe Sp., 2-ply	1 55
McCombe Sp., 3-ply	1 75
Black Cat, 1-ply	1 85
Black Cat, 2-ply	2 15
Black Cat, 3-ply	2 45
Liquid roofing cement, per gal. in barrels	0 27
5 and 10 gal. lots, per gal.	0 38
Coal Tar, bbl.	$5.75-$6.00

Roofing Pitch, $1.05 to $1.10 cwt.
F.o.b. Toronto, London, Montreal.

ROPE

	Lb.
Pure Manila basis	39
British Manila basis	33
New Zealand hemp basis	33
Sisal basis	27½

Above quotations are basis prices ⅝ and larger diameter. The following advances over basis are made for smaller sizes:—Smaller than ⅝ and down to 7/16 dia.—½c above basis; ⅜ dia.. 1c above basis; ¼ and 5/16 dia. 1½c above basis; 3/16 dia., 2c above basis.

Single lath yarn basis		27½
Double lath yarn		28
Yacht marline, tarred		57
Halyards		50
Hemp, deep sea line basis		50
Hemp, tarred ratline basis		48
Hemp, tarred bolt rope basis		45
Marline and Houseline		45
Italian rope basis	On application	
Cotton, ⅛ in.	0 73	0 77
5-32 in.	0 72	0 75½
3-16 in.	0 69	0 72½
¼ in. and up	0 68	0 71½

F.o.b. Toronto, Montreal, Brantford, London, Hamilton.

SANDPAPER

B. & A. sandpaper, 10% to 15% on list.

B. & A. emery cloth, 5% on list.

B. & A. sandpaper in rolls, 33 1-3 per cent. on list. F.o.b. Toronto, Montreal.

SCALES

Champion—	Scale List	Stamping extra
4 lb.	$ 4 60	$0 20
10 lb.	6 00	0 30
240 lb.	10 00	0 50
600 lb.	25 00	1 00
1200 lb.	30 00	1 00
2000 lb.	39 00	1 00
2000 lb. Drop lever	46 00	1 00
10-lb. Household	5 00	0 10
25-lb. Household	6 00	0 30

Champion list prices subject to a discount of 10%; Standard scales, 20%; Household scales subject to 25% discount. No discount allowed on stamping charge. F.o.b. Toronto, Montreal, Hamilton.

SCYTHES

	Doz.
Cast Steel	$12 50
Golden Clipper	13 50
Little Giant	14 50
Little Giant, Genuine	15 00

F.o.b. Toronto, London.

SNATHS

Net list.

SCREWS

Discounts off Standard List adopted Aug. 1, 1903.

Wood, F. H., bright	72½
Wood, R. H., bright	67½
Wood, O. H., bright	67½
Wood, F. H., brass	37½
Wood, R. H., brass	32½
Wood, O. H., brass	32½
Wood, F. H., bronze	37½
Wood, R. H., bronze	25
Wood, O. H., bronze	25
Square cap	20
Hexagon cap	20

F.o.b. Toronto, Hamilton, London and Montreal.

Wooden Bench Screws

Dozen $7 00

SHEETS, BLACK

See Montreal and Toronto report

SHEETS, CORRUGATED

See weekly report.

SHEETS, GALVANIZED

Premier Galvanized

	Per 100 lbs.
10¾ oz.	$9 25
U.S. 28	8 95
U.S. 26	8 65
22 and 24	8 50
18 and 20	8 35
16	8 20
14	8 10

F.o.b. Hamilton and Toronto.

Colborne Crown — 16-20 gauge, $12.55; 22-24 gauge, $12.75, 26-gauge, $13; 28 gauge, $13.25. Less 25c in cash lots. F.o.b. Montreal.

Apollo Brand	Montreal	Toronto
14 gauge	$12 05	$ 8 10
16 gauge	12 05	8 20
18-20 gauge	10 30	8 35
22-24 gauge	10 45	8 50
26 gauge	.....	8 65
28 gauge	.....	8 95
10¾ ozs.	11 05	9 25

Add 20c for less than ten lots.

B.W. gauge	Queen's Head	Fleur-de-Lis	Gorbals "best-best"
16	$12 55	$12 55	$ 8 70
18-20	12 55	12 55	8 85
22-24	12 25	12 25	9 05
26	12 25	12 25	9 25
28	13 00	13 00	9 65
10¾ oz.	.....	.....	10 00

Less 25c in case lots.
F.o.b. Montreal.

SHINGLES

	Per sq.
Standard galvanized	$10 25

Shipping weight, 90 lbs.

Standard painted	8 00

Shipping weight, 80 lbs.
Discount 7½%.
F.o.b. Toronto, Ottawa, Oshawa

SIDING METAL

Standard galvanized	$8 75
Standard painted	7 00

Discount 7½%.

F.o.b. Montreal, Toronto, Ottawa, Oshawa.

SOLDERING COPPERS

Base, 3-8 lbs., 64c lb. F.o.b. Toronto and Hamilton.

SOLDER, BAR

See Weekly Report.

STAPLES

See Wire Products.

STOVES

Oil Burning Cooking	Each
Perfection 2-burner	$12 75
Perfection 3-burner	$16 50
Perfection 4-burner	21 00
No. 22G oven for above stoves	5 00
McClary Glass Front Oven No. 70	4 25
Detroit Glass Front Oven No. 85	4 50

F.o.b. Sarnia, London, Toronto, Ottawa

Oil Burning Heaters.	List
No. 525 (125), each	6 50
No. 530 (130), each	7 25
No. 630 (230), each	9 25

F.o.b. Toronto, Sarnia, London, Hamilton, Ottawa.
Discount 25% off list.

Jamieson "Reputation"

Makes Easier Sales

YOU

Don't have to push Jamieson's Paints and Varnishes — they sell themselves.

Don't have to apologize to the man who buys our line. He is satisfied.

Don't have to order much, on spec. Your sales demand it. The stock moves quickly.

WE

Make the best paints and varnishes that experience, invention and genius will permit.

We may make better paint to-morrow, but it is impossible to-day.

Progress may teach us to-morrow, as it has taught us to-day.

SALES

Are made easier when you give the customer, client and friend what is BEST for his needs.
Get our line on your shelf quick — They'll need our paint to-morrow.

Write us about the Agency in your town.

R. C. Jamieson & Company, Limited

CALGARY **Montreal** VANCOUVER

Owning and Operating P. D. DODS & CO., Limited

If interested, tear out this page and keep with letters to be answered.

SPADES, SHOVELS AND SCOOPS

	1st Grade	2nd Grade	4th Grade
Plain Back Shovels and Spades....	50%	50%	50%
Draining Tools	50%	50%	....
Hollow Back Scoops	50%	....	50%
Sand Shovels	50%	....	50%
Hollow Back Shovels	50%	....	50%
Hollow Back Coal Shovels	50%	....	50%
Riveted Back Scoops	50%	50%	50%
Miners' Spring Point Shovels	50%	....	....

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List; Black List prices being as follows:

BLACK LIST PRICES

Plain Back Shovels and Spades..	$29.00	$28.00	$25.00
Draining Tools, No. 2, black	29.00	27.50	....
Hollow Back Scoops, No. 2, black.	34.50	....	32.00
Coal Shovels, Hollow Back, No. 2, black	32.00	....	30.00
Sand Shovels, No. 2, black	27.50	....	24.00
Hollow Back Shovels, No. 2, black	27.50	....	24.00
Riveted Back Scoops, No. 2 black	37.50	35.50	34.00
Miners' Spring Point Shovel, No. 2, black	36.50	....	....

NET EXTRAS—

For each size larger than No. 2, add 25c dozen net.
Full polished ....$1.00 per dozen net
Half polished .... 50c per dozen net

F.o.b. London, Hamilton, Toronto, Gananoque, Ottawa, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon.

SWEEPERS, CARPET .. Bissell's
American Queen, nic'd trim, ball bearing ....Doz. $39 00
Club, nic'd trim., "Cyco" bearing 82 00
Champion, nic'd trim 30 00
Champion, Jap'd trim 27 00
Elite, nic'd trim., B.B....... 41 00
Grand Rapids, nic'd trim., B. B. 36 00
Grand Rapids, Jap'd trim., B. B. 32 00
Parlor Queen, nic'd trim., B. B. 42 00
Princess, nic'd trim., B.B.... 37 00
Standard, nic'd trim 32 00
Standard, Jap'd trim 29 00
Universal, nic'd trim, "Cyco" bear 34 00
Universal, Jap'd trim., "Cyco" bear 30 00
F.o.b. Toronto, Hamilton, London,

SWEEPERS (VACUUM)
Grand Rapids, nic'd trim.... 81 00
Household, Jap'd trim...... 67 00
Superba, nic'd trim......... 96 00

SWEEPERS (ELECTRIC)
Steel frame 33 75
Aluminum frame 41 25
Attachments, set 7 50
F.o.b Toronto, Hamilton, London.

TACKS Discount
Wire Tacks ....60 and 10%
Revised Hardware Tack List adopted Jan. 1, 1916 ....60 and 15%
Double pointed tacks....60 10%
Shoe findings list adopted July 5, 1917—Net list.
List of Capped Goods adopted Jan. 1, 1916..60 and 15%
F.o.b. Toronto, Hamilton, Montreal, London.

TINNERS' TRIMMINGS
See prices under head of Wires.

TOASTERS, ELECTRIC
Upright, with rack $4 00

TOOLS, HARVEST
Waverly, Wellandvale, Rixford, Maple Leaf, Bedford, 17½% discount. Samson, 12½% discount.
F.o.b. Montreal, Toronto, Hamilton, London.

TROUGH (EAVE)
O. G. Square bead and half round.

Size in girth			Per 100 ft.
8 in.....	$ 6 90	15 in.....	$12 50
10 in.....	7 70	18 in.....	16 00
12 in.....	9 10	Discount 10%.	

F.o.b. Toronto, Oshawa, Ottawa

TRAPS (GAME) Doz. with chain
Victor, No. 1 .... 2 20
Jump, No. 1 .... 2 95
Hawley & Norton, No. 1.... 3 45
Newhouse, No. 1........... 4 70
F.o.b. Toronto, London, Hamilton, Montreal.

TWINE (BINDER) Per lb
500 ft. $0 23¼
550 ft. 0 25¼
600 ft. 0 26½
650 ft. 0 28

In 5-ton lots ¼c discount from above; 10 tons and upwards, ¼c discount. Freight paid on 300 lbs. and over to nearest station.

F.o.b. Montreal, Toronto, Brantford, Hamilton, London

TWINE (COTTON)
3-ply wrapping, lb...........69-72
4-ply, wrapping, lb...........73-76
F.o.b. Toronto, Hamilton, London.

WOOD TUBS
No. 0, per dozen $19 80
No. 1, per dozen 17 60
No. 2, per dozen 15 40
No. 3, per dozen 13 20
F.o.b. Newmarket

VALVES	%
Ground work	50
Compression work, standard..	52
High grade	45
Cushion work	46
Fuller work, standard	50
High grade	43
Basin cocks, No. 0 standard..	46
High grade	46
Bath cocks	53
Flatway stop and waste cocks, standard	53
High grade	50
Roundway Stop and Waste Cocks, standard	53
High grade	50
Brass Steam Cocks, standard..	net
Radiator valves, standard....	15
High grade	7½
Globe, angle and check valves, standard	10
Do., high grade	7½
Patent quick opening valves..	35

F.o.b. Toronto

WARES, ETC.
Scotch Grey Ware, 50, 5%.
Colonial, 33 1-3%.
Imperial Ware, 33 1-3%.
Pearl, 33 1-3%.
Premier, 10%.
Canada Ware, 10%.
Diamond, 10%.
White Ware, 50%.
Japanned Ware, list plus 20%.
Japanned Ware, White, list, plus 30%.
Plain and Jap Sprinklers, list plus 20%.
Stamped Ware, plain, 50%.
Stamped Ware, retinned, 45%.
Copper Bottoms, list, plus 10%.
Tinners' Trimmings, plain, 50%.
Tinners' Trimmings, retinned, 45%.
Tinners' Trimmings, general, list plus 10%.
Factory Milk Cans, list plus 50%.
Milk Can Trimmings, list, plus 60%.
Cream Cans, list ,plus 25%.
Railroad Cans, list, plus 20%.
Pieced Tinware, C.B., list, plus 50%.
Sheet Iron Ware, list, plus 10%.
Pieced Ware, ordinary, list, plus 30%.
Fry Pans, 40 and 10%.
Spiders, steel, 10%; cast iron, 17½%.
Fire Shovels, Japanned, list, plus 10%.
Steel Sinks, painted, list, plus 10%.
Steel Sinks, galvanized, list plus 15%.

Light Galv. Pails and Tubs, list plus 20%.
Heavy Galv. Pails and Tubs, list, plus 10%.
Garbage Pails, list, plus 10%.
Jap. Coal Hods, list, plus 25%.
Galv. Coal Hods, list, plus 40%.
Paper Lined Boards, 40 and 5%.
Wood Lined Boards, 30 and 10%.
Stove Pipe, patent, per 100, 6 in., $20.36; 7 in., $21.83.
Common, made-up, per 100, 5 and 6 in., $21.00; 7 in., $23.00.
Polished, made-up, per 100, 5 and 6 in., $23.00; 7in., $25.00.
Stove Pipe Thimbles, 50, 10%.
Copper Boilers, list, plus 10%.
Copper Tea Kettles, list, plus 10%.
Copper Tea Kettles, 3 doz. lots, list, plus 10%, less 10%.
Copper Tea and Coffee Pots, list, plus 10%.
Copper Tea and Coffee Pots, in 3 doz. lots, list, plus 10%, less 10%.
F.o.b. Montreal, Toronto, London, Hamilton.

WASHERS, IRON
Full box, 10% on list. Net prices per 100 lbs.: ¼ in., $21.80; 5-16 in., $18.50; ⅜ in., $16.30; 7-16 in., $13.55; ½ in., $13; 9-16 in., $12.15; ⅝ in., $11.70; 11-16 in., $11; 13-16 in., $11.70; 15-16, $11.70; 17-16 in., $11.70; 50 lbs. of one size, $2 per 100 lbs. less.
F.o.b. Montreal, Toronto, London

WEIGHTS, SASH

	Tor'to	Lond'n	Mont'l
Sectional, 1 lb. per 100 lbs...	$4 50	$4 25	$4 75
Section, ½ in. per 100 lbs...	4 50	4 50	4 75
Solid, 3 to 30 lbs. per cwt.	3 00	3 50	3 40

WHEELBARROWS
Navvy, steel wheel, doz..37.50-51.50
Garden steel wheel, doz.51.00-75.00
Light garden, doz. 37.00-54.00
F.o.b. Montreal, Toronto, London.

WIRE PRODUCTS
F.o.b. Toronto, London, Hamilton, Montreal

Cut Hay Baling Wire Per 100 lbs.
No. 9 .... $6 60
No. 10 .... 6 65
No. 11 .... 6 70
No. 12 .... 6 85
No. 13 .... 6 95
No. 13½ 6 95
No. 14 .... 7 10
No. 15 .... 7 35

Stovepipe Wire
No. 18 .... 8 25
No. 19 .... 8 75

Hay Wire in Coils
No. 13 .... 6 80
No. 14 .... 6 90
No. 15 .... 7 05
No. 16 .... 7 20

Smooth Steel Wire.
Nos. 0-9 gauge, base 6 25
Extras over base sizes on smaller gauges are as follows:
No. 10, 6c extra; No. 11, 12c; No. 12, 30c; No. 13, 30c; No. 14, 40c; No. 15, 55c; No. 16, 70c extra.
Extra net per 100 lbs.—Oiled wire, 10c; spring wire, $2.50; bright, soft drawn, 15c; charcoal (extra quality), $1.25; packed in casks or cases, 15c; bagging and paperings, 10c; 50 and 100-lb. coils, in 25-lb. coils, 15c; in 5 and 10-lb. coils, 25c; in 1-lb. coils, 50c; in ½-lb. coils, 75c; in ¼-lb. coils, $1.

Fine Steel Wire
List Price on Fine Steel Wire

No. 17......	$5 00	No. 26....	$ 9 50
No. 18......	5 50	No. 27....	10 00
No. 19......	6 00	No. 28....	11 00
No. 20......	6 65	No. 29....	12 00
No. 21......	7 00	No. 30....	13 00
No. 22......	7 30	No. 31....	14 00
No. 23......	7 65	No. 32....	15 00
No. 24......	8 00	No. 33....	16 00
No. 25......	9 00	No. 34....	17 00

For prices of fine steel wire add 45% to above list.

Extra net
List of extras in 100-lb. lots, net.
Tinned wire, Nos. 17-25 .... $3 00
Nos. 26-31 .... 5 00
Nos. 32-34 .... 7 00
Coppered 0 75
Oiling 0 10
In 25-lb. bundles 0 15
In 5 and 10-lb. bundles.... 0 25
In 1-lb. hanks 0 25
In ½-lb. hanks 0 28
In ¼-lb. hanks 0 50
Packed in casks or cases.... 0 15
Bagging or papering......... 0 16

Oiled and Annealed Wire
No. 10 .... $6 45
No. 11 .... 6 47
No. 12 .... 6 55

Wire Bale Ties
No. 12 .... $ 75
No. 13 .... 6 85
No. 13½ 6 90
No. 14 .... 7 00
No. 15 .... 7 20
No. 16 .... 7 45

Fence Wire. Toronto
Barb ....$6.25-$6.50
No. 9 pl. galv........... 5.35- 5.90
No. 12 pl. galv.......... 5.50- 6.00
No. 13 pl. galv.......... 6.00- 6.15
No. 9 coil sp............ 5.50- 5.90
No. 12 coil sp........... 5.80- 6.20
Quotations are at times made on wire at lower figures than the general market by jobbers having large stocks to dispose of.

Fence Staples
Fence staples, bright $5 50
Fence staples, galvanized.$6.25-6.50
In 25-lb. boxes add 25c extra

Poultry Netting Staples
Poultry netting staples, galvanized, list $12 00
Less discount of 12½%.
Bright poultry netting staples $1.10 less than galvanized after discount has been made.

Copper and Brass Wire
Copper wire list, plus.........10%
Brass wire, 3 to 24 gauge, add 40%
25 to 36 gauge, add 25%

Wire Cloth
Black Fly Screen Cloth, per 100 sq. ft. in 100-ft. rolls...$3 50
In 50-ft. rolls 3 55
Galvanized, per 100 sq. ft. in 100 ft. rolls 4 75 5 50
Bronze, sq. ft. 0 14
F.o.b. Toronto, Hamilton, London.

Wire Goods
Discounts apply to list adopted Nov. 20, 1916.
Bright Screw Eyes Suits, A.B.C.M. 82½%
Bright Iron Gate Hooks and eyes 82½%
Bright square cornered screw hooks, and stove pipe eyes 82½%
Brass, screw eyes suits, A.B.C. 70%
Brass Screw Hooks 70%
Brass Gate Hooks and eyes 70%
F.o.b. Toronto, Montreal, London, Hamilton.

WRINGERS
Royal Can., 11 in., doz. list $84 72
Eze, 11 in., per doz. 91 80
Trojan, 12 inch 185 00
Favorite 511E 105 80
Unexcelled, 1041E 129 60
Easy Work 90 50
Challenge, 3111E 94 30
Gem, 141E 91 80
Sunlight, 111E 82 80
Ottawa, 341E 103 30
Empire, 11 in. 93 80
Superior, 11 in. 84 80
Majestic, 11 in. 88 00
Perfect, 11 in. 97 50
Bicycle, 11 in. 103 30
Daisy, No. 2 .... 114 72
Daisy, No. 1 .... 105 84
Maple Leaf No. 2 .... 103 20
Maple Leaf No. 1 .... 94 32
Sun 78 90
Rapid 82 80
Universal 63 00
Eureka, 10 in. 65 00
Eureka, 11 in. 71 00
Eclipse 97 70
Discount off above list, 40%.
Freight equalized on shipments of ¼ doz. and upwards on Montreal, Toronto, Kingston, Hamilton, London, St. Mary's.
For zinc products and zinc sheets See weekly report.

WRENCHES

Trimo—	Doz. net		Doz. net
8 in.....	$14 20	18 in.....	$31 50
10 in.....	15 75	24 in.....	45 70
14 in.....	22 00		

Coes—	Doz. net		Doz. net
6 in....	$13 00	15 in....	$31 20
8 in....	15 60	18 in....	41 60
10 in....	18 20	21 in....	50 70
12 in....	23 40		

Stillson—	Each	Dozen Net	
6 in.	$1 10	$12 00	$12 50
8 in.	1 25	13 50	14 00
10 in.	1 40	15 00	15 60
14 in.	1 95	21 00	21 85
18 in.	2 75	30 00	31 20
24 in.	3 95	43 50	45 25
36 in.	....	81 00	84 25
48 in.	....	....	124 80

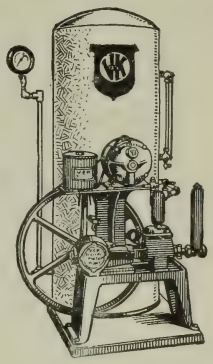
Empire Water Supply Systems

A good, modern water supply system in the country home and for homes in the village or suburban district is not now considered a luxury, but a necessity.

The successful performance of Empire Systems is, in a very great measure, due to the fact that each system is planned separately and specially to meet the requirements of the home or institution in which it is placed.

Empire Water Supply Systems consist of Hand Pump, Gasoline Engine and Electric Outfits.

We have just issued a very interesting booklet, entitled "The Empire Way." Write us for a copy.



EMPIRE MFG. CO., LIMITED

LONDON TORONTO

Superior to any other wall Finish

When you can say *"Superior"* about any products and have a guarantee behind it, it invariably means sales and profits for you, plus super-satisfaction for your customers. Muresco brings sales because of its common-sense qualities—Utility — Durability — Convenience and Economy. To sum all up in one word—Superiority.

Muresco wears well—looks well—is easily applied, and is guaranteed to be a superior Wall Finish for use in Cottage, Mansion or in Public Building.

We have a proposition that will interest you, Mr. Dealer.

Benjamin Moore & Co., Limited, West Toronto

If interested, tear out this page and keep with letters to be answered.

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE

Colors and white—2½-lb. packages, $8 for 100 lbs.; 5-lb. packages, $7.80 for 100 lbs. F.o.b. Montreal, Toronto, London.

BEESWAX Per lb.

Small quantities $0 45
Larger quantities 0 40
F.o.b. Toronto.

BLUE STONE	Montreal	Toronto
Per lb.	13-14	14-16

BRONZING LIQUID

Bronzing liquid, No. 1.$1.50-$2.00
Banana oil, gal. 3.50- 7.00
F.o.b. Montreal, Toronto.

BRUSHES

Weighted, 15 lbs., each..$1.35 $2.00
Weighted, 20 lbs., each.. 1.60- 2.25
Acme, 15 lbs., each...... 1.75
Acme, 20 lbs., each...... 2.00
Acme, 25 lbs., each...... 2.35
F.o.b. Toronto.

COATING

Cement Coating $3 00 $3 75
F.o.b. Montreal, Toronto.

COLORS (DRY) Per lb.

Raw Umber, No. 1, 100-lb. kegs 0 07
Do., pure, 100-lb. kegs.... 0 15
Burnt Umber, No. 1, 100-lb. kegs 0 07
Do., pure, 100-lb. kegs.... 0 15
Raw Sienna, No. 1, 100-lb. kegs 0 07
Do., pure, 100-lb. kegs.... 0 15
Burnt Sienna, No. 1, 100-lb. kegs 0 07
Do., pure, 100-lb. kegs.... 0 15
Imp. green, 100 lb. kegs.... 0 28
Chrome green, pure 0 35
Chrome yellow 17-31
Brunswick green, 100 lb. k.. 0 12
Indian red, 100-lb. kegs.... 0 15
Indian red, No. 1, 100 lb. k.. 0 06
Venetian red, best bright... 0 04
Venetian red, No. 1 .... 0 02½
Drop black, pure dry....... 0 15
Golden ochre, 100 lb. kegs.. 0 06½
White ochre, 100 lb. kegs.. 0 04
White ochre, barrels 0 03
Yellow ochre, barrels 2½-3¼
Spruce ochre, 100-lb. kegs.. 4c-6c
Canadian red oxide, bbls....2 -2¼
Super magnetic red...... 2¼-2½c
Vermilion 0 40
English vermilion 2 50
F.o.b. Montreal, Toronto.

COLORS IN OIL, PURE

1 lb. tins—
Venetian red 0 15
Indian red 20-26
Chrome yellow, pure 45
Golden ochre, pure 22
French spruce ochre, pure.... 16-18
Chrome green, pure 18-26
French permanent green, pure 28
Signwriters' black, pure 25
Lampblack 0 24
Marine black, 5 lb. irons.... 0 17
F.o.b. Montreal, Toronto.

ENAMELS (White) Gal.

Duralite 6 50
Albagloss 6 05

GLUE Per lb.

Brantford All Round Glue—
Case No. 7—50-lb. pkgs......$28 00
Case No. 8—100 ½-lb. pkgs.. 31 00
Case No. 9—200 ¼-lb. pkgs.. 38 00
Discount.
French medal (prices withdrawn)
English common sheet....... 32-34
English prima 35-38
White pigsfoot 0 50
Cake bone, 112-lb. bags...... 0 35
Hide, 112-lb. bags 0 45
Gelatine, 112-lb. bags........ 45-60
Ground glues, 112-lb. bags, No. 1 28-30
Ground glue, No. 2, 112-lb. bags 22-24
Do., No. 2, less than bags.. 24

GLASS

Per 100 ft.	Single Thick	Double Thick
Under 25	$16 80	$22 90
26 to 34	17 60	24 85
35 to 40	18 35	26 40
41 to 50	23 50	30 00
51 to 60	24 60	30 80
61 to 70	26 50	32 70
71 to 80	29 70	35 40
81 to 85	....	45 45
86 to 90	....	48 85
91 to 94	....	49 80
95 to 100	....	58 55
101 to 105	....	65 35
106 to 110	....	73 10

Discount box glass, 25%.
Cut lights, 10%. Cash 2%.
F.o.b. Montreal, Toronto, London, Hamilton.

GLASS, PLATE

	Sq. foot
Plates up to 1 foot, each	$0 80
Plates from 1 to 2 feet, each	0 90
" 2 to 3 "	0 95
" 3 to 4 "	1 15
" 4 to 5 "	1 35
" 5 to 7 "	1 50
" 7 to 10 "	1 70
" 10 to 12 "	1 75
" 12 to 15 "	1 85
" 15 to 25 "	1 95
" 25 to 50 "	2 15
" 50 to 75 "	2 20
" 75 to 90 "	2 25
" 90 to 100 "	2 30
" 100 to 120 "	2 60
" 120 to 140 "	2 90

Plates 101 to 110 wide containing not over 100 ft. each... 3 00
Plates 111 to 120 wide containing not over 100 ft., each... 3 40
Plates 101 to 110 wide containing over 100 ft., each..... 3 40
Plates 111 to 120 wide containing over 100 ft., each..... 3 75
Trade Discount, 25%.
City deliveries, 33 1/3%.
Montreal, London, Hamilton, Toronto, Kitchener.

GLAZIERS' POINTS

Zinc coated, $1.56-$1.62 per doz. packages 6 lbs. gross.
Zinc, pure, prices withdrawn.
F.o.b. Montreal, Toronto.

LEAD, WHITE (Ground in oil.)

Prices are per 100 lbs. in ton lots. Less than ton lots are 35c per 100 lbs. higher than quoted below.

	Montreal	Toronto
Anchor, Pure	$16 00	$16 20
Crown Diamond	16 00	16 20
Crown Pure	16 00	16 20
Green Seal	16 00	16 20
Tiger Pure	16 00	16 20
Ramsay's Pure	16 00	16 20
Moore's Pure	16 00	16 20
O.P.W. Dec. Pure	16 00	16 20
Red Seal	16 00	16 20
Decorators' Pure	16 00	16 20
O.P.W. English	16 20	16 40
Elephant Genuine	16 60	16 70

B.B. Genuine Lead, less than tons, $17.95 Toronto: $17.20 Montreal. Ton lots 5% off: five-ton lots 10% off.

LEAD (RED DRY)

Genuine, 560-pound casks, per cwt.	$14 00	$14 50
Genuine, 100-pound kegs, per cwt.	14 75	15 50
Less quantity	16 00	17 00

F.o.b. Montreal, Toronto.

LEAD, ARSENATE OF

	Dry, Pound	Paste, Pound
Barrels, 600 lbs...	....	0 24½
Half bbls., 300 lbs.	....	0 24¾
100s	0 45	0 25
50s	0 45½	0 25½
25s	0 46	0 26
10s	0 47½	....
5s	0 49½	0 29½
2s	....	0 31
1s	0 52	0 32½

F.o.b. Toronto, Montreal and Hamilton

MURESCO

Tints, 5-lb. packages, per 100 lbs., $7.80; white, 5-lb. packages, $7.20. F.o.b. Toronto.

LINSEED OIL

For prices see weekly report.

PAINTS, PREPARED

Price per gallon
Elephant, white 3 70
Elephant, colors 3 45
B.H. English, white 3 80
B.H. English, colors 3 70
B.H. Floor 3 05
B.H. Porch Floor 3 70
Minerva, white 3 60
Minerva, colors 3 40
Crown Diamond, white 3 55
Crown Diamond, colors 3 45
Crown Diamond, floor 2 95
B.H. Fresconette, white 3 35
B.H. Fresconette, colors...... 3 25
Moore's House Colors, white.. 3 50
Moore's House Colors, colors. 3 40
Moore's Egyptian Paint, all colors 2 75
Moore's Floor Paint 2 90
Moore's Sani-Flat 3 00
Jamieson's Crown Anchor.... 3 30
C.P.C. Pure, white 3 80
C.P.C. Pure, colors.......... 3 70
O.P.W. Canada Brand, white 3 70
O.P.W. Canada Brand, colors 3 40
O.P.W. Canada Brand, floor. 2 95
O.P.W. Flat Wall, white..... 3 20
O.P.W. Flat Wall, colors 3 00
Ramsay's Pure, white 3 65
Ramsay's Pure, colors 3 35
Martin-Senour, 100%, white.. 3 80
Martin-Senour, 100%, colors. 3 70
Martin-Senour, Porch Paint... 3 70
Martin-Senour, Neutone, white 3 35
Martin-Senour, Neutone, colors 3 25
Senour's Floor Paint 3 15
Sherwin-Williams, white 3 80
Sherwin-Williams, colors...... 3 70
Flat Tone, white 3 35
Flat Tone, colors 3 25
Lowe Bros. H.S., white...... 3 80
Lowe Bros. H.S., colors..... 3 70
Mellotone, white 3 50
Mellotone, colors 3 35
Sanitone, white 3 35
Maple Leaf, white........... 3 80
Maple Leaf, colors 3 70
Maple Leaf, floor............ 3 15
Maple Leaf, flat wall........ 3 25
Pearcy's Prepared, colors 2 75
Peacy's Prepared, white 3 15
F.o.b. Montreal, Toronto.

PARIS GREEN

	C.P. Berger's and Munro's Per lb.	
In barrels, about 600 lbs.	0 60¼	0 61
In arsenic wegs, 250		
In 50 lb. and 100 lb. drums	0 61¼	0 62
In 25 lb. drums	0 62¼	0 63
In 1 lb. packets, 100 lbs. in case	0 64¼	0 65
In ½ lb. packets, 100 lbs. in case	0 66¼	0 67
In 1 lb. tins, 100 lbs. in case	0 66¼	0 67

Above prices f.o.b. Montreal, Quebec, Moncton, St. John and Halifax. Toronto, Hamilton, London, Yarmouth and P.E.I. are ¼c per lb. higher. Terms one month net or 1% in 15 days.

PASTE WOOD FILLER Pound

1 lb. cans 16-19
2 lb. cans 16-19
5 lb. cans 15-19
12½ lb. cans 14-15
25 lb. cans 14-15
F.o.b. Montreal, Toronto.

PUTTY

	Standard Less than tons Montreal	Toronto
Bulk, in casks	$4 35	$4 55
Bulk, 100-lb. drums	5 20	5.30-5.40
Bulk, 25-lb. drums	5 20	5 40
Bulk, 12½-lb. irons	5 20	5.45-5.65
Bladder, in bbls.	5 20	5.45-5.65

Ton lots standard are 20c per hundred pounds less.
Pure Putty, $2 cwt. advance.
London and Hamilton prices same as Toronto.

SHELLAC

Pure White, gal., $4.40-$4.50.
Pure Orange, gal., $4.15-$4.25.
Gum Shellac, TN, 74-76c lb.; finest orange, 79-95c; bone dry white, 82-85c F.o.b. Toronto, London.

PAINT AND VARNISH REMOVER

Taxite, 1 gal. cans........... 3 00
B.H. Vanisher $2 75
Cumoff 3 00
Takof 3 25
O.P.W. Presto 3 00
Lingerwett 2 80-3 25
Solvo 3 00
F.o.b. Montreal, Toronto.

TURPENTINE

See weekly report elsewhere in this issue for prices.

SLATING Gal.

Liquid Slating, B.B..........$2 20

VARNISHES Per gal. cans

No. 1 Furniture, extra, barrels, $1.10-$1.21 gal.; gal. tins ....$1.32-$1.45
B.H. Stovepipe Varnish, ½ pints, per dozen 1 54
Depend-on, list 3 25
B.H. Maritime Spar, list.... 7 90
Everlastic, Depend-on and Maritime Spar subject to discount of 40%.
Elastilite 2 90
Graniline Floor Finish 2 90
Hydrox Spar 3 66
Sun Varnish 2 64
Sun Spar 4 59
Sun Waterproof Floor 3 02
Jasperite Interior and Exterior 2 65
Jasperite Pale Hard Oil ... 1 90
Jasperite Indestructo Floor Finish 2 65
Jamieson's Copaline 3 02
M-S Marble-Ite Floor 3 29
M-S Wood-Var 3 29
M-S Double Spar 4 57
M-S Finest Interior 3 86
Elastic Interior 2 64
Mar-not 3 52
Quick Action House 2 47
Rexspar 4 62
Sear-Not 3 34
Kyanize Spar 4 95
Kyanize Cabinet Rubbing .. 3 85
Kyanize Interior 3 85
Luxeberry light 3 30
Luxeberry granite 3 52
Luxeberry spar 4 95
Ramsay's Universal 2 64
F.o.b. Montreal, Toronto.

WATER PAINTS

Opalite, 300 lb. bbls....... 0 13½
Opalite, 100 lb. kegs...... 0 14
1 gal. packages, per pkg... 0 75
½ gal. package, per pkg... 0 40
Coralite, 5-lb. pkgs., white 0 07
Coralite, 5-lb. pkgs., colors 0 07½
B.H. Frescota, 5 lbs. white, $6.50; colors 7 00
F.o.b. Montreal, Toronto.

WASTE

Extra Quality XXX $0 20
XX Quality 0 18
X Quality 0 17
F.o.b. Toronto

WHITE WIPING

XXX Extra 0 21
X Grand 0 19¾
XLCR 0 18½
X Empire 0 17¼
X Press 0 16

WASTE, COLORED WIPING

Quality I 0 14
Quality IA 0 11½
Quality IB 0 10½
No. 5 .... 0 15
No. 7 .... 0 13
Japanese 0 15

WIPING WASTE, COLORED

Fancy 16½
Lion 15
Standard 13½
Popular 12
Keen 10½
This line subject to trade discount for quantity.

WAX Per lb.

C. & B. Floor Wax $0 35
B.H. Wax 0 35
Ronuk Floor Wax, lb. 0 38
Berry Bros. 0 34
Imperial Floor Wax 0 40
Anchor 0 33
O.P.W. Lion Brand 0 35
Old English 0 53
Johnsons 0 53
Jamieson's liquid wax, gal... 2 75
Gold Medal 0 42
Ramsay's 0 30
S. & W. 0 40
F.o.b. Montreal and Toronto.

WHITING

Plain, in bbls. $2 50
Gilders, bolted, in bbls....... 3 00
F.o.b. Montreal, Toronto, London.

WOOD ALCOHOL per gal.

In five gallons..........$1.80-$1.90
In barrels .... - 1.70
$4 extra for barrels
F.o.b. Montreal, Toronto, London.

MAPLE LEAF
M FINISHES THAT ENDURE L
QUALITY
PAINTS & VARNISHES

When a Paint Does Its Full Duty

It performs a public service. It starts a buying pulse that anchors your trade solidly with satisfaction. And profit takes care of itself in your interest.

Maple Leaf Paints

Render public service by fully complying with every requirement in protection, preservation and ability to wear.

Write us for our M. L. Agency Proposition.

THE IMPERIAL VARNISH & COLOR CO. LIMITED
WINNIPEG TORONTO VANCOUVER
CANADA

RED S BRAND WINDOW GLASS

GLASS BENDERS TO THE TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

DON ROADWAY TORONTO

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863
Twelve Medals of Award at INTERNATIONAL Expositions.

INCORPORATED 1895
Special Grand Prize
GOLD MEDAL
Atlanta, 1895.

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY - - - - PHILADELPHIA, PA.
Owned and operated by Nicholson File Co.

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, $11.00.

Shot, soft, per cwt., $17.20; chilled, $18.70; buckshot, $18.00; ball, $18.40.

Dominion Metallics—B.B. Caps, $2.80; C.B. Caps, $3.50; 22 Short Black or Lesmok, $4; 22 Long Black or Lesmok, $4.80; 22 Short Smokeless, $4.30; 22 Long Smokeless, $6; 22 Long Rifle Black, $5.60; 22 Long Rifle Smokeless, $7 per M. net. Center Fire Pistol, 22%; Center Fire Sporting, 25% off American list.

American Metallics—B.B. Caps, $3.06; C.B. Caps, $3.85; 22 Short Black, $4.85; 22 Long Black, $5.25; 22 Long Rifle Black, $7.70; 22 Short Smokeless, $4.69; 22 Long Smokeless, $6.55; 22 Long Rifle Smoke, $7.65 per M. net. Center Fire Pistol, 10% on list; Center Fire Sporting, 10% on list.

Loaded Shells—Crown Black Powder, 12 ga., $31; Sovereign Smokeless, 12 ga., $38; Regal Smokeless, 12 ga., $38; Nitro Club Smokeless, 12 ga., $41; Canuck Smokeless, 12 ga., $41 per M. net. Empty Paper Shot Shells, $14 per M.; Empty Brass Shot Shells, $6.65 per 100.

ANVILS

Peter Wright, 80 lbs. and up, 24c per lb.; clip horn, 25c lb.

Norris, 80 lbs. and over, 16c.

AXES

Single Bit	$14 50	$20 00
Double Bit	16 50	21 50
Broad axes	32 00	35 00

AUGER BITS

Standard List Prices per Dozen

3/16	$6 00	18/16	$12 00
4	5 00	19	14 00
5	5 00	20	14 00
6	5 00	21	16 00
7	5 00	22	16 00
8	5 00	23	18 00
9	6 00	24	18 00
10	6 00	25	21 00
11	7 00	26	21 00
12	7 00	27	24 00
13	8 25	28	24 00
14	8 25	29	27 00
15	9 50	30	27 00
16	9 50	31	30 00
17	12 00	32	30 00

Discounts from standard list prices

Irwin	10%
Gilmour	45%

BARS, CROW. $10.25 per 100 lbs.

BAR IRON

Bar iron. — $5.25 base; Swedish iron, $5.25; sleigh shoe steel, $5.80; spring steel, $6.50; machinery steel, $7.50; tool steel, octagon, 100 lbs., $18.

BELTING

Rubber, 6 in. and under, 25-2½%; over 6 in., 20%.

Agricultural or No. 1 leather belting, 47½% off list.

Standard, 30, 10 and 5% off list.

The "double" list is just twice the price of "single."

BELT LACING

In sides, tanned, $1.55 per lb.; cut, $1.75 per lb.; rawhide, sides, $1.50; cut, $1.70.

Blue Stone (Vitrol), 12c lb.

BOLTS

Carriage, ⅜ and smaller, 5%; 7-16 and larger, 5% on list; machine, ⅜ and under, 5%; 7-16 and over, 5% on list; machine set screws, 25%; plough bolts, 5% on list; stove bolts, 50%; shaft bolts, 5% on list; tire bolts, 25%; sleigh shoe bolts to ⅜ and smaller, 5% on list; 7-16 and up, 5% on list.

BORAX. Borax, per lb., 14c.

BUILDING PAPER

Tarred, $1.10 to $1.60 per roll, according to quality; plain, 80c to $1.45.

BUTTS

Plated—No. 241 Antique Copper and Dull Brass Finish

	Per pr.
2½ x 2½ in.	35
3 x 3 in.	37
3½ x 3½ in.	38
4 x 4 in.	47
4½ x 4½ in.	68
5 x 5 in.	80

Wrought Steel—

No. 840	Net list
No. 800	5% on list
No. 838	Net list
No. 804	5% off list

CHAIN

Coil, 3-16 in., $18.50; ¼, $13.65; 5-16 in., $12.20; ⅜, $11; 7-16, $10.70; ½, $10.40; 9-16, $10.40; ⅝, $10.25; ¾, $10.15; 1 in., $9.90. Logging, 5-16 in., 14c; ⅜, $12.80; ½, $12.20; tie-out, 47½%.

CHURNS

Barrel, No. 0, $7.20; No. 1, $7.20; No. 2, $8; No. 3, $8.80; No. 4, $10.40 each.

CLEVISES, MALL. 15c per lb.

CLOCKS—Alarm

	Each
Big Ben	$2 90
Baby Ben	2 90
America	1 25
Lookout	1 50
Sleepmeter	1 65

COPPER

Sheet and planished copper, 75c per lb. Tinned, 60c.

CORD SASH

Coils or Hanks

8, 9, 10 .... 72c lb.

DRILLS

Bit stock, 35%; Blacksmith, ½ in. round shank, 20%.

EAVETROUGH

Eavetrough, per 100 ft., 8 in., $6.50; 10 in., $7.20; 12 in., $8.45.

Conductor pipe, 2 in., per 100 ft., $7.55; 3 in., $9.15; 4 in., $12.05.

ENAMELWARE

See Wares.

FILES

Globe	Discount 45%
Nicholson Gen.	Discount 30%

FITTINGS

Malleable	Black	Galv.
Class B	$ 27	$ 38
Class C	17½	27
Bushings	20%	..
Unions	30%	..
Nipples 4" and under	45%	..

FORMALDEHYDE

400-lb. bbls., 29c lb.; 200-lb. barrels, 30c lb.; 100-lb. barrels, 31c lb.; 10-lb. jugs, $3.40 each; 5-lb. jugs, $1.90 each; 2-lb. jugs, 90c each.

GALVANIZED WARE

See Wares.

GLASS, WINDOW

	Single	Double
Up to 25 in.	$13 50	$18 50
26 to 40	14 50	21 00
41 to 50	18 50	23 75
51 to 60	19 50	24 25
61 to 70	20 50	25 75

GLASS (Plate)

Net list.

GLOBES—LANTERN

	Doz.
Short Pattern	$1 10
Cold Blast, regular	1 00

GRINDSTONES

Per 100 lbs., $2.75.

Mounted on steel frames, $5.00 to $6.75.

HARVEST TOOLS. 25%.

HINGES

Light T and strap, 10%.

Corrugated Strap Hinges — 4, $1.70; 5, $$2.10; 6, $2.85; 8, $4.60; 10, $7; 12, $10.75.

Corrugated Tee Hinges—4, $1.90; 5, $2.55; 6, $3.25; 8, $5.65; 10, $8.75; 12, $12.40.

HORSESHOES

Iron, No. 0 to 1, $7.35; No. 2 and larger, $7.10; snowshoes, No. 0 to No. 1, $7.60; No. 2 and larger, $7.35; steel, No. 0 to 1, $7.80; No. 2 and larger, $7.55; featherweight, $8.95.

IRON, GALVANIZED

	Premier	Apollo and "Fleur de Lis"
10¾ oz. or 28 Eng.	$10 90	$10 90
28 Am. or 26 Eng.	10 60	10 60
26 Am. or 26 special	10 30	10 30
24	10 15	10 15
22	10 15	10 15
18 and 20	10 00	10 00
16 Am.	9 85	9 85

IRONS, SAD

Common Sad Irons, 8 lbs., 11c per lb.; 4 lbs., 14c per lb.

Mrs. Pott's No. 55, set......$1 95

Mrs. Pott's No. 50, set...... 2 05

Mrs. Pott's common sad iron handles, $1.55 dozen. Mrs. Pott's improved, $2 a dozen.

JACKSCREWS

10% off list.

KNIVES—HAY

	Doz.
Heath's	$12 50
Lightning	12 50

LAMP CHIMNEYS

A, per case 8 doz., $7.80 per doz., $1.05; B, per case 6 doz., $6.50; per doz., $1.15.

LANTERNS

No. 2, plain	$13 00
No. 25, Dash-board	17 50
Short Globe, doz.	13 00

LEAD PIPE, $14.40.

LEAD WASTE, $15.40.

LATCHES—THUMB, STEEL

	Doz.
2	$2 00
3	2 70
4	4 75
Barn Door	
5	2 70
8	2 90
9	5 00

LINSEED OIL

See weekly report.

MACHINES—WASHING

	Each
Dowswell	$ 5 00
New Century B	10 15
New Idea	11 35
Snowball	9 00

MATTOCKS

Pick, $11; cutter, $11.

MOPS

	Doz.
O'Cedar Polish, No. 1	$12 00
O'Cedar Polish, No. 3	12 00
Self-Wringing	5 25

MOWERS—LAWN

	14 in.	16 in.
Woodyatt	$7 75	$8 25
Empress	10 00	10 60
Daisy	6 15	.....
Star	7 00	7 50

NAILS

Wire, f.o.b. Fort William, $5.60 base; Winnipeg, $6 base. Cut f.o.b. Winnipeg, $6.55.

NETTING—POULTRY

Net Prices Per Roll

1 in. mesh x	24 in.	$5 95
	30 in.	7 20
	36 in.	8 50
2 in. mesh x	24 in.	2 90
	30 in.	3 40
	36 in.	4 05
	48 in.	5 25
	60 in.	6 55
	72 in.	7 80

NETTING. Poultry, 15%.

Banner Netting, 24 in., $4.15; 36 in., $5.30; 48 in., $6.25; 60 in., $7.40; 72 in., $8.40.

NUTS

Square, small lots, blank, 4½c tapped, 4¾c advance on list; Hexagon, small lots, blank, 4¾c; Tapped, 5c advance on list; case lots all styles, 1c less than above.

OILS

"Buffolite," 22½c; Ideal Thresher, 47c; "B" Castor machine oil, 38c; Buffalo engine gasoline, 35½c; Buffalo "A" gas engine oil, 50c; Royal gasoline, 35c; Family safety coal oil, 23½c; "Engoline" engine coil oil, 19½c; Summer black oil, 22½c; Kelso engine oil, 47c; Electro oil, 45c; Royalite oil, 19c; Standard gas engine oil, 46c; Prairie Harvester oil, 46c.

PAINTS

Stephens' Out White, $3.95; Stephens' House, $3.85; Stephens' Floor, $3.30; Silkstone, $3.15; Stephens' Barn Paint, $1.70.

DRY COLORS

Yellow ochre, in bbl. lots, 3c; less than barrel lots, 4c; golden ochre, barrels, 4c less; than barrels, 5c; Venetian red, barrels, $2.50; less than barrels, $3.50; American vermillion, 20c; English vermillion, $3 per lb.; Canadian metallic oxides, barrel lots, 3½c; English purple oxide, in casks, 3½c; less quantities, 4c per lb. Red lead, kegs, $19; less quantities, 20c.

PICK, Clay, 6-7, $12.25 per doz.

POLISH—

O-Cedar—	Doz.
4 oz.	$2 00
12 oz.	4 00
1 quart	10 00
½ gal.	16 00
1 gal.	24 00
Liquid Veneer—	
4 oz.	2 00
12 oz.	4 00
1 quart	8 40
½ gal.	14 40

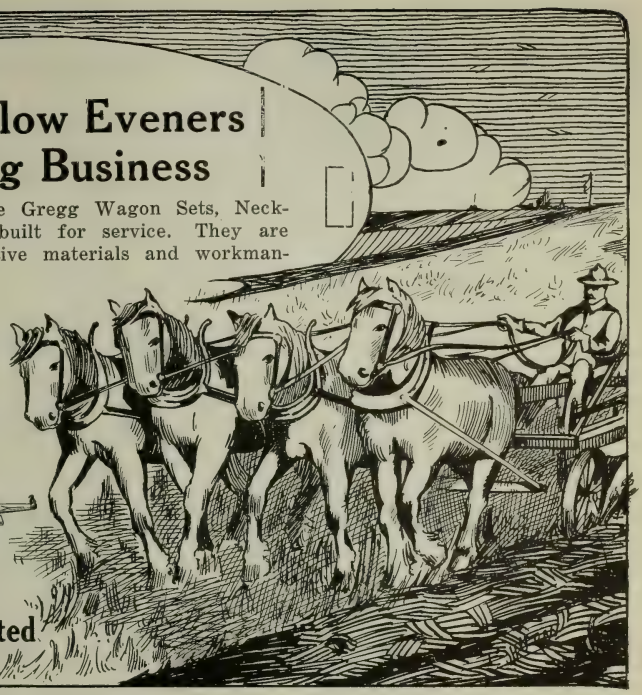
(Continued on second page.)

Gregg Plow Eveners Pull Big Business

Gregg Plow Eveners, like Gregg Wagon Sets, Neck-yokes and Hitches, are built for service. They are guaranteed against defective materials and workmanship.

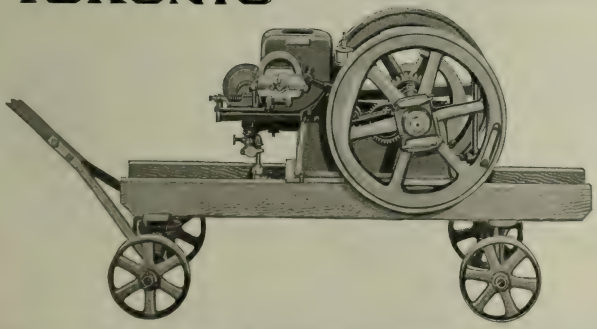
Send for copy of catalogue describing our full line.

Any jobber in the Canadian West can supply you with Gregg Goods.



Gregg Mfg. Co., Limited
WINNIPEG

ONTARIO WIND ENGINE & PUMP CO. LIMITED
TORONTO $1\frac{3}{4}$ **H.P. ENGINE**



One of these engines is equal to half a dozen chore boys. They pump water, drive a fanning mill, run pulper, turn grindstone, operate washing machine. "TORONTO" Engines are light and powerful, and use little fuel.

TORONTO DOUBLE-GEARED WINDMILLS have brought windmills back into favor. The power is FREE; materials and workmanship of such quality to insure minimum of noise and wear; and maximum efficiency. First cost reasonable; will outlast any appliance on the farm.

ONTARIO WIND ENGINE & PUMP CO. (Western Branch) LTD.
HEAD OFFICE: REGINA **Branches at Winnipeg and Calgary**

Winnipeg Hardware Quotations—Continued

PIPE, WROUGHT IRON

Per 100 Ft.	Black	Galv.
¼ inch	$ 6 08	$ 8 42
⅜ inch	6 16	8 50
½ inch	7 83	9 63
¾ inch	9 95	12 38
1 inch	14 67	18 27
1¼ inch	19 88	24 75
1½ inch	23 76	29 57
2 inch	32 04	39 78
2½ inch	51 30	63 59
3 inch	67 05	83 16
3½ inch	84 92	.....
4 inch	100 62	.....
4½ inch	116 10	.....
5 inch	135 00	.....
6 inch	174 60	.....

PLASTER. Paris, per bbl., $4.50.

PLATES, CANADA

18x21 per box, half polish, $10.25; full polished, $11.75; 18x24, half polished, $10.25; full polished, $11.75; 20x28, half polished, $10.25; full polished, $11.75.

PLOW SHARES, 21c per lb.

POINTS

Landslide plow, 1½x14 in., $8.55 per dozen.

PUTTY

100-lb. irons	$5 70
25-lb. irons, per cwt.	6 30
1½-lb. tins	0 12

RIVETS AND BURRS

Iron rivets, 10%; copper, No. 7, 65c lb.; No. 8, 66c; No. 9, 69c; No. 10, 71c; No. 12, 76c.

Five-lb. assorted boxes, No. 8, 74c; No. 10, 79c lb.

Copper Burrs, No. 7, 65c; No. 8, 66c; No. 9, 69c; No. 10, 71c; No. 12, 76c.

ROPE

Sisal, 27½c base; pure Manila, 38½c base; British Manila, 32½c base; lath yarn, 27½c base; African hemp, 32½c base; cotton rope, ¼ and over, 65c lb.

Tarred Marline Hanks, per lb., 50c.

SANDPAPER—

Star—	Quire	Ream
00, 0, ½	$0 38	$ 7 20
1	0 39	7 50
1½	0 43	8 10
2	0 46	8 70
2½	0 49	9 30
3	0 57	10 80
B. & A.—		
00, 0, ½	0 45	8 50
1	0 47	9 00
1½	0 50	9 60
2	0 55	10 50
2½	0 60	11 00
3	0 67	12 75

SASH BALANCES (Caldwell). Net list.

SAWS, BUCK

Happy Medium, $10.00; Watch Spring, $10.40; Lance Tooth or Lightning Blades, $10.90.

SCREWS

Bright iron round head, 60%; flat head, 65%; round head, brass, 25%; flat head, brass, 30%; coach, 20%.

SCYTHES—

	Doz.
Bramble	$13 25
Bush	13 25
Excelsior	14 50
Cast	12 50

SNATHS—

No. 2 loop	11 50
Bush	13 00

SWEEPERS, Carpet—

	Each
Bissell's Grand Rapids, jap'd.	$2 85
Bissell's Grand Rapids, nick.	3 20
Bissell's Vacuum "Superba"	8 25

STEEL SHEETS, BLACK

10 gauge	$8 50
12 gauge	8 50
14 gauge	8 40
16 gauge	8 50
18-20 gauge	8 80
22-24 gauge	8 85
26 gauge	8 90
28 gauge	9 00

SHOVELS AND SPADES

Shovels—Fox and Olds, D.H., Sqr. Pt., $13.50 per doz.; D.H. Rd. Pt., $13.50 per doz.; L.H. Sqr Pt., $13.50; L.H. Rd. Pt., $13.50; Bulldog and Jones, D.H., Rd. Pt.,$15.50; D.H. Sqr. Pt., $15.50; L.H., Rd. Pt., $15.50; L.H., Sqr. Pt., $15.50; L.H., Rd. Pt., $15.50; Black Cat and Crescent Scoops—No 4, $17.00 doz.; No. 6, $17.50; No. 8, $18.00; No. 10, $18.50; Moose & Jones Scoops, No. 4, $18.25; No. 6, $18.75; No. 8, $19.25; No. 10, $19.75.

SOLDER. Per pound, 60 to 61.

SPIKES

Pressed, ¼ in., $8.30; 5-16, $7.95; ⅜, $7.75; ½, $7.55.

STAPLES

Bright wire, per cwt., $5.85 at Fort William, $6.25 Winnipeg; galvanized staples, $6.65 Fort William, $7.05, Winnipeg.

STEEL

Sleighshoe, $5.80 base per cwt.; plow, common, $6.50; crucible plow, $7.50; angle, $5.35; harrow, $5.50 base; cast, octagon tool steel, 18c base; square tool, 18c base; spring, $7.50; machine, $8.00 base; tire, $5.60. Mid, 3-16, ¼, 5-16, $8.00 base; other sizes $5.75 base. Band Steel, $5.75 base.

STEEL HOOPS

½ in., $9.75; ⅜ in., $9.50; ¾ in., $8.75; ⅞ in., $8.50; 1 in., $8.50; 1¼ in., $8.50; 1½ in., $8.

STEEL SQUARES

5% on list.

TACKS. Carpet, 65% list.

TIES. Cow, 5%.

TIN AND TERNE PLATE

20 x 28 I.C.	$30 00
20 x 28 I.X.	32 00
20 x 33 I.C.	35 40
20 x 33 I.X.	37 45
Terne plates	24 00

TRAPS, GAME— Doz.

	Victor	H.& N.	Jump
No. 0	$1 95	....	....
No. 1	2 30	$3 60	$3 10
No. 1½	3 45	5 40	4 55
No. 2	4 80	7 50	6 70
No. 3	6 40	10 00	....

TUBS—

	Wood	Fibre
No. 0	$18 30	$21 95
No. 1	15 65	18 85
No. 2	13 20	15 60
No. 3	11 45	13 30

TURPENTINE

See weekly report.

TWINE (WRAPPING)

	Lb.
Cotton, 4-ply	0 72
Cotton, 3-ply	0 68

Dozen

VARNISHES

Stephens Luminette, gal.	$2 20
Stephens Exalite, gal.	3 00

WARES, ETC.

Scotch Grey, 40, 12½% discount.

Colonial, Imperial, Pearl, 20, 7½% discount.

Premier, Canada, Diamond, 2½% discount.

Whiteware, 40, 10% discount.

Japanned Ware, list, plus 30%.

Japanned Ware, white, list, plus 40%.

Japanned Sprinklers, list, plus 30%.

Stamped Ware, plain, 40, 10% discount.

Stamped Ware, ret'd, 40% discount.

Pieced Tinware, ordinary, list, plus 40%.

Pieced Tinware, copper bottoms, list, plus 60%.

Sheet Iron Ware, list, plus 20%.

Light Galv'd Pails and Tubs, list, plus 27½%.

Heavy Galv'd Pails and Tubs, 17½% discount.

Jap. Coal Hods, list, plus 35%.

Galv'd Coal Hods, list. plus 50%.

WASHERS

Iron, small lots, 15% on list + 75c; full boxes, iron, 10% on list + 75c.

WHITE LEAD

Decorators' pure, ton lots, $16.65; less than ton lots, $17.00.

WIRE, BARB

Lyman, 4-point, $4.95 f.o.b. Fort William, $5.25 Winnipeg; Glidden Cattle, 2-pt., $4.80 Fort William, $5.10 Winnipeg; Baker 2-pt., $4.75 Ft. William, $5.05 Winnipeg; plain twist, cwt., Ft. William, $4.95; Winnipeg, $5.25 spool; plain galvanized, Ft. William, No. 9, $5.65; No. 12, $5.85; Winnipeg, No. 9, $6.05; No. 12, $6.25; coil spring, Ft. William, No. 9, $5.70; No. 12, $5.95; Winnipeg, No. 9, $6.10; No. 12, $6.35.

Patented screen in 100-ft. rolls, $3.50 per hundred sq. ft.; in 50-ft. rolls, $3.60 per 100 sq. ft.

WIRE, PLAIN

Bale ties, 14 gauge, single loop, $7.65 Winnipeg; $7.25 Ft. William.

Brass snare wire, per lb., 80c.

WIRE ANNEALED

No. 9, $6.75; 10, $6.80; 12, $6.95; 14, $7.15; 15, $7.25; 16, $7.40 per 100 lbs.

WRENCHES (NUT)—

Agricultural—	Doz.
6 in.	$ 6 00
8 in.	7 20
10 in.	8 40
12 in.	10 80
15 in.	14 40
Perfect Handle—	
6 in.	13 50
8 in.	16 20
10 in.	18 90
12 in.	24 30
15 in.	32 40
18 in.	43 20

WRENCHES (PIPE)—

Stillson—	Each
6 in.	$1 00
8 in.	1 13
10 in.	1 25
14 in.	1 75
18 in.	2 50
24 in.	3 60
36 in.	6 75
Trimo—	
10 in.	$1 45
14 in.	2 00
18 in.	2 90
24 in.	4 15

Dozen

Always Ready—	Black	N.P.
No. 1	$4 20	$4 50
No. 2	5 75	6 00

WRINGERS

Royal Canadian, $51,90 per doz.; Eze, $56.10 per doz.; Bicycle, $62 per doz.; Ajax, $125.00 doz.

Warm Weather

Means

Paint Weather

Here is your opportunity to increase your business and to secure good and satisfied customers. House-cleaning and renovating have started, so has our Big National Advertising Campaign. Your customers are looking for the Paint that will give them wear, durability, and a beautiful finish, they know

CANADA PAINT

will produce these results and, therefore, want it. Your customers know that if their buildings are painted with Canada Paint they will be protected from the severe Canadian weather

AND

are also looking for the most sanitary finish for inside walls and woodwork. It is only natural that the same high grade and standard is what they want. This is assured if Canada Paint Co.'s

SANITONE

is used. A high-grade oil-paint that dries with a soft, velvety finish for walls, ceilings and wood-work that can be washed and is easily kept clean.

See that your stocks contain a good supply of these products, and you will reap big returns on your investment this spring.

THE CANADA PAINT CO.

LIMITED

Makers of the

Famous Elephant Brand White Lead

572 William Street, Montreal
112 Sutherland Avenue, Winnipeg

Write Us To-day About Our Exclusive Agency Proposition

If interested, tear out this page and keep with letters to be answered.

THE BUYERS' GUIDE

If what you want is not here, write us, and we will tell you where to get it. Let us suggest that you consult also the advertisers' index facing the inside back cover, after having secured advertisers' names from this directory. The information you may desire may be found in the advertising pages. This department is maintained for the benefit and convenience of our readers. The insertion of advertisers' headings is gladly undertaken, but does not become part of any advertising contract.

Abrasives
The Carborundum Co., Niagara Falls, N.Y.
Canadian B. K. Morton Co., Montreal.

Aluminum
British Aluminum Co., Toronto.
Canada Metal Co., Toronto.
A. C. Leslie & Co., Montreal.
Louis McLain Co., Ltd., Winnipeg, Man.

Aluminum Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.
Louis McLain Co., Ltd., Winnipeg, Man.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
Ware Mfg. Co., Oakville, Ont.

Ammunition
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Dominion Cartridge Co., Montreal.
Lewis Bros., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.

Auto Accessories
Adamson Mfg. Co., Hamilton, Ont.
Boston Varnish Co., Everett Station, Boston, Mass.
Canadian Carbon Co., Toronto.
Canada Cycle & Motor Co., Ltd., Weston, Ont.
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Cannon Oiler Co., Keithsburg, Ill.
The Carborundum Co., Niagara Falls, N.Y.
Canada Dry Cells, Ltd., Winnipeg.
Cummings Bros., Flint, Mich.
Cushman Motor Works, Ltd., Winnipeg, Man.
Great West Electric Co., Ltd., Winnipeg, Man.
Geo. W. Griffiths & Son., Stratford, Ont.
Hyslop Bros., Toronto.
C. Kloepper, Limited, Toronto, Ont.
Leeks & Potts, Hamilton, Ont.
Line, Hansen & Kimball Co., Moose Jaw, Sask.
Metal Specialties Mfg. Co., Chicago, Ill.
Frank Mossberg Co., Attleboro, Mass.
McKinnon Chain Co., St. Catharines.
New Era Spring Specialty Co., Grand Rapids, Mich.
North American Hardware Co., Ltd., Montreal, Que.
Northern Electric Co., Ltd., Montreal.
Will B. Lane, Chicago, Ill.
Reeder Weeks Mfg. Co., Hamilton, Ont.
Rock Island Mfg. Co., Chicago, Ill.
C. A. Shaler Co., Waupun, Wis.
Thermoid Rubber Co., Trenton, N.J.
Samuel Trees & Co., Toronto.
Trimont Mfg. Co., Roxbury, Mass.
Wilkinson & Kompass, Hamilton.
Kinzinger, Bruce & Co., Niagara Falls, Ont.
Uneeda Ford Demountable Wheel Co., Toronto.
Vernald Mfg. Co., North East, Pa.

Axes
Thos. Birkett & Son Co., Ltd., Ottawa.
Canada Foundries & Forgings, Brockville.
Can. Warren Axe and Tool Co., St. Catharines.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.

Babbitt Metal
Thos. Birkett & Son Co., Ltd., Ottawa.
Can. B. K. Morton Co., Montreal.
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal.
Hoyt Metal Co., Toronto.
Owl Metal Co., Ltd., Winnipeg.
Lewis Bros., Ltd., Montreal.
Tallman Brass & Metal Co., Hamilton.

Barrel Liners
J. N. Warminton & Co., Montreal, Que.

Basins, China and Enamelled Iron
Empire Mfg. Co., London, Ont.

Batteries, Dry
Canadian National Carbon Co., Toronto.
Canada Dry Cells, Ltd., Winnipeg.
Great West Electric Co., Ltd., Winnipeg, Man.
Canadian General Electric Co., Toronto.
Dominion Battery Co., Ltd., Toronto, Ont.
North American Hardware Co., Ltd., Montreal, Que.
Northern Electric Mfg. Co., Montreal.

Baths, Enamelled and Copper
Canada Metal Co., Toronto.
Empire Mfg. Co., London, Ont.

Bath Room Fixtures
Empire Mfg. Co., London, Ont.
Kinzinger, Bruce & Co., Ltd., Niagara Falls, Ont.
Newell Mfg. Co., Prescott, Ont.

Bends, Brass, Iron and Lead
Empire Mfg. Co., London, Ont.
Jas. Morrison Brass Mfg. Co., Toronto.

Bibbs, Basin and Bath Cocks, Compression
Empire Mfg. Co., London, Ont.
Jas. Morrison Brass Mfg. To., Toronto.
United Brassfounders, Ltd., Manchester, Eng.

Bibbs, Basin and Bath Cocks, Fuller
Empire Mfg. Co., London, Ont.
Jas. Morrison Brass Mfg. To., Toronto.
United Brassfounders, Ltd., Manchester, Eng.

Brass Goods
Stratford Brass Co., Ltd., Stratford, Ont.

Brass Castings and Goods
Booth-Coulter Co., Toronto.
Canada Metal Co., Toronto.
Jas, Cartland & Son, Ltd., Birmingham, Eng.
Empire Mfg. Co., London, Ont.
Jas. Morrison Mfg. Co., Toronto.
Tallman Brass & Metal Co., Hamilton.
The Toronto Lock Mfg. Co., Toronto, Ont.
United Brass Founders, Ltd., Manchester, Eng.
Williams Bros. & Piggott, Ltd., Birmingham, Eng.

Brass, Sheets and Rods
Booth-Coulter Co., Toronto.
Canada Metal Co., Toronto.
Empire Mfg. Co., London, Ont.
A. C. Leslie & Co., Montreal.
Tallman Brass & Metal Co., Hamilton.

Bevels
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Belting, Rubber
Can. Consolidated Rubber Co., Montreal, Que.
Dunlop Tire & Rubber Co., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Belting, Cotton
Dominion Belting Co., Hamilton, Can.

Blacksmiths' Supplies
D. Ackland & Son, Winnipeg.

Blankets, Saddle
Burlington Windsor Blanket Co., Ltd., Toronto.
Galt Robe Co., Galt, Ont.

Bolts and Nuts
Baines & Peckover, Toronto.
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
C. Kloepper, Limited, Toronto, Ont.
Lewis Bros., Ltd., Montreal.
London Bolt & Hinge Works, London, Ont.
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton.
The Toronto Lock Mfg. Co., Toronto, Ont.
Northern Bolt & Screw Co., Owen Sound.
Wilkinson & Kompass, Hamilton.

Boiler Tubes
Baines & Peckover, Toronto.

Boilers, Heating and Range
Empire Mfg. Co., London, Ont.

Bolts, Panic
Wm. Newman & Sons, Birmingham, Eng.

Boxes, Wood
Canadian Wood Products Co., Toronto, Can.

Boot Calks and Tools
Steel Co. of Canada, Ltd., Hamilton.

Boring Bars
Pratt & Whitney Co., Ltd., Dundas.

Box Opening Tools
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Bale Ties
Beauchamp, J. E., Montreal.
Laidlaw Bale Tie Co., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

Bale Tie Buckles
J. N. Warminton & Co., Montreal, Que.

Barbed Wire
Banwell, Hoxie Wire Fence Co., Ltd., Hamilton.

Baskets
Walter Woods & Co., Hamilton.

Barn Door Hangers
Canada Steel Goods Co., Hamilton.
National Mfg. Co., Sterling, Ill.
Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Guelph, Ont.
The Toronto Lock Mfg. Co., Toronto, Ont.

Barrel Stands
Wakyte Mfg. Co., Winnipeg.

Balers, Steel
Climax Baler Co., Hamilton.
Spielmann Agencies, Montreal.

Bit, Braces
Caverhill, Learmont & Co., Montreal.
Russell, Jennings Mfg. Co., Chester, Conn.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Brackets, Shelf
Canada Steel Goods Co., Hamilton.
The Stanley Works, New Britain.
The Toronto Lock Mfg. Co., Toronto, Ont.

Box Strapping
J. E. Beauchamp & Co., Montreal.
The Stanley Works, New Britain, Conn.
J. N. Warminton & Co., Montreal, Que.

Blasting Supplies
Dupont Powder Co., Wilmington, Del.

Building Papers
McArthur & Co., Alex., Montreal, Que.

Butter Molds
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Walter Woods & Co., Hamilton, Can.

Butter Workers
Beatty Bros., Ltd., Fergus, Ont.

Butts and Hinges
Canada Foundries & Forgings, Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Caverhill, Learmont & Co., Montreal.
Chicago Spring Butt Co., Chicago, Ill.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.
The Toronto Lock Mfg. Co., Toronto, Ont.

Burrs
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton.
Parmenter & Bullock, Gananoque.

Bread and Cake Makers
Thos. Davidson Mfg. Co., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.

Breast Drills
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.

Brushes and Brooms
Boeckh Bros. Co., Ltd., Toronto.
Meakins & Sons, Ltd., Hamilton.
Megantic Broom Co., Lake Megantic, Que.
T. S. Simms & Co., Ltd., St. John.
Walter Woods & Co., Hamilton.

Bits, Auger
Caverhill, Learmont & Co., Montreal.
Russell, Jennings Mfg. Co., Chester, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.
Wilkinson & Kompass, Hamilton.
Scythes, Ltd., Toronto.

Bits, Forstner
Progressive Mfg. Co., Torrington, Conn.

Bicycles
A. E. Bregent & Co., Montreal, Que.
Canada Cycle & Motor Co., Toronto.
Hyslop Bros., Ltd., Toronto.
Iver Johnson Arms & Cycle Works, Ltd., Fitchburg, Mass.
Canada Cycle & Motor Co., Ltd., Weston, Ont.

Builders' Hardware
J. Brais & Co., Cleveland, Ohio.
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Canada Steel Goods Co., Hamilton.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
National Hardware Co., Orillia, Ont.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.
Stratford Brass Co., Ltd., Stratford, Ont.
Toronto Lock Mfg. Co., Toronto.

Cabinet Hardware
Stratford Brass Co., Ltd., Stratford, Ont.

Calipers and Dividers
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Cans
A. R. Whittall Can Co., Montreal, Que.

Cans, Gasoline, Oil
Cannon Oiler Co., Keithsburg, Ill.

Canoes
Canadian Canoe Co., Peterboro, Ont.

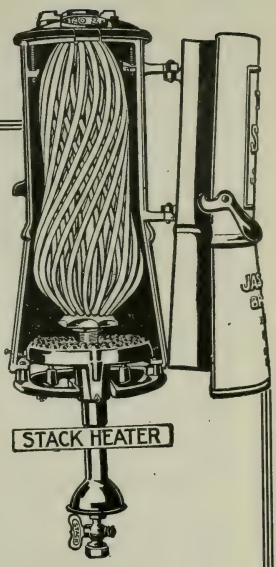
Carriage Hardware
Stratford Brass Co., Ltd., Stratford, Ont.

Cartridges
Dominion Cartridge Co., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co Windsor.

Cash Carriers
Gipe-Hazard Store Service Co., Toronto.

Casters
Faultless Caster Co., Evansville, Ind.
Canada Foundries & Forgings, Ltd., Brockville Ont.
The Toronto Lock Mfg. Co., Toronto, Ont.

FAR IN ADVANCE OF ANY OTHER HEATER



Users of Stack Water Heaters who have used other makes will tell you that the Stack will produce a hot water service which is far in advance of any other tank heater. The reason is so simple and apparent as to be easily missed.

Hot water naturally rises immediately upward—not sideways, but up—straight up.

The Stack is built more nearly to allow this direct, straightway upward movement than any other heater.

Test for yourself the truth of this statement.

Write for booklet.

Easily sold. Big profits.

The James Morrison Brass Mfg. Co., Ltd.

93-97 Adelaide Street West - TORONTO

Buy Now

The copper situation is acute, and we strongly advise stocking up.

Our coppers are made from the finest grade of Lake Superior copper.

Insist on the "B-B" on every copper. Your jobber handles them in all sizes.

Brown-Boggs Co.

LIMITED

HAMILTON, CANADA

If interested, tear out this page and keep with letters to be answered.

THE BUYERS' GUIDE

Carpet Sweepers
Bissell Carpet Sweeper Co., Niagara Falls, Ont.
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Walter Woods & Co., Hamilton.

Chains, Coil, Boom, Hammock, Tether, Dog, Halter, Cow, Breast, Trace, Tire
McKinnon Chain Co., St. Catharines, Ont.
Reeder-Weekes Mfg. Co., Ltd., Hamilton, Ont.

Cable Carriers
Giperhazard Store Service Co., Toronto

Cement, Roofing
Geo. W. Reed & Co., Ltd., Montreal, Que.

Chisels, Cape, Cold, etc.
Brown-Boggs Co., Ltd., Hamilton.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
Buck Bros., Millbury, Mass.
Stanley Rule & Level Co., New Britain, Conn.
National Machinery & Supply Co., Hamilton.
The Toronto Lock Mfg. Co., Toronto, Ont.

Checking Floor Hinges
Chicago Spring Butt Co., Chicago, Ill.
Toronto Lock Mfg. Co., Toronto.

Chemical Closets
Wakyte Mfg. Co., Winnipeg, Man.

Chemical Specialties
Vel-Peek Mfg. Co., Montreal.

Chucks, Tap
Wells Bros. of Canada, Galt.

Churns, Hand and Power
Beatty Bros., Ltd., Fergus.
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Dowswell, Lees Co., Hamilton.
Faultless Caster Co., Evansville, Ind.
Landers, Frary & Clark, New Britain, Conn.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
Reliable Churn Co., Toronto, Can.
Walter Woods & Co., Hamilton.

Clocks
Western Clock Co., La Salle, Ill.

Clothes Racks
Walter Woods & Co., Hamilton.

Clamps
Can. Foundries & Forgings, Ltd., Brockville, Ont

Clippers
American Shearer Mfg. Co., Nashan, N.H.
Chicago Flexible Shaft Co., Chicago, Ill.

Closet Seats
Can. Foundries & Forgings, Ltd., Brockville, Ont

Clothes Dryers
Dowswell, Lees Co., Ltd., Hamilton, Can.

Clothes Sticks
Canadian Woodenware Co., St. Thomas, Ont.

Coffee Percolators and Urns
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Landers, Frary & Clark, New Britain, Conn.

Corrugated Fasteners
J. E. Beauchamp, Montreal.
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

Collar Pads
American Pad & Textile Co., Chatham.

Cotton Gloves
American Pad & Textile Co., Chatham.

Coal Chutes
Toronto Lock Mfg. Co., Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Coal Hods
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

Cobblers' Sets
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Cookers, Steam
Louis McLain Co., Ltd., Winnipeg, Man.

Cookers, Fireless
Royal Fireless Cooker Co., Ottawa, Ont.

Concrete, Reinforcing Steel
Baines & Peckover, Toronto.

Conductor Pipe, Hooks, etc.
Metallic Roofing Co., Toronto and Winnipeg.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Winnipeg Ceiling & Roofing Co., Winnipeg.
Wheeler & Bain, Toronto.
Empire Mfg. Co., London, Ont.

Coping Saws
Thos. Birkett & Son Co., Ltd., Ottawa.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Cordage
Brantford Cordage Co., Brantford, Ont.
Consumers Cordage Co., Montreal.
Plymouth Cordage Co., Toronto.

Cooking Ware
Corning Glass Works, Corning, N.Y.

Crowbars
B. J. Coghlin & Co., Montreal.

Cultivators
J. E. Gilson Mfg. Co., Port Washington, Ill.
C. S. Norcross & Sons, Bushnell, Ill.

Cutlery
Bridgeport Hdwe. Mfg. Co., Bridgeport, Conn.
Geo. Butler & Co., Ltd., Sheffield, Eng.
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
James Hutton & Co., Montreal.
Canadian Wm. A. Rogers, Ltd., Toronto.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
Lewis Bros. Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Wm. Rogers Mfg. Co., Niagara Falls, Ont.
J. Wiss & Sons.

Cutters
Butterfield & Co., Inc., Rock Island, Que.
Trimont Mfg. Co., Roxbury (Boston, Mass.).

Cuspidors
Thos. Davidson Mfg. Co., Ltd., Montreal.

Dairy Pails
Thos. Davidson Mfg. Co., Ltd., Montreal.

Dampers, Stove Pipe
Canada Foundries & Forgings, Brockville.

Dampers, Fire Place
Toronto Lock Mfg. Co., Toronto.

Desks, School
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Dies, Stocks, Etc.
Butterfield & Co., Rock Island, Que.
Canadian Fairbanks-Morse Co., Montreal.
Pratt & Whitney Co., Ltd., Dundas, Ont.
Wells Bros. Co. of Canada, Galt.

Dish Washers
Home Helps Sales Co., Montreal.

Display Racks and Stands
Cameron & Cameron, Toronto.
National Mfg. Co., Sterling, Ill.

Doors, Metal
Metallic Roofing Co., Toronto and Winnipeg.

Doors, Screen
Kasement Skrene Dore Co., Toronto.

Door Bolts
Canada Steel Goods Co., Hamilton, Can.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.
Toronto Lock Mfg. Co., Toronto.

Door Checks
Canadian Yale & Towne, St. Catharines.
G. W. Mallory Co., Blenheim, Ont.
Wm. Newman & Sons, Birmingham, Eng.
Toronto Lock Mfg. Co., Toronto.

Door Hangers
Canada Steel Goods Co., Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.
National Mfg. Co., Sterling, Ill.
Toronto Lock Mfg. Co., Toronto.

Door Springs
Jas. Cartland & Son, Ltd., Birmingham, Eng.
G. W. Mallory, Blenheim, Ont.
Wm. Newman & Sons, Birmingham, Eng.
The Toronto Lock Mfg. Co., Toronto, Ont.

Door Pulls
Stratford Brass Co., Ltd., Stratford, Ont.

Draining Tools
Canadian Shovel & Tool Co., Hamilton, Can.

Drills, Breast
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.

Drill Chucks
Goodell-Pratt Co., Greenfield, Mass.

Drills, Blacksmiths'
Canada Foundries & Forgings, Brockville.

Drills
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Butterfield & Co., Inc., Rock Island, Que.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.
Wilkinson & Kompass, Hamilton, Ont.

Dry Colors
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
Ottawa Paint Works, Ottawa.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.
Martin-Senour Co., Ltd., Montreal.
McArthur Irwin, Montreal.

Dusters
Channell Chemical Co., Toronto.
Du Pont American Industries, Wilmington, Del.

Dry Cells
Canada Dry Cells, Ltd., Winnipeg.
Canadian National Carbon Co., Toronto.
Canadian H. W. Johns-Manville Co., Toronto.
Canadian General Electric Co., Ltd., Toronto.
Dominion Battery Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Spielmann Agencies, Ltd., Montreal, Que.

Eavetrough
Metallic Roofing Co., Toronto and Winnipeg.
Pedlar People, Limited, Oshawa.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Toronto Lock Mfg. Co., Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Egg Beaters
Louis McLain Co., Ltd., Winnipeg, Man.
Collette Mfg. Co., Collingwood.

Egg Cases
Miller Bros. Co., Ltd., Montreal, Que.
Walter Woods & Co., Hamilton.

Egg Case Fillers
Miller Bros. Co., Ltd., Montreal, Que.

Ejectors and Syphons
Jas. Morrison Brass Mfg. Co., Toronto.

Elbows
Thos. Davidson Mfg. Co., Ltd., Montreal.
Pedlar People, Ltd., Oshawa, Ont.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Electric Bells
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Electric Fans
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.
A. C. Gilbert Co., New Haven, Conn.

Electric Fixtures
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.
Tallman Brass & Metal Co., Hamilton.

Electric Grates
Great West Electric Co., Ltd., Winnipeg, Man.
Toronto Lock Mfg. Co., Toronto.

Electric Materials
A. S. Marten, Ottawa, Ont.

Electric Plates
Louis McLain Co., Ltd., Winnipeg, Man.

Electric Specialties
Benjamin Electric Co., Toronto.
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
Dominion Battery Co., Ltd., Toronto, Ont.
Factory Products Co., Toronto.
A. C. Gilbert Co., New Haven, Conn.
Great West Electric Co., Ltd., Winnipeg, Man.
Interstate Electric Novelty Co., Toronto.
Landers, Frary & Clark, New Britain, Conn.
National Electric Heating Co., Toronto.
North American Hardware Co., Ltd., Montreal, Que.
Northern Electric Co., Ltd., Montreal.
Spielmann Agencies, Ltd., Montreal, Que.

Electrical Toys
A. C. Gilbert Co., New Haven, Conn.

Electro-plating
Toronto Lock Mfg. Co., Toronto.

Enamels
Boston Varnish Co., Everett Station, Boston, Mass.

Enamelled Ware
McClary Mfg. Co., London, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
E. T. Wright Co., Hamilton, Can.

Engines
Cushman Motor Works, Ltd., Winnipeg, Man.

Emery Glass and Papers
John Oakey & Sons, London, Eng.

Eveners
Gregg Mfg. Co., Ltd., Winnipeg, Man.
D. Auckland & Son, Ltd., Winnipeg, Man.

Expansion Tanks
Pease Foundry Co., Ltd., Toronto.

Explosives
Du Pont Powder Co., Wilmington, Del.

Escutcheon Pins
Parmenter & Bullock Co., Ltd., Gananoque, Ont.

Extinguishers, Fire
Booth-Coulter Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man
Northern Electric Co., Montreal.

Fanlight Openers
Jas. Cartland & Son, Ltd., Birmingham, Eng.

Fanning Mills
Cushman Motor Works, Ltd., Winnipeg, Man.

Fasteners, Storm, Sash and Screen
National Mfg. Co., Sterling, Ill.
Stratford Brass Co., Ltd., Stratford, Ont.
The Stanley Works, New Britain, Conn.

Farm Lighting Outfits
Canadian General Electric Co., Ltd., Toronto.
Northern Electric Co., Montreal.

Faucets, Petroleum
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Feed Boxes
Canada Foundries & Forgings, Brockville.
Toronto Lock Mfg. Co., Toronto.

Feed Cookers
Wheeler & Bain, Toronto.
James Bros. Co., Perth.

Felts (Tarred and Carpet)
McArthur & Co., Alex., Montreal, Que.

Fencing and Gates
Banwell-Hoxie Wire Fence Co., Hamilton.
McGregor-Banwell Fence Co., Ltd., Walkerville
Standard Tube & Fence Co., Woodstock.
Steel Co. of Canada, Ltd., Hamilton.

Ferrules, Brass, Iron and Lead
Empire Mfg. Co., London, Ont.

Fibre Ware
E. B. Eddy Co., Hull, Que.

Files
E. C. Atkins Co., Hamilton, Can.
G. & H. Barnett Co., Philadelphia.
Can. B. K. Morton Co., Montreal, Toronto.
Delta File Works, Philadelphia.
Henry Disston & Sons, Ltd., Philadelphia, Pa.
Nicholson File Co., Port Hope, Ont.
Plewes, Ltd., Winnipeg.
Port Hope File Mfg. Co., Port Hope, Ont.
Simonds Canada Saw Co., Montreal.
Wilkinson & Kompass, Hamilton.

Fillers
Boston Varnish Co., Everett Station, Boston, Mass.

Fire Arms
Colts Patent Fire Arms Mfg. Co., Hartford, Conn.
Johnson Iver Arms & Cycle Works, Fitchburg, Mass.

Fire Door Fittings
Taylor-Forbes Co., Guelph, Ont.
Toronto Lock Mfg. Co., Toronto.

Fire Department Supplies
Booth-Coulter Co., Toronto.
Canadian Consolidated Rubber Co., Montreal.
Dunlop Tire & Rubber Co., Toronto, Can.
Gutta Percha & Rubber, Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
Northern Electric Co., Montreal.

A Phenomenal Increase

During the last eighteen months the sales of AutoStrop Safety Razors have increased over

Four Hundred Per Cent.

This is positive proof of the exceptional shaving qualities of the AutoStrop and demonstrates beyond any doubt that it is the leading safety razor.

You Will Appreciate

that this increase was caused by men, both soldiers and civilians, realizing that shaving under such extraordinary conditions, as those of to-day, requires the most perfect razor obtainable.

Entire Battalions Use the AutoStrop

In one instance, a member received an AutoStrop from his wife. The ease and comfort with which he shaved under every condition soon convinced the other boys that it was the only satisfactory razor for active service and every member of that battalion now owns an AutoStrop.

Be Prepared

to cash in on our national advertising by prominently displaying AutoStrop Razors in your windows and thereby link up your store with this advertising which is telling the AutoStrop story to every man in your locality.

Do not allow your assortment of AutoStrops to run down to a point where your sales will be affected. Under the present pressure of business it is impossible to maintain the quick service as heretofore and we ask for your co-operation to the extent of anticipating your wants as far in advance as possible.

Order from your jobber or direct.

AutoStrop Safety Razor Co., Limited

83-87 DUKE STREET **TORONTO**

If interested, tear out this page and keep with letters to be answered.

THE BUYERS' GUIDE

Furnaces
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Merchants Hardware Specialties, Ltd., Calgary, Alta.

Flashlights, Electric
Canadian General Electric Co., Ltd., Toronto
Canadian National Carbon Co., Toronto.
Canada Dry Cells, Ltd., Winnipeg.
Dominion Battery Co., Ltd., Toronto, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
Metal Specialties Mfg. Co., Chicago.
Northern Electric Co., Montreal.
Spielmann Agencies, Montreal.

Flatware
Canadian Wm. A. Rogers, Toronto.
Oneida Community, Ltd., Oneida, N.Y.

Food Choppers
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Merchants Hardware Specialties, Ltd., Calgary, Alta.

Force Cups
Canadian Consolidated Rubber Co., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Funnels
Thos. Davidson Mfg. Co., Ltd., Montreal.

Fixtures, Store
Millbradt Mfg. Co., St. Louis, Mo.

Furnaces
Canada Foundries & Forgings, Brockville.
Enterprise Mfg. Co., Sackville, N.B.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.
Hall Zeyd Foundry Co., Ltd., Hespeler, Ont.
Merchants Hardware Specialties, Ltd., Calgary, Alta.

Fruit Jars
Dominion Glass Co., Ltd., Montreal.
Walter Woods & Co., Hamilton.

Furniture Polish
Canada Paint Co., Montreal.
Sherwin-Williams Co., Montreal.
Channell Chemical Co., Toronto.

Fuse Wire
Canada Metal Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Floor Stands
Jenkins Bros., Ltd., Montreal.

Floor Checks, Single or Double
Chicago Spring Butt Co., Chicago, Ill.
Toronto Lock Mfg. Co., Toronto.

Flint Cloths
John Oakey & Sons, London, Eng.

Galvanized Steel Sheets
Dominion Sheet Metal Co., Ltd., Hamilton.
A. C. Leslie & Co, Montreal
Pedlar People Ltd., Oshawa, Ont.
Wheeler & Bain, Toronto
Winnipeg Ceiling & Roofing Co., Winnipeg.

Garden Cultivators and Weeders
J. E. Gilson Co., Port Washington, Wis.
C. S. Norcross & Sons, Bushnell, Ill.
Erie Iron Works, St. Thomas, Ont.
Eureka Planter Co., Woodstock.

Garage Hardware
Allith Mfg. Co., Hamilton, Can.
Canada Steel Goods Co., Hamilton, Can.
National Mfg. Co., Sterling, Ill.
Richards Wilcox Canadian Co., London, Ont.
The Stanley Works, New Britain, Conn.

Garbage Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.
J. Samuels, Toronto.
Soren Bros., Toronto.

Galvanized Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.

Galvanizing
Thos. Davidson Mfg. Co., Ltd., Montreal.
Toronto Lock Mfg. Co., Toronto.

Galvanized Iron Cornices
Metallic Roofing Co., Toronto and Winnipeg.
Pedlar People Ltd., Oshawa, Ont.

Galvanized Pipe
Canada Metal Co., Ltd., Toronto.

Generators
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Glass Jars
Dominion Glass Co., Ltd., Montreal.

Gas Water Heaters
Empire Mfg. Co., London and Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.

Gasoline
Imperial Oil Co., Toronto.
Prairie City Oil Co., Winnipeg.

Gauges
L. S. Starrett Co., Athol, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Wells Bros. Co. of Canada, Galt.
Canadian Fairbanks-Morse Co., Ltd., Montreal.

Glassware
Leeks & Potts, Hamilton, Ont.

Glass, Window, Plate, Ornamental
Leeks & Potts, Hamilton, Can.
Toronto Plate Glass Importing Co., Toronto.
G. F. Stephens Co., Winnipeg.

Glue, Sheet and Ground
Canada Glue Co., Brantford, Ont.
R. C. Jamieson & Co., Montreal.
A. Ramsay & Son Co., Montreal.

Glass Cutters
Goodell-Pratt Co., Greenfield, Mass.

Glass Benders
Toronto Plate Glass Importing Co., Toronto.

Glaziers' Diamonds
Cushman Motor Works, Ltd., Winnipeg, Man.
A. Ramsay, Son & Co., Montreal, Que.
Sharrett & Newth, London, Eng.
A. Shaw & Son, London, Eng.

Gloves
Hamilton-Carhartt Co., Toronto.

Granaries, Portable, Metallic
Pedlar People Ltd., Oshawa, Ont.
Metallic Roofing Co., Toronto and Winnipeg.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Greases
Prairie City Oil Co., Ltd., Winnipeg, Man.

Grindstones, Hand and Power
American Grinder Mfg. Co., Milwaukee, Wis.
The Carborundum Co., Niagara Falls, N.Y.
Merchants Hardware Specialties, Ltd., Calgary, Alta.

Grindstones
The Carborundum Co., Niagara Falls, N.Y.
Cleveland Stone Co., Cleveland, Ohio.

Grindstone Fixtures
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Grinding Wheels
American Grinder Mfg. Co., Milwaukee, Wis.
The Carborundum Co., Niagara Falls, N.Y.

Guns
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.
Harrington & Richardson Arms Co., Worcester, Mass.
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.

Gunsights
Marble Arms & Mfg. Co., Gladstone, Mich.

Hack Saws
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.
National Machinery & Supply Co., Hamilton.
Victor Saw Works, Ltd., Hamilton, Ont.

Hack Saw Blades
Diamond Saw & Stamping Wks., Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Henry Disston & Sons, Ltd., Toronto.
Victor Saw Works, Ltd., Hamilton, Ont.

Hack Saw Frames
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Henry Disston & Sons, Ltd., Toronto.
Goodell-Pratt Co., Greenfield, Mass.
National Machinery & Supply Co., Hamilton.
L. S. Starrett Co., Athol, Mass.

Hack Saw Machines
Diamond Saw & Stamping Wks., Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Victor Saw Works, Hamilton.

Halters
G. L. Griffith Son, Stratford, Ont.
Johnson Halter Co., Sarnia, Ont.
R. R. Kinnead, Winnipeg, Man.

Hammers
Canada Foundries & Forgings, Brockville.
Stanley Rule & Level Co., New Britain, Conn.

Hammocks
Galt Robe Co., Galt, Ont.

Hand Drills
Goodell-Pratt Co., Greenfield, Mass.

Handles
J. H. Steel Mfg. Co., St. Thomas, Ont.

Hand Pulls
North Bros. Mfg. Co., Philadelphia, Pa.
The Toronto Lock Mfg. Co., Toronto, Ont.

Hangers, Door
Allith Mfg. Co., Hamilton, Can.
Beatty Bros., Ltd., Fergus.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton, Can.
Cushman Motor Work, Ltd., Winnipeg, Man.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
National Machinery & Supply Co., Hamilton.
National Mfg. Co., Sterling Ill.
F. E. Myers & Bro., Ashland, Ohio.
The Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Guelph, Ont.
Toronto Lock Mfg. Co., Toronto.

Hangers, Door and Track
Allith Mfg. Co., Hamilton, Can.
Beatty Bros., Fergus, Ont.
Canada Steel Goods Co., Hamilton.
Cushman Motor Work, Ltd., Winnipeg, Man.
National Mfg. Co., Sterling Ill.
The Toronto Lock Mfg. Co., Toronto, Ont.

Hooks, Hat and Coat
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Hangers, Storm, Sash and Screen
National Mfg. Co., Sterling Ill.
The Stanley Works, New Britain, Conn.

Hand Taps
Wells Bros. Co. of Canada, Galt.

Handscrews
National Machinery & Supply Co., Hamilton.

Harness
Samuel Trees & Co., Toronto.

Hardware Specialties
Belleville Hardware Mfg. Co., Belleville, Ont.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Lyons & Marks, Toronto.
Louis McLain Co., Ltd., Winnipeg, Man.
Metal Specialties Mfg. Co., Chicago, Ill.
National Mfg. Co., Sterling Ill.
North American Hardware Co., Ltd., Montreal, Que.
Stratford Brass Co., Ltd., Stratford, Ont.
Taylor-Forbes Co., Guelph, Ont.
Toronto Lock Mfg. Co., Toronto.

Hardware Fixtures
Duluth Show Case Co., Duluth, Minn.

Hardware Shelving
Duluth Show Case Co., Duluth, Minn.

Hardware Store Fittings
Stratford Brass Co., Ltd., Stratford, Ont.

Hatchets
Canada Foundries & Forgings, Ltd., Brockville, Ont.
Marble Arms & Mfg. Co., Gladstone, Mich.

Hasps
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton.
National Mfg. Co., Sterling Ill.

Headlights, Auto
Canadian Lamp & Stamping Co., Ford, Ont.
North American Hardware Co., Ltd., Montreal, Que.

Heaters
Beauchamp, J. E., Montreal.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.

Hinges, Strap and Tee
Canada Steel Goods Co., Hamilton, Can.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
National Mfg. Co., Sterling, Ill.

Hinges, Adjustable Ball
Toronto Lock Mfg. Co., Toronto.

Hockey Sticks
J. H. Still Mfg. Co., St. Thomas.
St. Mary's Wood Specialty Co., St. Mary's, Ont.

Hoes
Ward & Payne, Sheffield, Eng.

Hoists
Manitoba Bridge & Iron Works, Ltd., Winnipeg.

Hones
American Hone Co., Winnipeg, Man.

Horse Singers
Collins Mfg. Co., Toronto.

Hones, Razor
The Carborundum Co., Niagara Falls, N.Y.

Horse Covers, Rubber
Canadian Consolidated Rubber Co., Montreal.

Horse Nails
C. Kloepper, Limited, Toronto, Ont.

Horse Shoes
D. Ackland & Son, Winnipeg.
C. Kloepper, Limited, Toronto, Ont.
Steel Co. of Canada, Ltd., Hamilton.
Wilkinson & Kompass, Hamilton.

Hose, Fittings and Supplies
Canadian Consolidated Rubber Co., Montreal.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Empire Mfg. Co., London, Ont.
Lewis Bros., Ltd., Montreal.
Jas. Morrison Brass Mfg. Co., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Hollow Ware
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Ice Scrapers
James Bros. Co., Perth, Ont.

Ice Cream Freezers
Wm. Crane & Sons Co., Ltd., Newmarket, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.

Implement Repairs
D. Ackland & Son, Ltd., Winnipeg.

Incubators
Collins Mfg. Co., Toronto.
Cushman Motor Works, Ltd., Winnipeg, Man.

Indicators, Speed
H. Disston & Son, Ltd., Toronto.
L. S. Starrett Co., Athol, Mass.

Injectors, Automatic
Jas. Morrison Brass Mfg. Co., Toronto.

Instruments of Precision
L. S. Starrett Co., Athol, Mass.

Iron Enamels
Boston Varnish Co., Everett Station, Boston, Mass.

Iron Boards
J. E. Beauchamp & Co., Montreal.

Iron, Corrugated
Baines & Peckover, Toronto.
Canada Metal Co., Toronto.
Metallic Roofing Co., Toronto and Winnipeg.

Iron Handles
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Iron and Steel Bars
Baines & Peckover, Toronto.
Thos. Birkett & Son Co., Ltd., Ottawa.
Can. Rolling Mills Co., Ltd., Montreal, Que.
Caverhill, Learmont & Co., Montreal.
Dominion Iron & Steel Co., Sydney, N.S.
A. C. Leslie & Co., Ltd., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
Lewis Bros., Ltd., Montreal.
London Rolling Mills, London, Ont.
Manitoba Bridge & Iron Works, Winnipeg, Man.
Nova Scotia Steel Co., New Glasgow, N.S.
Toronto Lock Mfg. Co., Toronto.

Iron and Steel, Structural
Baines & Peckover, Toronto.

Irons
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Irons, Gas and Gasoline
Merchants Hardware Specialties, Ltd., Calgary, Alta.
National Stamping & Electric Works, Chicago.
Royal Iron Mfg. Co., Big Prairie, Ohio.

Here's a Line That Spells Sales

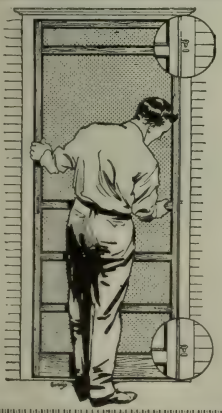
Reed's Plastic Asphalt Roof Cement should find a ready sale just now when weather permits of outside repairs. Leaky roofs that started during the hard winter can now be quickly and permanently repaired, no matter whether of slate, metal, shingle or composition.

This means sales for the dealer—sales without effort, too. All you need do is place this line in a prominent place. It will be its own salesman.

Order from your jobber.

GEO. W. REED & CO., Ltd.
Manufacturers
MONTREAL

FREE—A "movie" slide, beautifully colored, with your name, or an electro, such as shown below, or both, to every dealer handling "Kasement" Screen Doors.



Hanging Screen Doors has always been a nuisance

But it's easy to hang a KASEMENT DOOR

Come in and let us show you this new door. It is guaranteed not to sag or warp, and costs very little more than the ordinary door.

Dealer's Name Here

KASEMENT SKRENE DORE CO., 183 Church Street, TORONTO

WESTERN JOBBERS:
The J. H. Ashdown Hardware Co., Limited, Winnipeg
Morrison-Blackwood Hardware, Limited, Moose Jaw, Sask.

EASTERN JOBBERS:
Sumner Co., Moncton, N.B.
Thompson & Sutherland, Limited, Sydney, N.S.

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THE BUYERS' GUIDE

Jack Planes
National Machinery & Supply Co., Hamilton.
Jack Screws
Canada Foundries & Forgings, Brockville, Ont.
Japans
Boston Varnish Co., Everett Station, Boston, Mass.
Kettles
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Keyhole Saws
Bridgeport Hardware Co., Bridgeport, Conn.
Kitchen Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.
Kitchen Ware, Transparent
Corning Glass Works, Corning, N.Y.
Knife Sharpeners
J. E. Beauchamp & Co., Montreal.
Knives, Pocket and Table
Geo. Butler & Co., Ltd., Sheffield, Eng.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
James Hutton & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
Knives, Sportsmen's
Marble Arms & Mfg. Co., Gladstone, Mich.
Knives, Putty
Bridgeport Hardware Co., Bridgeport, Conn.
Ladders, Step, Extention, Stors, etc.
Beatty Bros., Ltd., Fergus, Ont.
John Calender Mfg. Co., St. Paul, Minn.
Milbradt Mfg. Co., St. Louis, Mo.
Evan L. Reed Mfg. Co., Sterling, Ill.
Lath, Metallic
Baines & Peckover, Toronto.
Metallic Roofing Co., Toronto and Winnipeg.
Lamps, Nitrogen and Tungsten
Bastes Jackson Co., Toronto.
The Canadian Laco-Philips Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Charton & Taylor, Toronto.
North American Hardware Co., Ltd., Montreal, Que.
Lamp Black
L. Martin Co., New York, N.Y.
A. Ramsay & Son Co., Montreal.
Wilkes-Martin-Wilckes Co., New York.
Lamp Chimneys
Walter Woods & Co., Hamilton.
Lamp Coloring and Frosting
Great West Electric Co., Ltd., Winnipeg, Man.
Spielmann Agencies, Ltd., Montreal.
Lamps, Bicycle and Automhobile
Dominion Battery Co., Ltd., Toronto, Ont.
North American Hardware Co., Ltd., Montreal, Que.
Lamps, Lasterns, Electric, Hand
Canadian General Electric Co., Toronto.
Canadian National Carbon Co., Toronto.
Dominion Battery Co., Toronto.
Interstate Electric Novelty Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Spielmann Agencies, Montreal.
Lamps, Tungsten
Canadian Laco-Philips Co., Toronto.
Canadian Tungstel Lamp Co., Hamilton, Ont.
North American Hardware Co., Ltd., Montreal, Que.
Lamps, Nitrogen
Canadian Laco-Philips Co., Toronto.
Canadian Tungsten Lamp Co., Ltd., Hamilton, Toronto, Montreal, Winnipeg.
Lamps and Lanterns, Gasoline and Kerosene
National Stamping & Electric Works, Chicago, Ill.
North American Hardware Co., Ltd., Montreal, Que.
Powerlight Co., Winnipeg, Man.
Lanterns, Oil
Thos. Davidson Mfg. Co., Montreal.
Ontario Lantern & Lamp Co., Hamilton, Ont.
Schultz Mfg. Co., Hamilton, Can.
E. T. Wright Co., Hamilton, Ont.
Latches
Can. Foundries & Forgings, Ltd., Brockville, Ont.
National Mfg. Co., Sterling, Ill.
Laundry Tubs, Iron, Plate, Cement
Empire Mfg. Co., London, Ont.
Lawn Swings
J. E. Beauchamp & Co., Montreal.
Lawn Mowers
Canada Foundries & Forgings, Ltd., Brockville.
Clipper Lawn Mower Co., Dixon, Ill.
Milbradt Mfg. Co., Sterling, Ill.
Taylor-Forbes Co., Guelph, Ont.
S. P. Townsend & Co., Orange, N.J.
Lead, Black
John Oakey & Sons, London, Eng.
Leather Belting and Soles
Beardmore & Co., Toronto.
Lead, Sheets and Pipe
Canada Metal Co., Toronto.
Empire Mfg. Co., London, Ont.
Hoyt Metal Co., Toronto.
A. C. Leslie & Co., Montreal.
Lead Traps and Bends
Canada Metal Co., Toronto.
Empire Mfg. Co., London and Toronto.
Hoyt Metal Co., Toronto.
Lace Leather
Wm. Taylor, Parry Sound, Ont.
Lead Washers
Canada Metal Co., Ltd., Toronto.
Lens
McKee Glass Co., Buffalo, N.Y.
Stopglare Co., Hamilton, Can.

Levels
H. Disston & Sons, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.
Level Glasses
Stanley Rule & Level Co., New Britain, Conn.
Lines, Wire, Clothes
Walter Woods & Co., Hamilton.
Western Wire & Nail Co., London.
Linoleum Finishes
Boston Varnish Co., Everett Station, Boston, Mass.
Linseed Oil
Brandram-Henderson, Montreal.
Dominion Linseed Oil Co., Baden and Toronto.
R. C. Jamieson & Co., Ltd., Montreal.
Prairie City Oil Co., Winnipeg, Man.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
Lumber Tools
Canadian Warren Axe & Tool Co., St. Catharines, Ont.
Thos. Pink & Co., Pembroke, Ont.
Mantles, Gas
Hamilton Gas Mantle Co., Hamilton, Can.
Marine Brass Work
Empire Mfg. Co., London, Ont.
Matches
E. B. Eddy Co., Hull, Que.
Mauls
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Meat Choppers
Landers, Frary & Clark, New Britain, Conn.
Metal Boxes and Drawers
Cameron & Campbell, Toronto.
Metals, Expanded
Baines & Peckover, Toronto, Ont.
Metals, Expanded, Ingot, Sheet, Tubes, etc.
Atlas Metals & Alloys Co., Montreal.
Baines & Peckover, Toronto.
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
Tallman Brass & Metal Co., Hamilton, Can.
A. C. Leslie & Co., Montreal.
Empire Mfg. Co., London, Ont.
Metallic, Ceilings, Walls, Roofing, Skylights, Siding, Cornices, Ventilators, Valley Windows, Doors, etc.
Metallic Roofing Co., Toronto.
Pedlar People, Oshawa, Ont.
Winnipeg Ceiling & Roofing Co., Winnipeg.
Mica
A. S. Marten, Ottawa, Ont.
Menders, Utensils
Collette Mfg. Co., Collingwood.
H. Nagle Co., Montreal.
Meters
Canadian General Electric Co., Toronto.
Menders, Graniteware, Pot and Pan
North American Hardware Co., Ltd., Montreal, Vol-Peek Mfg. Co., Montreal.
Micrometers
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Milling Cutters
Pratt & Whitney Co., Ltd., Dundas.
Milk Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.
Mirrors
Leeks & Potts, Ltd., Hamilton, Ont.
Toronto Plate Glass Importing Co., Toronto.
Mitre Boxes
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Mitre Box Saws
H. Disston & Sons, Ltd., Toronto.
Molasses Gates
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Mops
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Motor Trucks
Ford Motor Co., Ford Ont.
Motors
Canadian General Electric Co., Ltd., Toronto.
Motor Cycles
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.
Motor Generators
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal.
Nails, Wire
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Colonial Wire Mfg. Co., Ltd., Montreal.
H. S. Howland, Sons & Co., Toronto.
Laidlaw Bale Tie Co., Ltd., Hamilton.
Lewis Bros., Ltd., Montreal.
Steel Co. of Canada, Ltd., Hamilton, Ont.
Parmenter & Bulloch, Gananoque, Ont.
Western Wire & Nail Co., London.
Nail Pullers
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn
Nails, Horse Shoe
Steel Co. of Canada, Ltd., Hamilton, Ont.
Neckyokes
Gregg Mfg. Co., Ltd., Winnipeg, Man.
Oil Cans
Cannon Oiler Co., Keithsburg, Ill.
Oil Cake and Meal
Dominion Linseed Oil Co., Toronto.

Oil, Coal
Imperial Oil Co., Toronto.
Oils, Cylinder
Prairie City Oil Co., Winnipeg, Man.
Oil Hole Covers
Canadian Winkley Co., Windsor.
Oil, Motor, Road, Harness, Neatsfoot, Separator and gas Engine
Prairie City Oil Co., Ltd., Winnipeg, Man.
Oil Stoves
Thos. Davidson Mfg. Co., Ltd., Montreal.
Oil Tanks and Pumps
S. F. Bowser & Co., Inc., Toronto, Can.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Oilers
Cannon Oiler Co., Keithsburg, Ill.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Orange Derinders
J. E. Beauchamp & Co., Montreal.
Ornamental Tile Roofings
Metallic Roofing Co., Toronto and Winnipeg.
Ornaments, Pressed Zinc
Metallic Roofing Co., Toronto and Winnipeg.
Ornamental Fence
Banwell Hoxie Wire Fence Co., Ltd., Hamilton.
McGregor, Banwell Fence Co., Ltd., Walkerville.
Ornamental Gates
McGregor, Banwell Fence Co., Ltd., Walkerville.
Packings
Consumers Cordage Co., Montreal.
Jenkins Bros., Ltd., Montreal.
Scythes, Ltd., Toronto.
Paint, Ready Mixed, Barn, Roof, Flat Wall, Concrete, Floor, Cement, Aluminum, Marine
Brandram-Henderson, Ltd., Montreal.
Canada Paint Co., Montreal.
R. C. Jamieson & Co., Montreal.
Imperial Varnish & Color Co., Toronto.
Lowe Bros, Ltd., Toronto.
Martin-Senour Co., Montreal.
McArthur-Irwin, Ltd.
The Ottawa Paint Works, Ottawa.
A. Ramsay & Son Co., Montreal.
Sanderson, Pearcy Co., Ltd., Toronto.
Standard Paint & Varnish Co., Ltd., Windsor, Ont.
Sherwin-Williams Co., Montreal.
G. F. Stephens Co., Winnipeg.
Benjamin Moore & Co., Toronto.
Paint Brushes
Boeckh Bros., Toronto.
Meakins & Sons, Hamilton.
T. S. Simms & Co., St. John, N.B.
Paint and Varnish Remover
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Martin-Senour Co., Ltd., Montreal.
Sherwin-Williams Co., Montreal.
A. Ramsay & Son Co., Montreal.
Paper Balers
Climax Baler Co., Hamilton.
Spielmann Agencies, Montreal.
Parcel Carriers
Gipe-Hazard Store Service Co., Montreal.
Paris Green
Canada Paint Co., Montreal.
McArthur Irwin, Montreal.
Sherwin-Williams Co., Montreal.
Paper Bags
Walter Woods & Co., Hamilton.
Paper, Wrapping
Walter Woods & Co., Hamilton.
Packing Rubber
Canadian Consolidated Rubber Co., Montreal.
Dunlop Tire & Rubber Co., Toronto.
Gutta Percha & Rubber Co., Ltd., Toronto.
Pails
D. Ackland & Sons, Winnipeg.
Pads for Horses
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto.
Pails
Thos. Davidson Mfg. Co., Ltd., Montreal.
Soren Bros., Toronto.
Pails, Wooden
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Perforated Sheet Metals
B. Greening Wire Co., Ltd., Hamilton.
Percolators, Coffee
Canadian General Eletric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Landers, Frary & Clark, New Britain, Conn.
Northern Electric Co., Ltd., Montreal.
Pick Handles
J. H. Still Mfg. Co., St. Thomas, Ont.
Pickling Machines
Cushman Motor Works, Ltd., Winnipeg, Man.
Pistols
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.
Phosphor Tin and Copper
Canada Metal Co., Ltd., Toronto.
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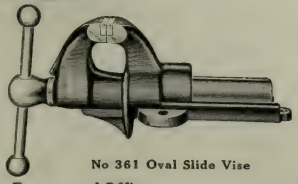

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Nova Scotia Steel Co., New Glasgow, N.S.
Steel Co. of Canada, Ltd., Hamilton

Pins, Escutcheon
Parmenter & Bulloch, Gananoque

Pipe Cutters (Stand)
Trimont Mfg. Co., Roxbury (Boston), Mass.

Pipe Stocks and Dies
Wells Bros. Co., of Canada, Ltd., Galt

Pipe, Black and Galvanized
American Rolling Mills, Middletown, Ohio.
Canada Metal Co., Toronto
Canadian Tube & Iron Co., Ltd., Montreal
Caverhill, Learmont & Co., Montreal.
Empire Mfg. Co., London, Ont.
Steel Co. of Canada, Ltd., Hamilton
Thos. Davidson Mfg. Co., Ltd., Montreal.
Lewis Bros., Ltd., Montreal
Pease Foundry Co., Ltd., Toronto

Pipe, Galvanized, Conductor
Metallic Roofing Co., Toronto and Winnipeg
Pedlar People, Ltd., Oshawa
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg
Winnipeg Steel Granary Co., Winnipeg.

Pipe, Lead
Canada Metal Co., Toronto
Hoyt Metal Co., Toronto

Pipe, Stove
Collins Mfg. Co., Toronto
Soren Bros., Toronto

Pipe, Rain Water Conductor
Canada Metal Co., Toronto
Metallic Roofing Co., Toronto

Pliers, Cutting
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Pliers, Combination
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Goodell-Pratt Co., Greenfield, Mass.

Plowshares
D. Ackland & Son, Winnipeg

Plugs, Rubber
Canadian Consolidated Rubber Co., Montreal

Plumbers' Tools
Empire Mfg. Co., London, Ont.

Planes
Caverhill, Learmont & Co., Montreal
National Machinery & Supply Co., Hamilton.
Stanley Rule & Level Co., New Britain, Conn.

Plates, Plain and Chequererd
Baines & Peckover, Toronto.

Polishes
Buffalo Specialty Co., Buffalo, N.Y.
Channel Chemical Co., Toronto.

Polishing Heads
Goodell-Pratt Co., Greenfield, Mass.

Polishes, Knife
Jno. Oakey & Sons, London, Eng.

Poles, Electric Light
Northern Electric Co., Montreal

Pole Line Material
Canadian General Electric Co., Ltd., Toronto
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal
Pedlar People Ltd., Oshawa
Metallic Roofing Co., Toronto and Winnipeg.

Portable Coal Baskets
Toronto Lock Mfg. Co., Toronto.

Poultry Netting
Thos. Birkett & Son Co., Ltd., Ottawa.
A. C. Leslie & Co., Ltd., Montreal
B. Greening Wire Co., Ltd., Hamilton.

Poultry Leg Bands
Rideau Specialty Co., Smith's Falls, Ont.

Pulls
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Pumps
Beatty Bros., Ltd., Fergus
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Empire Mfg. Co., London, Ont.
R. McDougall Co., Ltd., Galt
F. E. Myers & Bro., Ashland, Ohio.

Pump Oilers
Cannon Oiler Co., Keithsburg, Ill.

Punches, Centre Drive, etc.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.

Punches, Ticket
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

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Brandram-Henderson, Montreal.
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Canada Paint Co., Montreal
Benjamin Moore & Co., Ltd., Toronto
A. Ramsay & Son Co., Montreal
Steel Co. of Canada, Ltd., Hamilton
G. F. Stephens & Co., Winnipeg
Sherwin-Williams Co., Montreal

Pneumatic Tubes
Gipe Hazard Store Service Co., Toronto

Pulleys
Canada Foundries & Forgings, Brockville

Quoits
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Racks, Hay
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Radiators
Empire Mfg. Co., London, Ont.

Radiator Valves
Jenkins Bros., Ltd., Montreal

Railings, Brass
Jas. Morrison Brass Mfg. Co., Toronto
The Toronto Lock Mfg. Co., Toronto, Ont.

Rakes
Doust Specialty Co., Toronto.
Ward & Payne, Sheffield, Eng.

Razors
Auto-Strop Safety Razor Co., Toronto
Geo. Butler & Co., Ltd., She..eld, Eng.
Caverhill, Learmont & Co., Montreal
James Hutton & Co., Montreal
Gillette Safety Razor Co., Ltd., Montreal
Landers, Frary & Clark, New Britain, Conn.
Wilkinson Sword Co., Sheffield, Eng.

Reamers
Pratt & Whitney Co., Ltd., Dundas
Butterfield & Co., Rock Island, Que.

Ratchet Drills
Goodell-Pratt Co., Greenfield, Mass.

Reciprocating Drills
Goodell-Pratt Co., Greenfield, Mass.

Refrigerators
Thos. Davidson Mfg. Co., Ltd., Montreal.
Renfrew Refrigerator Co., Renfrew, Ont.
Soren Bros., Toronto

Refrigerator Hardware
Toronto Lock Mfg. Co., Toronto.

Registers
Barton Netting Co., Ltd., Windsor, Ont.
Canada Foundries & Forgings, Brockville
Enterprise Mfg. Co., Sackville, N.B.
Jas. Stewart Mfg. Co., Woodstock, Ont.

Rifles
Harrington & Richardson Arms Co., Worcester, Mass.

Rivets
Parmenter Bulloch Co., Gananoque, Ont.

Roadlighters
C. A. Shaler Co.

Roofing, Ready
Bird & Son, Hamilton, Can.
Bishopric Wall Board Co., Ltd., Ottawa, Ont.
Thos. Birkett & Son Co., Ltd., Ottawa.
Brantford Roofing Co., Ltd., Brantford, Ont.
Canadian Roofing Co., Ltd., Windsor, Ont.
Standard Paint Co., of Canada, Ltd., Montreal.

Rules
Jas. Chesterman & Co., She..eld, Eng.
Lufkin Rule Co., Windsor, Ont.
L. S. Starrett Co., Athol, Mass.

Saws, Hand and Circular
E. C. Atkins Co., Hamilton, Can.
Henry Disston & Sons, Toronto.
Simonds Canada Saw Co., Montreal.

Scoops
Canadian Shovel & Tool Co., Hamilton, Can.

Screws
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Screw and Bolt Cases
Duluth Show Case Co., Duluth, Minn.

Screw Machines
Stord Brass Co., Ltd., Stratford, Ont.

Shades, Electric
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Sheeting
McArthur & Co., Alex., Montreal, Que.

Sheets, Galvanized and Black
American Rolling Mills, Middleton, Ohio.
Baines & Peckover, Toronto.
A. C. Leslie & Co., Montreal, Que.
Dominion Sheet Metal Co., Hamilton.
M. & L. Samuel Benjamin Co., Toronto.
B. & S. H. Thompson, Montreal, Que.

Shovels
Canadian Shovel & Tool Co., Hamilton, Can.

Show Cases
Duluth Show Case Co., Duluth, Minn.

Silo Lugs
Otterville Mfg. Co., Otterville, Ont.

Sinks
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Empire Mfg. Co., London, Ont.

Silver Plated Ware
Canadian Wm. A. Rogers Co., Toronto.
Oneida Community, Ltd., Niagara Falls, Ont.

Solder
Canada Metal Co., Toronto
Empire Mfg. Co., London and Toronto
Hoyt Metal Co., Toronto
Northern Electric Co., Montreal
Owl Metal Co., Ltd., Winnipeg
Geo. W. Reed, Montreal
Tallman Brass & Metal Co., Hamilton, Ont.

Soldering Paste
Canada Metal Co., Toronto
Great West Electric Co., Ltd., Winnipeg, Man.

Solderall
Thos. Davidson Mfg. Co., Ltd., Montreal.

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Kinzinger Bruce & Co., Niagara Falls, Ont.

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Canadian Shovel & Tool Co., Hamilton, Ont.
Erie Iron Works, St. Thomas, Ont.

Spark Plugs
Canadian Carbon Co., Ltd., Toronto
Canada Cycle & Motor Co., Ltd., Weston, Ont.
Canada Sales Co., Toronto, Can.
Great West Electric Co., Ltd., Winnipeg, Man.
Champion Spark Plug Co., Windsor, Ont.
Dominion Battery Co., Ltd., Toronto, Ont.
Eclipse Mfg. Co., Indianapolis, Ind.
W. T. Evans, 1684 St. Urbain St., Montreal
Hyslop Bros., Toronto
Interstate Electric Novelty Co., Montreal
Northern Electric Co., Ltd., Toronto
Sharp Spark Plug Co., Cleveland, Ohio.

Spiders
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Spoke Shaves
Stanley Rule & Level Co., New Britain, Conn.

Sponge Baskets
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Sprayers
Collins Mfg. Co., Toronto
Thos. Davidson Mfg. Co., Ltd., Montreal.
Eureka Planter Co., Woodstock

Springs
B. J. Coghlin Co., Ltd., Montreal, Que.

Spring Dies
Wells Bros. Co. of Canada, Galt

Stable Fittings
Beatty Bros., Fergus, Ont.
Canada Foundries & Forgings, Brockville.
Toronto Lock Mfg. Co., Toronto.

Store Fixtures
Cameron & Campbell, Toronto.
Milbradt Mfg. Co., Sterling, Ill.
Walker Bin & Store Fixture Co., Kitchener, Ont.

Stoves
Burrow, Stewart & Milne, Hamilton, Can.
Canada Foundries & Forgings, Brockville.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Enterprise Foundry Co., Sackville, N.B.
Findlay Bros., Carleton Place
Gurney Foundry Co., Toronto
Hoosier Stove Co., Marion, Ind.
McClary Mfg. Co., London, Ont.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
Record Foundry & Machine Co., Moncton, N.B.
Jas. Stewart Mfg. Co., Ltd., Woodstock

Stoves, Fireless Cook
Louis McLain Co., Ltd., Winnipeg, Man.

Stoves, Gasoline
National Stamping & Electric Works, Chicago

Stove Lining
Geo. W. Reed, Montreal.

Stove Pipe
Collins Mfg. Co., Toronto
Thos. Davidson Mfg. Co., Ltd., Montreal.

Stretchers, Wire
Banwell Hoxie Wire Fence Co., Ltd., Hamilton
Merchants Hardware Specialties, Ltd., Calgary, Alta.

Steel, Reinforcing
Baines & Peckover, Toronto.
Canadian Rolling Mills Co., Ltd., Montreal
Canadian Tube & Iron Co., Ltd., Montreal
London Rolling Mill Co., London, Ont.
Manitoba Rolling Mills Co., Winnipeg

Steel, Strip
Baines & Peckover, Toronto, Ont.
Dominion Sheet Metal Co., Ltd., Hamilton

Stencils and Ink
Hamilton Stamp & Stencil Co., Hamilton

Steamers and Boilers
Thos. Davidson Mfg. Co., Ltd., Montreal.

Steel Bending Brakes
Steel Bending Brake Works, Chatham

Steel, Mild, Sleigh Shoe, Tire
Baines & Peckover, Toronto, Ont.
Canadian Rolling Mills Co., Ltd., Montreal
Canadian Tube & Iron Co., Ltd., Montreal
London Rolling Mill Co., London, Ont.
Manitoba Rolling Mills Co., Winnipeg
Steel Co. of Canada, Hamilton

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Brandram-Henderson, Montreal
Canada Paint Co., Ltd., Montreal
Dougall Varnish Co., Ltd., Montreal
The Lowe Bros. Co., Toronto
R. C. Jamieson & Co., Ltd., Montreal
Martin-Senour Co., Ltd., Montreal
McArthur-Irwin, Ltd.
Benjamin Moore & Co., Ltd., Toronto
A. Ramsay & Sons Co., Montreal
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Sanderson, Pearcy & Co., Toronto.
Sherwin-Williams Co., Montreal
Standard Paint & Varnish Co., Windsor Ont.
Spielman Agencies Ltd., Montreal
G. F. Stephens & Co., Winnipeg

Staples
Canada Steel Goods Co., Hamilton
Laidlaw Bale-Tie Co., Ltd., Hamilton
National Mfg. Co., Sterling, Ill.
Steel Co. of Canada, Ltd., Hamilton
Western Wire & Nail Co., London

Stays, Friction
Toronto Lock Mfg. Co., Toronto.

Stools
Evan L. Reed Mfg. Co., Sterling, Ill.

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Bishopric Wall Board Co., Ltd., Ottawa, Ont.

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American Pad & Textile Co., Chatham
Burlington Windsor Blanket Co., Toronto.

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Canadian General Electric Co., Ltd., Toronto
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal.

Supply Pipes, Iron and Brass, Bath and Basin
Empire Mfg. Co., London, Ont.

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Dominion Sewing Machine & Phonograph Co., Winnipeg

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Wells Bros. Co. of Canada, Galt, Ont.
Tap Holders
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Tapping Attachments
Pratt & Whitney Co., Dundas, Ont.
Wells Bros. of Canada, Galt
Tapes, Measuring
Caverhill, Learmont & Co., Montreal
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
Lufkin Rule Co., Ltd., Windsor, Ont.
L. S. Starrett Co., Athol, Mass.
Tea Pots and Urns, Tea Ball
Landers, Frary & Clark, New Britain, Conn.
Terne Plates
A. C. Leslie & Co., Ltd., Montreal
Thimbles, Smoke Pipe
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Tiling, Walls and Floor
Barlon Netting Co., Windsor
Tilting, Rubber
Gutta Percha & Rubber Co., Ltd., Toronto.
Tinsmiths' Machinery
Brown, Boggs Co., Hamilton, Ont.
Steel Bending Brake Works, Chatham.
Tire Carriers, Automobile
Kinzinger Bruce & Co., Niagara Falls, Ont.
Tires and Tubes, Automobile
Canadian Consolidated Rubber Co., Montreal.
Dunlop Tire & Rubber Co., Toronto, Can.
Gutta Percha & Rubber Co., Toronto.
McGraw Tire & Rubber Co., East Palestine. O
North American Hardware Co., Ltd., Montreal.
Tools
Buck Bros., Millbury, Mass.
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
E. J. Coghlin & Co. Ltd., Montreal, Que.
Northern Electric Co., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.
Pratt & Whitney, Dundas, Ont.
Ward & Payne, Sheffield, Eng.
Tools, Garden
Eureka Planter Co., Woodstock
Ward & Payne, Sheffield, Eng.
Tools, Harvest
Beatty Bros., Ltd., Fergus, Ont.
F. E. Myers & Bro., Ashland, O.
Toys
American Flyer Mfg. Co., Chicago, Ill.
J. E. Beauchamp & Co., Montreal
A. C. Gilbert Co., New Haven, Conn.
Tools, Blacksmiths'
D. Ackland & Son, Winnipeg.
Tools, Machinists'
L. S. Starrett Co., Athol, Mass.
Goodell-Pratt Co., Greenfield, Mass.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
Tools, Woodworkers'
National Machinery & Supply Co., Hamilton
Towel Bars
Kinzinger Bruce & Co., Niagara Falls, Ont.
Newell Mfg. Co., Prescott, Ont.
Traps, Brass, Iron, Lead
Canada Metal Co., Toronto.
Empire Mfg. Co., London, Ont.
Traps, Game
Oneida Community, Ltd., Niagara Falls, Ont.
Troughs
Beatty Bros., Fergus, Ont.
Trammel Points
Stanley Rule & Level Co., New Britain, Conn.
Trowels
H. Disston & Sons, Toronto
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Ward & Payne, Sheffield, Eng.
Trucks, Warehouse
Canada Foundries & Forgings, Brockville
John Watson Mfg. Co., Ltd., Winnipeg, Man.
Try Squares
Henry Disston & Sons Co., Toronto
Stanley Rule & Level Co., New Britain, Conn.
Truing Devices
Cleveland Stone Co., Cleveland, Ohio
Tungsten Lamps
Canadian Tungsten Lamp Co., Hamilton, Ont.
Canadian Laco-Phillips Co., Toronto
Great West Electric Co., Ltd., Winnipeg, Man
North American Hardware Co., Ltd., Montreal.
Turning Tools
Buck Bros., Millbury, Mass.
Ward & Payne, Sheffield, Eng.
Tubs
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Tumbler Holders
Kinzinger Bruce & Co., Niagara Falls, Ont.
Tubing, Steel
Standard Tube & Fence Co., Woodstock
Twines
Consumers Cordage Co., Montreal
Scythes & Co., Ltd., Toronto.
Walter Woods & Co., Hamilton
Valves, Standard, Globe, Angle and Check
Canadian Fairbanks-Morse Co., Montreal.
Empire Mfg. Co., London, Ont.
Jenkins Bros., Montreal, Que.
Jas. Morrison Brass Mfg. Co., Toronto.
T. McAvity & Sons, Ltd., St. John, N.B.
Penberthy Injector Co., Limited, Windsor, Ont.
United Brass Founders, Ltd., Manchester, Eng.
Valves, Radiator and Air, Iron Body, Composition, Globe, Angle, Check
Canadian Fairbanks-Morse Co., Montreal, Que.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Empire Mfg. Co., London, Ont.
Jenkins Bros. Co., Montreal, Que.
Jas. Morrison Brass Mfg. Co., Toronto.
T. McAvity & Sons, Ltd., St. John, N.B.
Penberthy Injector Co., Limited, Windsor, Ont.
United Brass Founders, Ltd., Manchester, Eng.
Varnishes
Berry Bros., Walkerville
Boston Varnish Co., Everett Station, Boston.
Brandram-Henderson, Montreal
Canada Paint Co., Montreal
Dougall Varnish Co., Ltd., Montreal
McArthur Irwin, Montreal
Martin-Senour Co., Ltd., Montreal
Benjamin Moore & Co., Ltd., Toronto
A. Ramsay & Son, Montreal
R. C. Jamieson & Co., Montreal
Pratt & Lambert, Bridgeburg, Ont.
Sanderson Pearcy & Co. Toronto.
Sherwin-Williams Co., Montreal
G. F. Stephens & Co., Ltd., Winnipeg
Ottawa Paint Works, Ottawa.
Wilkinson & Kompass, Hamilton
Ventilators, Metallic
Metallic Roofing Co., Toronto and Winnipeg
Winnipeg Ceiling & Roofing Co., Winnipeg
Vises
Thos. Birkett & Son Co., Ltd., Ottawa.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal
Goodell-Pratt Co., Greenfield, Mass.
Lewis Bros., Ltd., Montreal
National Machinery & Supply Co., Hamilton
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.
Vulcanizers
Adamson Mfg. Co., Hamilton
Northern Electric Co., Montreal
C. A. Shaler Co., Waupun, Wis.
Wagon Hardware
Gregg Mfg. Co., Ltd., Winnipeg, Man.
Wagons
Woodstock Wagon Mfg. Co., Woodstock, Ont.
WALLBOARD
Bishopric Wall Board Co., Ltd., Ottawa, Ont.
Warmers, Foot
Chicago Flexible Shaft Co., Chicago, Ill.
Washers
C. Kloepfer, Ltd., Toronto
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton
The Toronto Lock Mfg. Co., Toronto, Ont.
Wilkinson & Kompass, Hamilton
Washing Machines, Electric, Hand and Power
Beatty Bros., Fergus, Ont.
Canadian Woodenware Co., St. Thomas, Ont.
J. H. Connor & Son, Ltd., Ottawa
Cushman Motor Works, Ltd., Winnipeg, Man.
Dowswell, Lees & Co., Hamilton.
Great West Electric Co., Ltd., Winnipeg, Man.
Maytag Co., Winnipeg, Man.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
Northern Electric Co., Montreal
Waste, Cotton
Acme Waste Mfg. Co., Toronto.
Scythes & Co., Ltd., Toronto
Wilkinson & Kompass, Hamilton
Wash Boards
Canadian Woodenware Co., St. Thomas, Ont.
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Water Supply Systems
Empire Mfg. Co., London, Ont.
Weather Stripping
Swan Mfg. Co., Winnipeg
Wedges
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canadian Warren Axe & Tool Co., St. Catharines, Ont.
Whitewash Outfits
Collins Mfg. Co., Toronto
Spramotor Co., London, Ont.
Weeders, Garden (hand)
J. E. Gilson Mfg. Co., Port Washington, Wis.
C. S. Norcross & Sons, Bushnell, Ill.
Weights
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Wheels, Well
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Wholesale Hardware
Thos. Birkett & Co., Ottawa, Ont.
Caverhill, Learmont & Co., Montreal
Frothingham & Workman, Montreal
H. S. Howland Sons & Co., Toronto.
Lewis Bros., Ltd., Montreal
Miller-Morse Co., Winnipeg, Man.
Rice, Lewis & Sons, Ltd., Toronto
White's, Ltd., Collingwood, Ont.
White Lead
Brandram-Henderson, Montreal
Canada Paint Co., Ltd., Montreal
Carter White Lead Co., Montreal
Steel Co. of Canada, Ltd., Hamilton
McArthur Irwin, Montreal
Windows, Kalameined
Metallic Roofing Co., Toronto and Winnipeg
Windshields
Leeks & Potts, Hamilton, Ont.
Wire Cloth
B. Greening Wire Cloth Co., Ltd., Hamilton
Wire Cutters
Bridgeport Hardware Co., Bridgeport, Conn.
Northern Electric Co., Montreal
Wire Hoops
Laidlaw Bale-Tie Co., Ltd., Hamilton
Steel Co. of Canada, Ltd., Hamilton
Wire
Canadian Tube & Iron Co., Ltd., Montreal
Caverhill, Learmont & Co., Montreal
B. Greening Wire Cloth Co., Ltd., Hamilton
Laidlaw Bale-Tie Co., Ltd., Hamilton
Lewis Bros., Ltd., Montreal
Northern Electric Co., Montreal
Northern Bolt Screw & Wire Co., Owen Sound
Steel Co. of Canada, Hamilton
Western Wire & Nail Co., London
Wire Mats
B. Greening Wire Cloth Co., Ltd., Hamilton
Wire Rope
Baines & Peckover, Toronto.
Wrapping Paper
McArthur & Co., Alex., Montreal, Que.
Wrenches and Accessories
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Keystone Mfg. Co., Buffalo, N.Y.
L. S. Starratt Co., Athol, Mass.
Trimont Mfg. Co., Roxbury, Mass.
Will B. Lane, Chicago, Ill.
J. H. Williams Co., Brooklyn, N.Y.
Wrenches, Alligator
Bridgeport Hardware Co., Bridgeport, Conn.
Wrenches, Ratchet
L. S. Starrett Co., Athol, Mass.
Spielman Agencies, Montreal
Wrought Nipples
Canadian Tube & Iron Co., Ltd., Montreal
Wrought Couplings
Canadian Tube & Iron Co., Ltd., Montreal
Wringers, Hand and Power
Beatty Bros., Fergus, Ont.
Caverhill, Learmont & Co., Montreal
Dowswell, Lees & Co., Hamilton.
J. H. Connor & Sons, Ltd., Ottawa
Lewis Bros., Ltd., Montreal
Merchants Hardware Specialties, Ltd., Calgary, Alta.
Zinc, Bar
Canada Metal Co., Ltd., Toronto

YOU CAN MAKE MONEY by SAVING MONEY for your Customers

SELL them only what is reliable and what YOU KNOW will give the BEST results for the MONEY. Our reputation is behind all these BRANDS.

BLACK DIAMOND Tarred Felt JOLIETTE and CYCLONE Brands Tarred and Ply Sheathing.

We also sell wrapping papers of all descriptions. All kinds of Sheathing made at our own mills.

ALEX. McARTHUR & COMPANY, LIMITED

82 McGILL STREET, MONTREAL

The Oribo Mfg. Co., Ltd., Winnipeg, is our Sole Selling Agent for the Northwest Provinces.

Sharples is a Standard Investment for the Dealer!

There are so many advantages in a Sharples Suction-feed Separator, over all other separators, that even the most critical buyer is interested.

For example, what more appealing argument could be advanced to a prospective customer than "Sharples will *skim clean at any speed,* saving you many dollars in butterfat." This can be said of no other separator.

Or could there be a more telling point than "Within a year (and generally within less time) your Sharples will pay for itself by saving butterfat *wasted* by ordinary separators when turned *under speed.* Sharples gives you years of efficient, profit-increasing service."

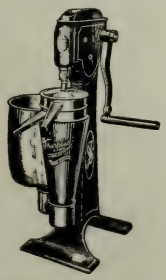
Sharples national advertising is letting your prospects *know* what the Sharples will do that no other separator or method can do.

SHARPLES
SUCTION-FEED CREAM SEPARATOR

—the *only* separator that skims clean at widely varying speeds.
—the *only* separator that skims faster when you turn more quickly.
—the *only* separator that delivers cream of unchanging thickness—all speeds.
—the only separator with just one piece in the bowl—no discs, easiest to clean.
—the *only* separator with knee-low supply tank and a once-a-month oiling system.

This will be a big Sharples year, so don't get caught by late deliveries.

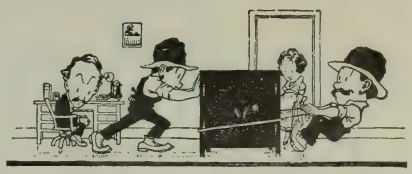
Embargoes, freight congestion, scarcity of raw materials make it increasingly difficult to get goods thru. Wise dealers are taking precaution of ordering early and ordering enough Sharples Separators to meet *abnormal demand.* Nowadays goods delivered are half sold.



If not now handling Sharples ask about the *Extra Bonus Contract.* Write nearest office to-day.

THE SHARPLES SEPARATOR COMPANY
TORONTO, ONT. REGINA, SASK.
The Lounsbury Co., Newcastle, N. B. J. Clark & Son, Fredericton, N. B.
Distributors through all their branches.

DC-13



If every floor could tell its tale
Of gross abuse from mankind frail,
We wouldn't have to poetize
To make you quick to Dougallize.

DOUGALL
VELVET FLOOR VARNISH
"the varnish that lasts longest"

For final coat over DOUGALL TRANSPARENT FLOOR VARNISH.

Gives a semi-gloss finish without the expense of Rubbing.

Makes floors look at their best.

Brings out the charm of the wood and gives it that velvety finish so pleasing to the eye.

Write for our book, "BEAUTIFUL FLOORS AND HOW TO CARE FOR THEM." It tells all about it. It is free for the asking.

Send a postal to-day for our proposition.

THE
Dougall Varnish Company
LIMITED
"the varnish that lasts longest"
MONTREAL CANADA

If interested, tear out this page and keep with letters to be answered.

MARTIN-SENOUR
PAINTS AND VARNISHES

MADE IN CANADA

SOLD ON MERIT

100% PURE QUALITY---EFFICIENT SERVICE
and
ABSOLUTE SATISFACTION

These three headings sum up completely the Martin-Senour Exclusive Agency Proposition.

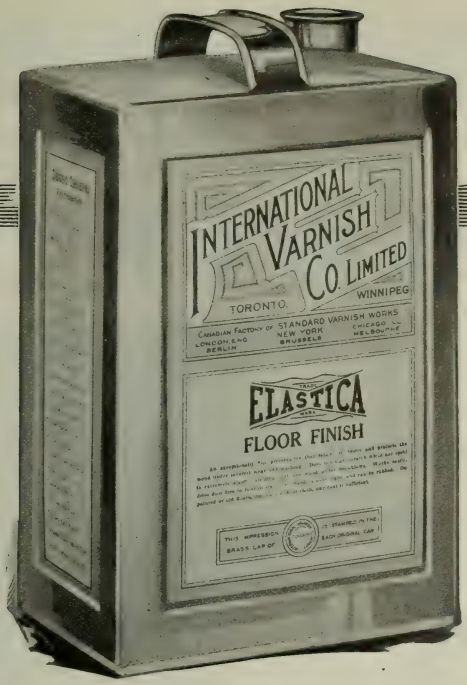
Every can of Martin-Senour paint is full to the brim with quality. Every can is full of merit that means absolute satisfaction to every customer. With every can of 100% Pure Paint sold you provide your customer with 100% Efficiency.

Every Martin-Senour Dealer-Agent is directly benefited by our efficient service. Martin-Senour advertising and sales promotion work is of the strongest possible kind. We do everything in our power to create business for you, because the better your business the larger the demand for our goods.

No better time than now to get details of our profitable proposition. Drop us a line.

The MARTIN-SENOUR Co.
LIMITED
PRODUCERS OF PAINTS AND VARNISHES
WINNIPEG VANCOUVER MONTREAL TORONTO HALIFAX
ASSOCIATED WITH THE INTERNATIONAL VARNISH CO., LIMITED

If interested, tear out this page and keep with letters to be answered.



Always Sell Quality

And to make sure of best results sell INTERNATIONAL Quality.

When a customer asks for Varnish don't be content with handing out something at a cheap price, but sell an International Quality Varnish — one that will make a satisfied customer — one that will bring you in repeat business.

The Four Following High-Grade International Products placed on your shelves will put you in a position to serve your customers with absolute satisfaction. Their trade-winning properties have been proven by years of service.

"ELASTICA"

FLOOR FINISH. An exceptionally fine preservative that retains its lustre and protects the wood under severest wear and washing.

"KLEARTONE"

ACID OR OIL STAINS for finishing new wood. Made in a wide range of effective shades and very easy to apply. Ideal for use on interior woodwork.

"SATINETTE"

The immaculate White Enamel for the very highest grade interior finishing. Equally good for all exterior use. No better white enamel made.

"LAQUERET"

A VARNISH STAIN of exceptionally high quality. For renewing the finish on all articles of furniture or for new work. Good for floors too.

Every International Product is a High Quality Product. The International line of varnishes is most complete, and the dealer who has a well assorted stock of these goods on hand can easily secure the lion's share of the varnish business in his locality.

Write for prices—We invite your correspondence.

INTERNATIONAL VARNISH COMPANY, LIMITED

HALIFAX VANCOUVER TORONTO MONTREAL WINNIPEG

ASSOCIATED WITH THE MARTIN-SENOUR COMPANY, LIMITED

If interested, tear out this page and keep with letters to be answered.

CROWBARS

No. 102-A—CHISEL POINT

We offer you bars made of High Carbon Steel at the same price as you are buying the Mild Steel Bar elsewhere. Send us a trial order.

B. J. COGHLIN CO., LIMITED, Office and Factory: Ontario St. East, MONTREAL

TARRED FELT SPECIFY DOMINION BRAND

J. H. McCOMB, LIMITED Manufacturers of all kinds of Building Paper, Pitch and Coal Tar **MONTREAL**

THE PROGRESSIVE MANUFACTURING CO.
Torrington, Conn., U.S.A.

FORSTNER BITS

bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTER. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability. Made for Brace—made for machine. Packed singly; packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Only through your jobber to-day.

The Peterboro Lock Mfg. Company, Limited
Peterboro, Canada
Established 1885
MANUFACTURERS OF
BUILDERS' HARDWARE
Ship Hardware, Saddlery Hardware, Padlocks, Door Checks, Brass and Iron Castings, Stampings and other Hardware Specialties.

Make Use of Page 129 for all Your "Wants"

HARDWARE AND METAL, 143 University Avenue, Toronto, Ont.

Enclosed find $....., for which insert following advertisement in your "Want" Ad. Page .... times. (For Rates see top of this page.) (Each figure counts as one word)

.....

.....

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.....

.....

Signed .....

Town .....Province .....

If interested, tear out this page and keep with letters to be answered.

Electrical

WHERE POWER IS AVAILABLE

IN nearly every home, whether urban or rural, there is power of some kind available; either electric, gas, gasoline, steam or wind.

The housewives of these homes are all prospective buyers of the "Seafoam" Washer and Wringer, with the exception of those who have already bought the "Seafoam." Even these exceptions are useful to you, because every owner of a "Seafoam" is glad to recommend it.

If you will send us a list of such prospects, we will mail "Seafoam" circulars to them and refer them to you.

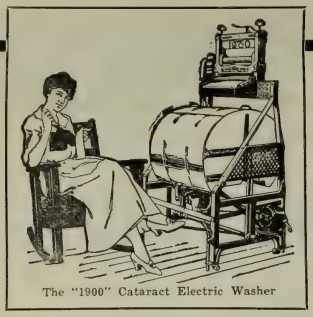
Dowswell, Lees & Co., Ltd.

HAMILTON, CANADA

Eastern Representative: JOHN R. ANDERSON, MONTREAL

Western Representative: HARRY F. MOULDEN & SON, WINNIPEG

If interested, tear out this page and keep with letters to be answered.



The "1900" Cataract Electric Washer

The Washers the Women Want

The articles that are in demand are the profitable ones, from the Hardware Man's standpoint. Those that are hard to sell—the unknown ones—prove less lucrative, in the long run.

It's Profits That You Want

and you can get them from "1900" Washers.

For more than twenty years we have been making and selling nothing but washing machines—the very best that can be made. Our whole attention has been centred on "1900" Washers, on perfecting and developing new models.

With the addition of our two newest and greatest models, the "1900" line is complete.

The "1900" Cataract Electric Washer

These most modern washers, as well as the other "1900" machines—the Gravity, Water Power and Gasoline Motor Washers—are sold everywhere through our extensive advertising, which is the largest publicity campaign conducted for washing machines in Canada. Inquiries in large numbers result from this advertising, and these inquiries are turned over to such "1900" dealers as have proven their worth in their different territories.

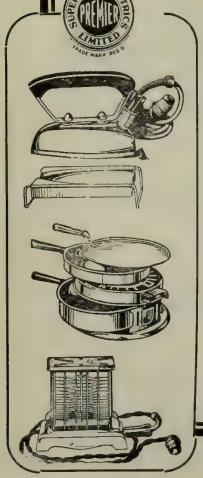
The "1900" Agitator Electric Washer

If there is no one selling "1900" Washers in your territory there is a chance for you. Make use of it by writing to-day to the wholesale Department.

The "1900" Agitator Electric Washer.

THE "1900" WASHER COMPANY
357 Yonge Street Toronto

Quickest Success in the Trade



THE PREMIER dealer organization is filling rapidly. Indeed, no line of electrical appliances ever won such quick response from the trade.

There is sound reason for this.

Every dealer who has looked into the PREMIER proposition sees something better than he has ever been offered before. He gets better appliances, more sturdily built, more handsome in design, easier to sell.

The merit of PREMIER appliances is "all that the name implies"—merit that is establishing the line.

And behind the goods is an organization of men who have grown up with the industry; men who are known throughout the trade as progressive, men who believe in fair dealing, in giving value, in backing up the dealer's faith by live advertising.

Get into the PREMIER organization while there is still room. Don't wait till the other live man in your territory has seized the opportunity first.

Delay brings no profit. Write for facts and figures, and illustrated literature, at once. Tear out this ad. Write now.

SUPERIOR ELECTRICS, Limited
PEMBROKE, ONT.

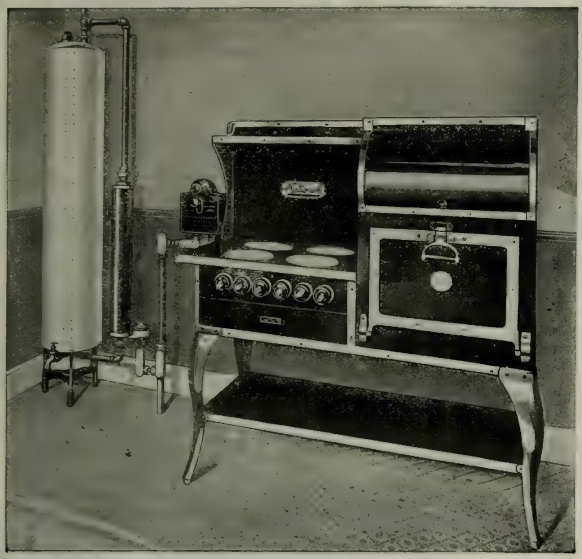
"PREMIER" Electrical Appliances

Brown-Fraser & Co., Ltd.
Vancouver
Distributors for British Columbia

"All that the Name Implies"

Merchants Hardware Specialties, Ltd.
Calgary, Alta.
Distributors for Alberta

Electrical



Now is the time to have a representative stock of

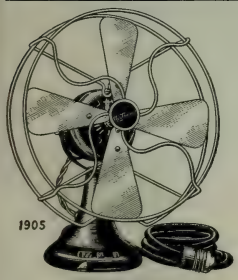
National ELECTRIC

Ranges, Hot Plates and Circulation Water Heaters

The demand is here. Are you meeting it?

Get our dealers' helps.

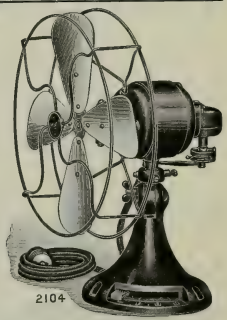
The National Electric Heating Co., Limited
TORONTO



No. 44.
2 Speed, 8 Inch.

Here's Reinforcements Mr. Dealer,

for a Bumper Fan Season!



No. 450
3 Speed, 10 Inch, Oscillating

Just a reminder if you haven't sent us your fan order, Mr. Dealer.

Here's hot weather right upon you and you're sure to lose early sales **unless you're ready for the first enquiry.**

Above are two popular styles of Factory Products Fans which have always been fast sellers, and popular with both dealer and consumer, because—

The profits are right and service to your customers is doubly sure. Order **now** and capture early business.

FACTORY PRODUCTS LIMITED
220 King Street West, TORONTO

MANUFACTURERS SUPPLIES

Firms advertising in this department are particularly interested in supplying requirements of manufacturers, and solicit their inquiries.

Acme Waste Mfg. Co.

LIMITED

Cotton and Wool Waste Manufacturers

482 Wellington Street West, Toronto, Ont.
5 Queen Street, Montreal, Que.

Western Representatives:

P. A. C. McINTYRE & CO.
206 Scott Block, Winnipeg, Man.

Write to any one of these places when in need of waste.

ACME

PATENTED

This is the trade mark to look for in buying your Box Strapping, Corrugated Fasteners, Steel Mats, Running Board Mats, Clasp, Box Corners, Bed Fasteners.

Acme Steel Goods Co. of Canada, Ltd.
MONTREAL

British Columbia, R. G. Bedlington & Co., Vancouver; Alberta and Saskatchewan, Frederic Sara & Co., Calgary; Manitoba, P. D. Macbeth, Winnipeg; Western Ontario, W. J. Grant, Toronto; Toronto City, Lynch & Manley, Toronto; Eastern Ontario, L. E. Adams, Toronto; Montreal City, J. M. Paquin, Montreal; Quebec City, Landry & Simard, Quebec; New Brunswick, St. John Sales Co., St. John; P. E. Island, Jas. D. Offer, Charlottetown; Newfoundland, Walter Clouston, St. John's.

WILKINSON & KOMPASS

TORONTO HAMILTON WINNIPEG

IRON AND STEEL
HEAVY HARDWARE
MILL SUPPLIES
AUTOMOBILE ACCESSORIES
WE SHIP PROMPTLY

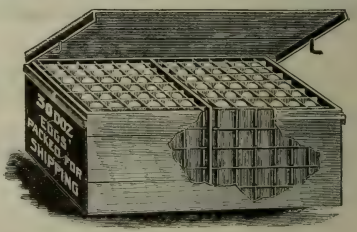
C. KLOEPFER, LIMITED

Edward Halloran, Manager

44-50 Wellington Street East, TORONTO
And at Guelph

IRON and STEEL
HEAVY HARDWARE
AUTOMOBILE ACCESSORIES

THE MILLER BROS. CO., LIMITED



Manufacturers of
White pulp egg case fillers and extra flats in standard and extra large sizes for 12 and 30 dozen egg crates.
20-38 DOWD STREET, - MONTREAL, CANADA

THE BRITISH ALUMINIUM COMPANY, Limited

OF LONDON, ENGLAND

PRODUCERS OF ALUMINIUM IN ALL COMMERCIAL FORMS

CANADIAN HEAD OFFICE:

60 WEST FRONT STREET TORONTO

Eastern Agents: Spielmann Agencies Montreal

Look for the full name

Russell Jennings

stamped on the round of our

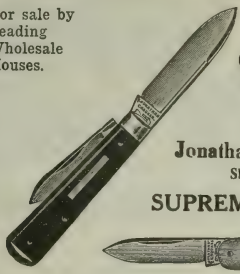
Auger Bits

The original double twist auger bit, patented by Mr. Russell Jennings in 1855

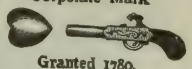
Russell Jennings Mfg. Co.

CHESTER, CONN., U.S.A.

For sale by Leading Wholesale Houses.



Corporate Mark



Granted 1780.

Jonathan Crookes & Son

Sheffield, England

SUPREME CUTLERY

BRANTFORD

The Superior All Round

GLUE

You'll find that Glue sold in packages meets with much favor with the consumer—that's "Brantford" Glue. Very economical. Put up in ¼, ½ and 1 lb. packages. Buy from your jobber.

CANADA GLUE CO., Limited - - Brantford, Ontario.

GERMANTOWN LAMPBLACK

THE L. MARTIN CO.

HEADQUARTERS FOR

LAMPBLACK

IN ENGLAND AND AMERICA

Originators of Eagle, Old Standard, Globe and Pyramid Germantown Brands. Suppliers of Bulk Blacks to the highest class Grinding Trade.

THE L. MARTIN CO.

Montreal, Toronto, Winnipeg, New York, Philadelphia, London, Eng.

JOSEPH RODGERS & SONS

SHEFFIELD, ENG. LIMITED

Avoid imitations of our

CUTLERY

By seeing that the exact mark is on each blade.

SOLE AGENTS FOR CANADA

James Hutton & Company

MONTREAL

Linoleum Binding

Canadian hardware dealers can now secure all styles and widths of linoleum and oilcloth bindings. "Made in Canada" from Canadian metals.

Insist on your jobber supplying Canadian goods or write direct to

BEST WEATHER STRIP CO., LIMITED

HAMILTON, CANADA

ELECTROS

COULD YOU USE THIS?

It is yours, nicely mounted on a wooden block, for 20 cents post paid.

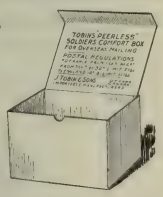
Write for our catalog of over 300 others

Hardware and Metal, 143-153 University Ave., Toronto

Tobin's "Peerless" Soldiers' Comfort Boxes

FOR OVERSEAS MAILING

7 and 11 lb. sizes, made in two sections. Outside cushioned casing and inside reinforced lining. Practically two boxes in one. Tested to 37 lbs. square inch. They sell themselves on show. Dealers write.



J. TOBIN & SONS (Sons on Active Service)

Ottawa, Canada

"Peerless" Overseas Boxes, Sanitary Containers and other Trench Specialties.

TRADE MARKS

Any trade-mark shown on this page, when stamped on an article of hardware, is the manufacturer's personal "O.K.," guaranteeing the quality of the product.

OWL
BABBITT METALS

A composition of pure virgin Metals with unusual wearing qualities. Always specify Owl Brand. Made in the West by

THE OWL METAL CO., LTD.
WINNIPEG, MAN.

NORCROSS
Garden Cultivator-hoes

"Used the World Over"
Send for Catalog
C.S. Norcross & Sons, Bushnell, Ill.

BADGES
Drop a card for prices and particulars.
HAMILTON STAMP & STENCIL WORKS, Ltd.
HAMILTON, ONT.

"Climax" Paper Balers
Turn Waste Paper Into Money
FREE—10 DAYS' TRIAL.

12 sizes.
Made of Steel.
Reduces your fire risk.
Salesmen and Dealers Wanted.
CLIMAX BALER CO.
HAMILTON, ONT.

BLUE LABEL LAMPS
ALWAYS SATISFY
Made by
The Canadian Tungsten Lamp Co., Limited
Hamilton, Canada

STERLING
Hack Saw Blades and Machines
Manufactured by
Diamond Saw & Stamping Works
BUFFALO, N.Y.

FOOD CHOPPERS
Knives and plates made from wrought Swedish steel of finest quality. These choppers may be had tinned all over or enamelled white inside and japanned red outside. Stock carried.
F. W. LAMPLOUGH & CO.
Unity Bldg., Montreal

BATH ROOM FITTINGS
K NIAGARA
KINZINGER, BRUCE & CO., LIMITED
NIAGARA FALLS, CANADA
WHAT WE MAKE WE GUARANTEE
AUTO ACCESSORIES

BEAR BRAND LAMP BLACKS
A Germantown of quality that gets big business
WILCKES, MARTIN, WILCKES CO.
135 WILLIAM ST. NEW YORK

THE CLIPPER
There are three things that destroy your lawn. Dandelions, Buck Plantain and Crab Grass. In one season the Clipper will drive them all out. All dealers should investigate selling possibilities. Drop us a line and we will send circular and prices.

CLIPPER LAWN MOWER CO. Dixon, Ill.

The PARMENTER BULLOCH CO., Ltd.
GANANOQUE, ONT.
Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

Strong, Serviceable Trucks of all Kinds
Stocked for immediate delivery. Rubber-tired if desired. Also platform trucks. Repairs supplied.
John Watson Mfg. Co., Ltd.
Winnipeg

TRADE SAWYER MARK Registered
STITCHED CANVAS BELTS
"THE QUALITY BELT"
PLEWES LIMITED, Distributors, WINNIPEG

ALLEN FLUX
If you want to get better soldering results with less labor and more certainty — send for our circulars.
Bissett & Webb, Ltd.
126 Lombard St.
Winnipeg, Canada

STOVE & ELECTRICAL MICA
Stove mica in assorted sizes for the trade
A. G. MARTIN
234-236 Besserer St.
OTTAWA, ONT.

Wanted

SITUATIONS VACANT

WANTED — HARDWARE SALESMAN TO handle improved line of garden tools as a side line. Box 301, Hardware and Metal.

SITUATIONS WANTED

COMMISSION SALES AGENT CALLING ON Montreal hardware trade, departmental stores, manufacturers, etc., can handle another good line for Montreal and some outside points. Address Box 900, Hardware and Metal, Montreal.

FOR SALE

FOR SALE—HARDWARE BUSINESS ONE of the best assorted stocks of general hardware, paints, etc., in Western Ontario. Owner retiring. G. A. Richardson, Guelph, Ont.

Retail Hardware Business in Windsor, Ontario

OWING to the recent death of the owner the business of The Nelson Hardware Co., Ltd., established in Windsor for over 40 years, enjoying a steady profitable trade and with lease of its splendid location, is for sale. Apply to F. B. Brown, 260 St. James St., Montreal, Que., or E. A. Creary, Medbury Block, Windsor, Ont.

HARDWARE STOCK AND BUSINESS FOR sale in live town of 800. First-class farmers' trade. Hydro just coming in. Apply Box 360, Hardware and Metal.

FOR SALE—BUILDING AND HARDWARE stock in good live Saskatchewan village. Stock on hand about $6,000. Living rooms above Good opportunity and terms for right man. Box 726. Hardware and Metal.

HARDWARE BUSINESS FOR SALE. STOCK about $25,000: right on the main street; buildings 25 x 120, two-story; owner retiring. Apply P.O. Box 275, Sudbury, Ont.

MISCELLANEOUS

A HARDWARE STORE TO BUY OR RENT and a hardware stock to buy in a village or town with a good business connection. All replies strictly confidential. Apply Box 66, St. Chrysostome, P.Q.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Ltd. Supplied by the trade throughout Canada (tf)

ADDING TYPEWRITER WRITE, ADD OR subtract in one operation. Elliott Fisher Limited, Room 314 Stair Building, Toronto.

DOUBLE YOUR FLOOR SPACE—BY INstalling an Otis-Fensom hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor Costs only $70. Write for catalogue "B." Otis-Fensom Elevator Co., Toronto.

GOOD STENOGRAPHERS ARE WHAT EVERY employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

MISCELLANEOUS

FIFTY DOLLARS TIED UP IN OLD FIXtures that you are no longer using would make a lot of money for you if invested in stock and turned over three or four times a year. Get your money out, by selling the fixtures to one of Hardware and Metal's readers who may be looking for exactly what you have to offer.

2 cents

per word for the first insertion is the rate charged for an advertisement on this page. Each figure is counted as a word, and a charge of 5c extra is made when a box number is required.

When more than one insertion is ordered the cost is one cent per word for each subsequent insertion, providing the copy is not changed.

Write your message legibly and state the number of times you wish it to appear.

HARDWARE AND METAL
"Wanted" ads get results.

Help Wanted

An ad for help in the Classified Advertising Section will bring the right kind of replies.

Try It Out.

Hardware and Metal
Classified Advertising Section
143-153 University Ave., Toronto

The INFALLIBLE GLAZIER'S DIAMOND
Just the Tool for Inexperienced Glass Cutters
MADE BY
A. SHAW & SON, London, England.
Hale Brothers, Canadian Agents, 3 St. Nicholas St., MONTREAL

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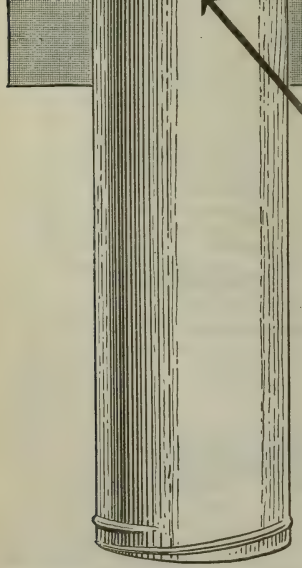


NEW SAFETY STOVE PIPE

The lock that holds

Despite the many new and practical features of the "New Safety Stove Pipe," it can be sold at practically the same price as ordinary stove pipe; in fact, if desired, it can be used with ordinary stove pipe. That's one reason why the pipe appeals so strongly to the hardware trade. There are many other features. Read the following:

No. 1—Costs same as ordinary pipe.
No. 2—Made in 6 and 7-inch sizes.
No. 3—Made of 29 gauge iron.
No. 4—Telescope pipe does away with half lengths.
No. 5—No wiring needed. Can't be pulled apart.
No. 6—Pipe is nested, saving freight rates and storage room in store.
No. 7—Eliminates all danger of pipe falling down; easy to put up; absolutely leak-proof; cannot come apart; locks automatically; good appearance.
No. 8—New patent lock effects saving on each pipe, making a saving of one length in every 12 of ordinary pipe.
No. 9—Can be used any place where ordinary pipe is used, or can be used along with ordinary pipe.
No. 10—Patented in Canada an dthe United States, and "Made in Canada" by Fairgreave & Son, Toronto.

Orders should be booked now for next winter's business.

Patenaude & Berini - Timmins, Ont.

Manufactured by Fairgreave & Sons, Toronto, Ontario.

"HENDRYX"

Parrot Cages

The cage that satisfies both the consumer and dealer at once. The former demands quality, the latter—profits.

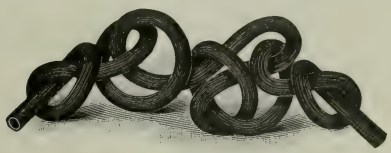
The cups are of tinned iron, non-rusting and indestructible.

Order a stock for May and June—the parrot season.

THE ANDREW B. HENDRYX CO.
New Haven, Conn.

"Multiped"

The Garden Hose That Doesn't Kink



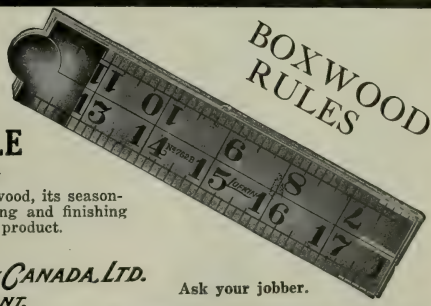
A MOULDED, CORRUGATED HOSE OF EXTRAORDINARY STRENGTH, MADE IN LENGTHS OF ABOUT 500 FEET.

MANUFACTURED SOLELY BY **GUTTA PERCHA & RUBBER, LIMITED**

Toronto, Halifax, Montreal, Ottawa, Fort William, Winnipeg, Regina, Saskatoon, Lethbridge, Calgary, Edmonton, Vancouver, Victoria

LUFKIN

BOXWOOD RULES



RELIABLE
in every way

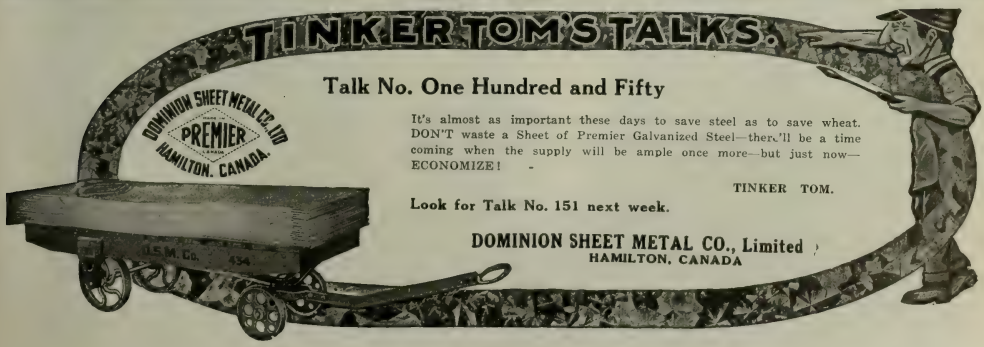
From the selection of the boxwood, its seasoning, the assembling, graduating and finishing of the rule, a uniform and high quality product.
A complete line.

Send for catalogue.

THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.

Ask your jobber.

TINKER TOM'S TALKS.



Talk No. One Hundred and Fifty

It's almost as important these days to save steel as to save wheat. DON'T waste a Sheet of Premier Galvanized Steel—there'll be a time coming when the supply will be ample once more—but just now—ECONOMIZE!

TINKER TOM.

Look for Talk No. 151 next week.

DOMINION SHEET METAL CO., Limited
HAMILTON, CANADA

COMMUNITY PLATE

Modeled Handle KNIVES

An Exclusive COMMUNITY Feature

THE popularity of the new and exclusive Community Modeled Handle Knife has brought an enormous increase in sales. Dealers everywhere find this a winner, both because of its unusual beauty and exceedingly low cost.

The handle of this new knife is moulded from soft steel by our exclusive process—then welded permanently to a crucible steel blade, highly tempered to afford keenness and flexibility. Every curve and delicate outline—even the "feel"—of the most expensive knife—is retained. Yet the cost is comparatively low. For instance: A set of six medium modeled handle knives sells to the consumer for $5.00.

Furnished in Adam, Patrician, Sheraton and Georgian designs.

ONEIDA COMMUNITY
Limited
NIAGARA FALLS, ONTARIO

ADAM Design

PATRICIAN Design

HARDWARE AND METAL

Vol. XXX
No. 22

PUBLISHED EVERY SATURDAY SINCE 1888

THE MACLEAN PUBLISHING COMPANY, LIMITED

PUBLICATION OFFICE: TORONTO, CANADA

June 1
1918

Circulation of Hardware and Metal has been audited by the Audit Bureau of Circulations

RIXSON

GARAGE DOOR HOLDER

The device that stops the slam of the garage door—locks the door automatically and positively—acts as a top bolt if desired.

Have you any idea of the casualties among the automobiles of your town and vicinity caused by the wind slamming the garage door just at the wrong moment, catching a fender, a lamp or a hub?

If you're a motorist you will appreciate the advantages of having your garage door held when it is required. The **Rixson** No. 60 will do it.

No. 60 will hold the door open at about right angle and also at 45 degrees beyond right angle—locks the door automatically and positively by simply removing a screw. Doors so locked cannot be opened from outside.

No. 60 may be applied to right or left-hand doors without mechanical change.

It will act as top bolt as well as a lock, thus saving the inconvenience of having to use an extra bolt. Your enquiry will get our prompt attention.

TORONTO LOCK MFG. COMPANY

Manufacturers of the Famous "Rixson" Door Checks, Checking Floor Hinges, Builders' Cabinets, Refrigerator and Structural Hardware.

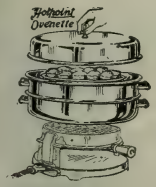
Complete catalog of To-lo-Co. lines sent on request.

Factories: PATTERSON PLACE, TORONTO

ESTABLISHED 1847

The House of the Padlock

Items from the Electrical Dept.



HOTPOINT OVENETTE—MODEL A.

Roasts meats and small game.
Bakes biscuits, pies, cakes, potatoes, etc.

HOTPOINT IRON—MODEL H

An iron with hot point, cool handle and attached stand.

THE "EVEREADY DAYLO"

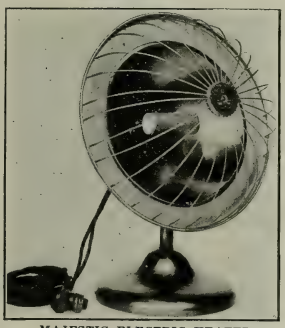
Comes in any style to suit any requirement. We carry a complete range with Columbia Batteries for each.

HOTPOINT VALVELESS PERCOLATOR

Model G, 6 cups, nickeled, fitted with cord and plugs.

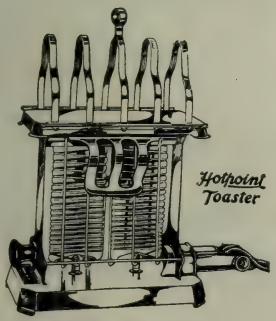
HOTPOINT VALVELESS PERCOLATOR

Model D, 6 cups, nickeled, pot style. Makes an excellent gift.



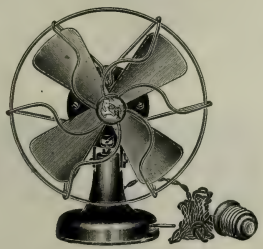
MAJESTIC ELECTRIC HEATER

We carry a full line of these heaters—all styles and sizes. They make much appreciated June wedding gifts.



HOTPOINT TOASTER

Model D—toasts two slices at once, one slice on each side. Fitted with toast rack which sits snugly on top to keep toast warm.



POLAR CUB FAN

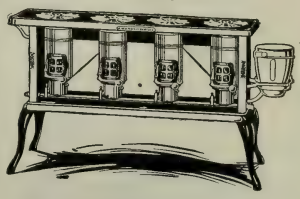
The famous little electric fan which retails at $8.50—a fan which every household can afford.

June—the Month of Weddings

calls forth a hundred and one suggestions for June Wedding Gifts. This year will no doubt see a tendency toward gifts of the really useful sort—gifts electrical, such as those here illustrated—electric irons, toasters, percolators, ovenettes, vacuum cleaners, fans, heaters, etc.

For the country where electricity is not available there will be a big demand for

PERFECTION OIL STOVES AND OVENS



We carry in stock—
Stove Nos. 32, 33 and 34.
Ovens Nos. 21G and 22G.
Cabinet Back Nos. 332, 333 and 334.

Rice Lewis & Son, Limited

VICTORIA ST. - TORONTO

If interested, tear out this page and keep with letters to be answered.

UNIVERSAL Food Savers

No. 1
Food Chopper.

No. 125
Butter Merger

No. 4
Bread Maker

Make food go further and dealers' profits larger.

UNIVERSAL Bread Maker makes better than bakers' bread at less cost. No loss of ingredients. Absolutely sanitary, because hands do not touch the dough.

UNIVERSAL Food Chopper makes left-overs into palatable, nutritious dishes.

The UNIVERSAL method excels all other ways of making coffee because the percolating process is practically completed and all the wholesome, aromatic and invigorating essence of the coffee is extracted before the water boils.

UNIVERSAL Butter Merger makes two pounds of merged butter from one pound of butter and one pint of milk.

Sell UNIVERSAL Food Conservers. We'll back you up powerfully.

Write for Special Window Trim and Sales Helps.

UNIVERSAL

LANDERS, FRARY & CLARK
NEW BRITAIN, CONN.

Canadian Representatives:
A. MacFarlane & Co., Montreal

If interested, tear out this page and keep with letters to be answered.

DOUBLE DUTY

in name and in service

BEST for the merchant to handle

"LEWISITE" Roofing

BEST for the builder to use

Supplied with cement and nails

MADE from pure Wool, Felt and Asphalt, and this is all you pay for.

¶ Many brands sell at much higher prices. None are better and all are lighter in weight.

¶ The weight of Lewisite Roofing is 40, 50 and 60 lbs. per square for 1, 2, 3 ply respectively.

¶ This is 5 lbs. heavier than any other brand of prepared roofing sold in Canada.

¶ It is fire-resisting, as it not only withstands extreme heat but live sparks and burning embers will not ignite it.

¶ Positively contains no tar and will not taint nor injure rain water.

Write us for particulars.

LEWIS BROS.

LIMITED

MONTREAL

If interested, tear out this page and keep with letters to be answered.

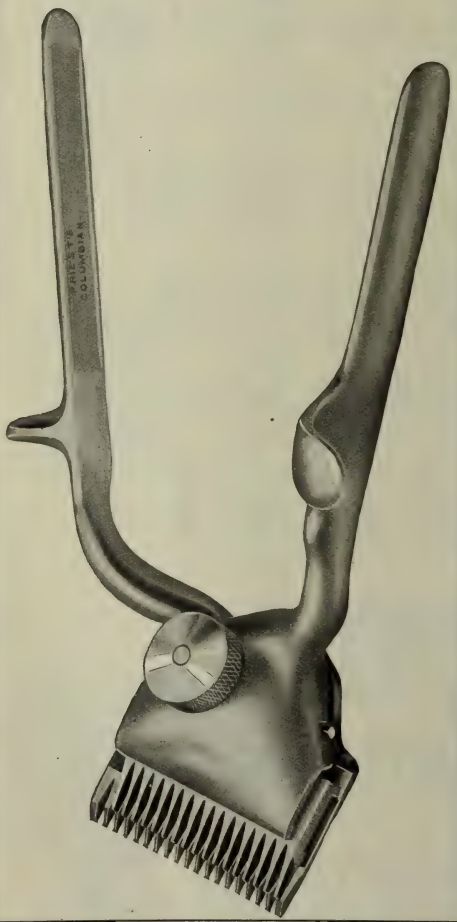
Priest's Toilet Clippers

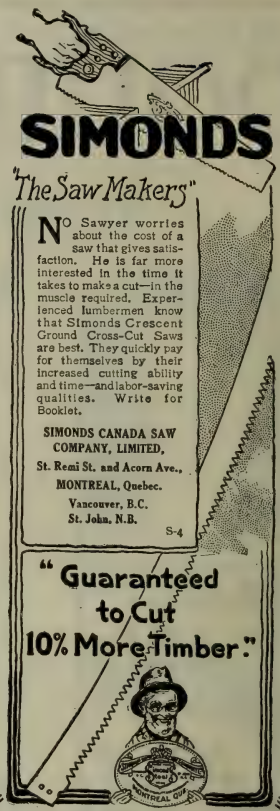
You will make no mistake in getting acquainted with Priest's Toilet Clippers because you can depend upon them to satisfy your customers.

A. MacFarlane & Co.
Montreal, Canada

Wiebusch & Hilger, Ltd.
New York City

Selling Agents





DEPENDABLE SAWS

We are doing a great deal of work along the line of telling your customers just how Dependable Simonds Hand and Cross-Cut Saws are and in every case are urging them to place their orders through the local dealers.

Simonds Canada Saw Co., Ltd.

If interested, tear out this page and keep with letters to be answered.

View outside garage

National No. 801 Garage Door Set

Combining beauty, simplicity and strength

The No. 801 Set is easily attached and once up will swing, latch and lock the heaviest garage doors. The No. 27 Latch that is included in this set is a beauty both in appearance and simplicity and certainty of action, 3 pair 8-inch loose pin, reversible "T" Hinges are supplied that will swing the doors true and give a close-fitting weatherproof job. A No. 5 Heavy Door Pull is provided for inside of door and the locking devices are one No. 820 Chain Bolt for the top and one 830 Foot Bolt for the bottom.

As you can see by the illustrations this set presents a neat, smart appearance—a right, tight job is assured every time they're used.

See pages twenty-eight and nine of our 1918 Catalog. If you haven't a catalog send for one to-day.

View inside garage

National Manufacturing Co.
Sterling, Illinois

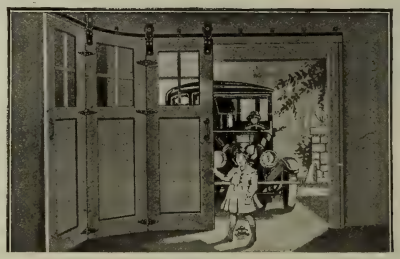
If interested, tear out this page and keep with letters to be answered.

The Hatch Garage Door Outfit

makes hinged doors

Sag Proof, Weather Tight and Open and Close Almost Automatically

Note the single hinged door which allows entrance to the garage without disturbing the other two.



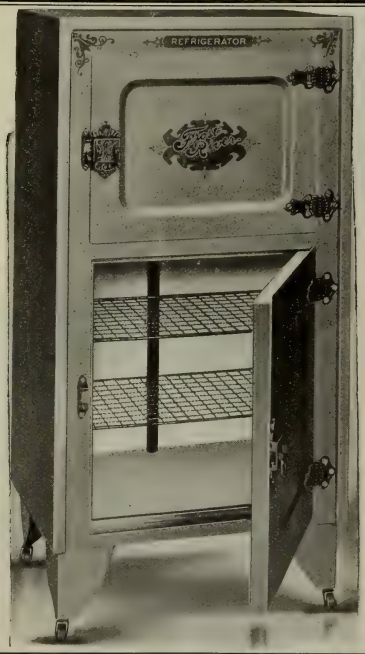
Efficiency, ease of operation and no waste space are outstanding features.

The smooth-gliding, swivel rollers hold the doors in place—take the bind off the hinges and roll the doors around the corner, on the inside of the building to the side wall.

This practical, inexpensive equipment affords a wonderful opportunity to increase sales and profits.

Canada Steel Goods Co., Limited

HAMILTON, CANADA



Davidson's Well Known FROST RIVER

Refrigerator shown herewith

Made entirely of Sheet Steel Galvanized

The exterior is Japanned French Grey, beautifully finished with neatly decorated panels and corner scrolls.

The Food Chamber is coated with white enamel, thoroughly hardened and baked on in an oven of high temperature.

All inside parts are removable for cleaning purposes.

The drip pipe for the waste water has been carried outside the body, and does not run through the Food Chamber—as usual in other refrigerators.

Made in three sizes, the largest with double doors.

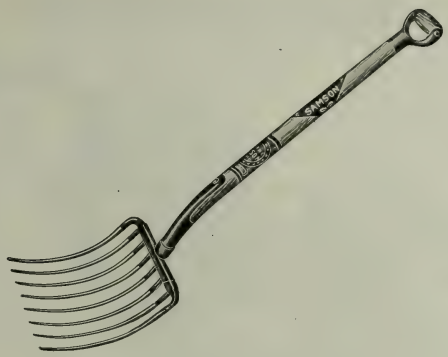
NOW is the time to get your Orders in for these goods and ensure prompt shipment.

The Thos. Davidson Mfg. Co.

LIMITED

Toronto Montreal Winnipeg

If interested, tear out this page and keep with letters to be answered.



Good tools are increasingly difficult to produce; are constantly becoming harder to procure, but

SAMSON

FARM AND GARDEN TOOLS

have not been lowered in standard of quality and excellence.

The materials are still right, the workmanship unsurpassed.

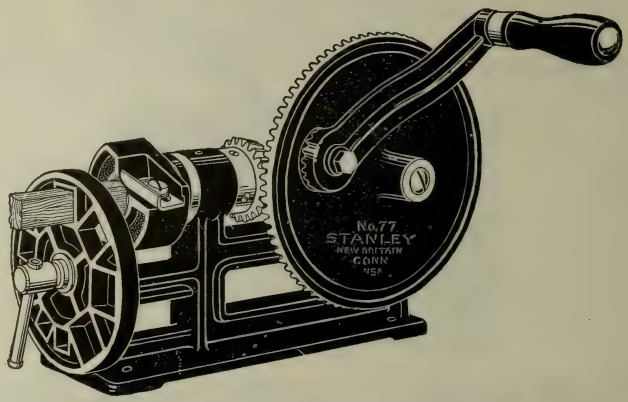
"Samson quality" is too valuable an asset to you and to your customers to be sacrificed.

H. S. HOWLAND, SONS & CO.
LIMITED

WHOLESALE HARDWARE
TORONTO

If interested, tear out this page and keep with letters to be answered.

Stanley Tools



STANLEY
DOWEL AND ROD TURNING MACHINE

No. 77

A tool that will appeal to Carpenters, Cabinet Makers, Pattern Makers, Furniture Manufacturers and especially to Supervisors and Instructors of Industrial Education, in fact to anyone interested in woodworking.

It will not only cut dowels of varying sizes and lengths to perfect dimensions, but with it one can also form rods of practically any length.

Ready made or stock dowels have a tendency to warp and shrink, making them very unsatisfactory to use where a close fit is desired.

With this machine the workman can cut his dowels when he is ready to use them and furthermore of the same material as the wood being worked.

One cutter head complete for making dowels or rods ⅜ inch in diameter is furnished with each machine.

Additional cutter heads with cutters 1-4, 5-16, 7-16, 1-2, 9-16, 5-8, 11-16 and 3-4 inches can be furnished at slight extra cost.

A workman whose tool equipment includes one of these machines and a Stanley Doweling Jig can make doweled joints with surprising quickness and accuracy. The List Price is $8.50.

A Profitable Tool for you to Carry.

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.

If interested, tear out this page and keep with letters to be answered.

If interested, tear out this page and keep with letters to be answered.

Butterfield

Your customers constitute the jury

Though the mechanic is speeded up to increased production these days, yet all his work is subject to rigid inspection.

Especially is this so in drilling steel, etc., which, to pay, must be done with tremendous accuracy and speed.

In using Butterfield's Twist Drills, both employer and employee know that they can be worked to "the limit," and will stand up under heavy usage with minimum of grinding and practically no breakage.

That's why **a heavy demand** always requires most dealers to constantly keep a wide variety of sizes and styles on hand. Suggestion: Is your stock running low?

"Carbon and high speed twist drills, our business."

Butterfield & Co., Inc.

ROCK ISLAND, QUEBEC

THE "W & B" LINE OF SCREW WRENCHES

MADE IN CANADA

The only Pipe Wrenches made EXCLUSIVELY IN CANADA

"W & B" Wood Handle Grips, Length open 6 to 14 inches.

"W & B" STEEL Handle Grips, Length open 10 to 48 inches.

"W & B" SCREW WRENCHES MADE IN CANADA

"Railroad Special" Wrenches

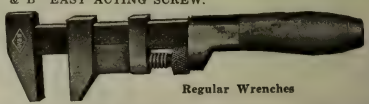
This is the strongest and best HEAVY DUTY Wrench made. Head and Bar Drop Forged in one piece from selected steel. Extra heavy jaws thoroughly case-hardened. Indestructible iron handle. FITTED WITH "W & B" EASY ACTING SCREW.

Adopt this established line as your standard CANADIAN MADE WRENCHES.

Complete information and catalog No. 90 on request.

Machinists' Knife Handle Wrenches

This is the best wrench of its type on the market. With the exception of the difference in the handle it is practically the same as the "Railroad Special" Wrench. FITTED WITH "W & B" EASY ACTING SCREW.



Regular Wrenches

Head and Bar Drop Forged in one piece. FITTED WITH "W & B" EASY ACTING SCREW and thoroughly seasoned handle.

The Whitman & Barnes Manufacturing Company

ST. CATHARINES, ESTABLISHED 64 YEARS ONTARIO

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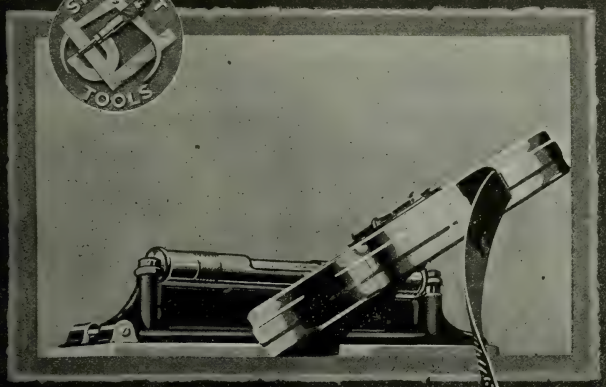


Starrett Tools

ASSURANCE OF ACCURACY

Perfect confidence in the accuracy of a rule, tape or level is vital. Such assurance comes through the name Starrett and the knowledge that every tool bearing that name is warranted.

A wide variety of styles and sizes of tools are described in Catalog No. 21 MA, which is sent free on request.

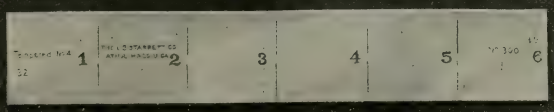
The L. S. Starrett Co.

The World's Greatest Toolmakers

ATHOL, MASS.

NEW YORK LONDON CHICAGO

42-763



If interested, tear out this page and keep with letters to be answered.

Inspection

that really inspects

Every "Famous Five" File that leaves our works is mechanically perfect.

The steel itself is carefully inspected when it comes to us from the mills.

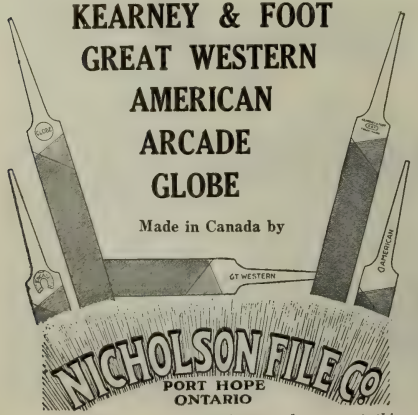
Every file is inspected after each process. Special care is given to the shape of the teeth. After hardening, every file is tested on a piece of hardened steel; and if a file shows the slightest defect, at any stage, it is rejected.

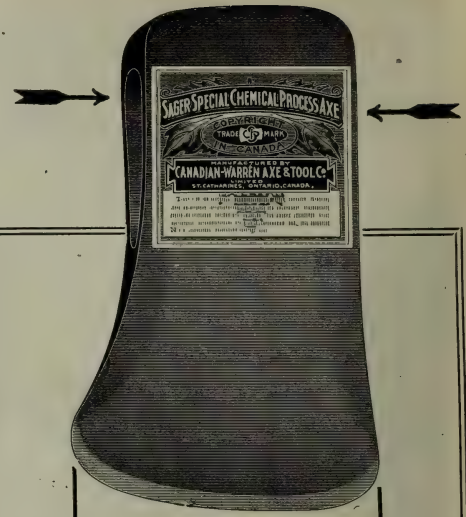
That is why every file is mechanically perfect when it leaves our works.

And that's why it pays you to specify "Famous Five" files when ordering from your jobber.

KEARNEY & FOOT
GREAT WESTERN
AMERICAN
ARCADE
GLOBE

Made in Canada by





WHY NOT BE GUIDED BY THE JUDGMENT OF HUNDREDS OF WELL KNOWN LUMBERMEN, WHO ACKNOWLEDGE THE SUPERIORITY OF

"SAGER AXES"
AND
"SOO LINE"
LOGGING
TOOLS?

GET THE HABIT.
(AND THE PROFIT)

Canadian Warren
Axe & Tool Co.
LIMITED
ST. CATHARINES, ONT.

Soo Line
Logging Tools

If interested, tear out this page and keep with letters to be answered.

"Quality METALLIC First"
SHINGLES SIDING CEILING CORRUGATED IRON TROUGH AND PIPE, ETC. ETC.

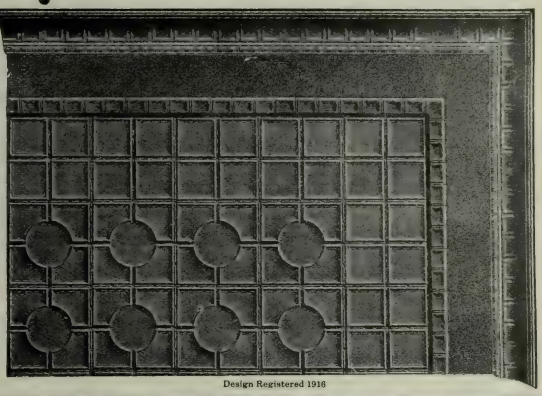
It's one thing to have the goods—

We have *them* alright—but we've got a big, *selling service* behind them too, that works day and night turning prospects into happy customers for our dealers.

"Metallic" plates are modern, beautiful, deeply embossed, re-squared *after* stamping and come in big variety.

Get our catalogue and dealer-service information to-day.

Stock carried by
GEO. W. REED & CO., LTD.
37 St. Antoine Street Montreal



Design Registered 1916

The Metallic Roofing Co., Limited
TORONTO MANUFACTURERS WINNIPEG

ATKINS

Sterling Quality Cross-Cut Saws

The Saw that brings a *higher price*—a *bigger profit*. Their Service makes them worth it.

Sterling quality steel backed by sixty years' experience has produced these popular Saws. Get quotations and resale prices immediately. *Ask for catalog "H.M."*

Made in Canada.

E. C. ATKINS & CO.

Makers of Sterling Saws

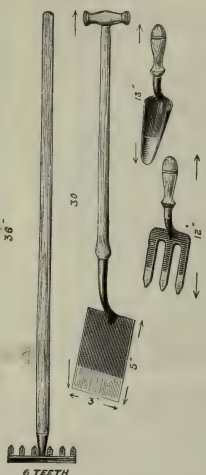
Factory—Hamilton Ont. **Vancouver Branch—109 Powell St.**

If interested, tear out this page and keep with letters to be answered.

Ward & Payne

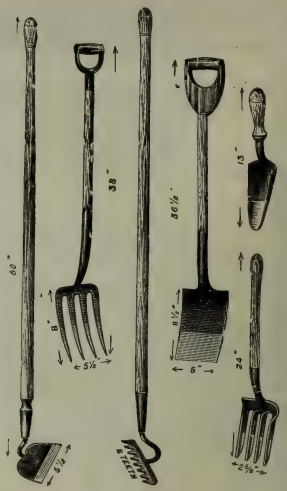
W P

Sheffield



Why sell one tool where you can sell a set?

Many a man who comes into your store to buy a rake, or a hoe, or a spading fork has a present need for other garden tools and can be persuaded to buy a complete set. Point out to him that the cost is not prohibitive, that it is wise to have all his tools of uniform quality, that a complete outfit means better results from less labor, and that he cannot get better tools than are made by Ward & Payne.



Make up your mind to sell sets instead of individual tools wherever possible. You'll be surprised at the amount of extra business it will mean.

Send your inquiries to

ALEXANDER GIBB, St. Nicholas Building, Montreal
SHERMAN F. AINSLIE, Spadina Ave., TORONTO
ANTHONY FERGUSON, LTD., Vancouver, B.C.

OFFICIAL AWARD RIBBON

PANAMA PACIFIC INTERNATIONAL EXPOSITION SAN FRANCISCO 1915

PRESIDENT

PRESIDENT OF THE SUPERVISORY JURY

DIRECTOR OF EXHIBITS

SECTY OF THE INTERNATIONAL AWARD SYSTEM

MEDAL OF HONOR

DEPARTMENT OF MANUFACTURES AND VARIED INDUSTRIES

CHIEF

TRIMO TOOLS

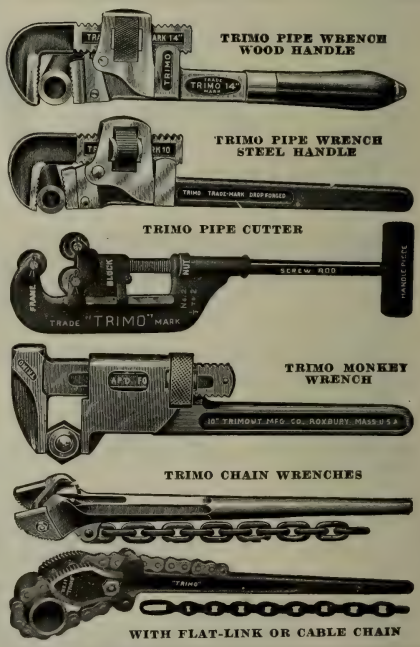
Nut with Nut Guards

BE sure to ask for the Trimo Wrenches, both Pipe and Monkey. They are equipped with Nut Guards that prevent the accidental turning of the adjusting nut in close quarters, and with Steel Frames in the principal size that will not break.

SEND FOR CATALOG NO. 55.

TRIMONT MFG. CO.

55-71 Amory Street
Roxbury, Mass.
U.S.A.



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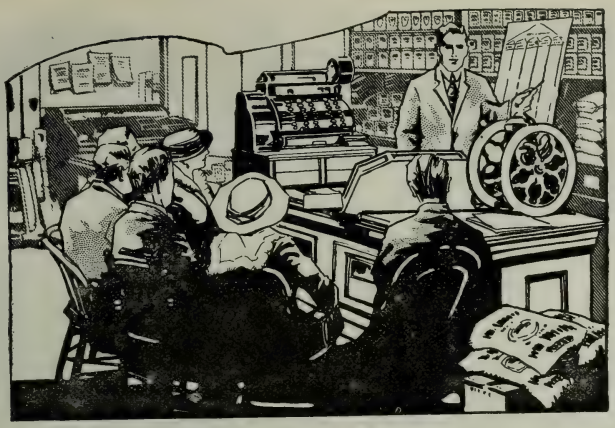


An N. C. R. System will solve your war clerk problems

Canada's merchants are face to face with new and serious problems.

(1) Salespeople are very scarce. To make up for this deficiency it is now necessary for storekeepers to adopt modern methods that will produce better clerks.

(2) Clerk hire is much more costly than formerly. To meet this condition it is necessary for clerks to serve more customers and complete more sales.

(3) Salespeople now to be had are new to the work. They have had little or no training. They are less skillful. They are not as good business producers as they might be. To overcome this handicap the merchant is in urgent need of store methods that will instruct and assist the newcomers to become highly efficient.

The merchant with these problems on his hands owes it to his business, his family and himself to instal an N.C.R. System without delay.

A National Cash Register will give you protection, quick service and economy.

It will enforce accurate, unchangeable records. It will speed up your service so that more sales can be made per clerk. It will stop guesswork and losses. It helps make good salesmen.

A National Cash Register will soon pay for itself out of what it saves

———————*For further information fill out this coupon and mail it to-day*———————

Department No. C.13
The National Cash Register Company of Canada, Limited, Toronto, Ont.

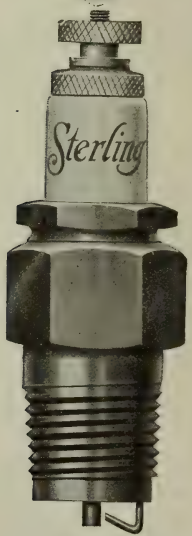
Please give me full particulars about what an N. C. R. System will do for my store.

Name .....Business .....

Address .....

The Dealer Knows!

When the dealer recommends Sterling Spark Plugs he knows he is doing you a service because he knows the value of Sterling Plugs and knows he can personally guarantee their performance. That is worth while.



A size and style for every car

Sterling Spark Plugs

If your car was not originally equipped with separable spark plugs you will replace them eventually. Then put in Sterlings and you will appreciate their distinct advantages. When carbon accumulates wipe the porcelains with a cloth or waste and the plugs will give service equal to new ones. Separated, the porcelains are bare—from top to bottom. No doubt about their being **positively** clean. Sterling Plugs are sold by progressive garages and supply dealers.

Distributors for Canada

THE DOMINION BATTERY COMPANY
LIMITED
736 Dundas Street East - - Toronto, Ontario

Manufactured by
LOCKWOOD-ASH MOTOR CO.
Main St. Jackson, Mich., U.S.A.
(42)

If interested, tear out this page and keep with letters to be answered.

THEY SELL THEMSELVES

START a parade of buyers by making an attractive and representative display of RELIABLE Colored Enameled Metal Tubular SEARCHLIGHTS.

This wonderful selling line will easily create a bigger sales record for you—give you an entirely new idea of how fast flashlights can sell.

Everybody wants a RELIABLE Colored Enameled Metal Tubular Searchlight. Autoists, mechanics, farmers, hunters, campers, fishermen, business men, housewives, boys and girls—they can't resist the attractiveness of this line.

Enameled in four colors—Red, blue, green and brown. But don't get the idea that this line depends for quick selling entirely on the fact that they are colored. On the contrary, the details—such as reflector, contact, lens—are perfect in workmanship and of the highest quality in every particular.

WRITE FOR SAMPLES AND DISCOUNTS

RELIABLE Colored Enameled Metal Tubular Searchlights can be obtained in Canada only from us. They come in standard sizes. Write today for sample line. Look it over and decide for yourself what a rapid selling line it is.

Get our prices on flashlight batteries and RELIABLE Dry Cells.

THE
DOMINION BATTERY COMPANY
Limited
736 Dundas Street East **Toronto**

"Lively and Lasting"

NUMBER TWO

JOHN P. HOLLAND

ON August 12, 1914, two weeks after the outbreak of the European War, John P. Holland, inventor of the submarine, died at his home in Newark, N. J. Holland was born in Ireland in 1842—and at the age of 20 he commenced to concentrate on the submarine idea. He came to America in 1864; and in 1898 completed his first successful submarine at Elizabeth, N. J.

Holland's entire life was dramatic and in a sense, tragic. As a result of his great genius, he will become immortal as the inventor of the most terrible war-machine the world has ever known.

The dominant trait in this wonderful man's character was

CONCENTRATION

As Holland's invention has gained the approval of practically every nation, so has the Victor Hack Saw Blade won the admiration and confidence of mechanics and technicians all over America—and all over the world.

Like Holland, we have concentrated on one thing. For over twelve years we have been experimenting, testing, improving. In practical tests, the Victor Hack Saw has seldom been equalled—and never excelled. It is the result of a large organization of technicians and skilled mechanics concentrating on one idea—which is—to make the most honest and efficient hack saw blade in the world. We do not scatter our energies. We make hack saws for every metal-cutting purpose.

VICTOR SAW WORKS, Ltd.
HAMILTON, CANADA.

Gilbert
Machine Gun For Summer Business

Here's the biggest opportunity you ever had to do a profitable summer business on toys. Boys everywhere want a practical toy with which they can play war. And the Gilbert Machine Gun meets this demand. Your customers are going to want them this summer.

We have improved and perfected it until it represents the best value possible —it is genuine in its realistic uses—and ideal for summer play.

We have planned an advertising campaign in the boys' publications to appear during June and July and have a particularly attractive proposition to offer you in conjunction with it. It is a new idea in Toy marketing and will enable you to make your Toy Department pay you a profit during its usually dull season.

Our representatives are now on the road and will be glad to call on you —or we will give you complete information direct.

Retail Price, Canada, $4.50

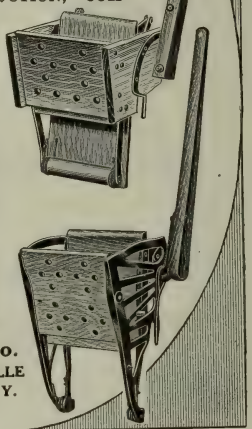
The A. C. Gilbert-Menzies Co.
Limited
439 King St. W., Toronto
Canadian Branch:
The A. C. Gilbert Co., New Haven, Conn.

If interested, tear out this page and keep with letters to be answered.

"White"

MOP WRINGERS

EASE OF OPERATION, THEIR GREAT UTILITY AND THEIR SUBSTANTIAL CONSTRUCTION, COMBINED WITH THEIR PRICE, MAKES THE WHITE MOP WRINGER A RAPID SELLER.



Made of malleable iron and the best of hard woods — Maple or Birch. Fits any kind of pail and wrings the mop thoroughly.

It has more than one use —often used for fruit and vegetable presses and works perfectly. The advent of the White Mop Wringer proved a boon to the housewife—it sells itself and is a good profit-maker.

White Mop Wringer Co.
FULTONVILLE
N.Y.

CANE'S Clothes Pins

NOT
"Just Clothes Pins"

Cane's Star Brand Clothes Pins are better—they cost no more than "just clothes pins"—but there's a difference.

Star Brand are always right in shape, right in length and correct in count. They will not injure the clothes.

Your Jobber will be pleased to supply Star Brand Superior Clothes Pins at no extra cost.

The Wm. CANE & SONS Co., Limited
MANUFACTURERS
Newmarket Ontario

E. Roy,
65½ St. Andre St., Montreal, Que.

C. C. Cartwright,
85 Water St., Winnipeg, Man.

4 Good Reasons ---READ 'EM!

Why you should sell Rolled Thread Bolts and Screws:

BETTER QUALITY—Rolled Thread Bolts can only be made from first quality Basic Open-Hearth Stock.

STRONGER—Actual tests show 13 per cent. greater strength than Cut Thread Bolts.

NO USELESS WEIGHT—Shanks are smaller than threads. No useless weight to pay freight on.

BIG FIRMS ADOPTING THEM—Some of the largest users on the continent will accept nothing else—and they always investigate before acting.

THE NORTHERN BOLT, SCREW AND WIRE COMPANY, LIMITED - OWEN SOUND, ONT.

YOU CAN MAKE MONEY by SAVING MONEY for your Customers

SELL them only what is reliable and what YOU KNOW will give the BEST results for the MONEY. Our reputation is behind all these BRANDS.

BLACK DIAMOND Tarred Felt J&M JOLIETTE and CYCLONE Brands Tarred and Ply Sheathing.

We also sell wrapping papers of all descriptions.

All kinds of Sheathing made at our own mills.

ALEX. McARTHUR & COMPANY, LIMITED

82 McGILL STREET, MONTREAL

The Oribo Mfg. Co., Ltd., Winnipeg, is our Sole Selling Agent for the Northwest Provinces.

Make Money from Good Pumps---Profit

Unless a metal pump is made just right it will leak at joints or valves.

"Aremacdee" pumps do not give dealers who sell them trouble and loss from defective service in "Aremacdee" pumps sold customers.

Pumps for every use—hand or motor—force or lift—every type a dealer can sell.

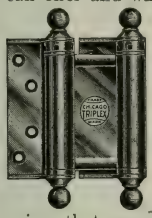
All in the big catalogue. Ask for it—for dealer prices—for dealer terms.

The
R. McDougall Co., LIMITED
GALT, CANADA

TRADE CHICAGO MARK

SPRING HINGES
A SUGGESTION

Have you a stock of Spring Hinges that have distinctive selling features which your salesman can offer and which would make the prospective purchaser buy them and no other?



Chicago "Triplex" Spring Butts

offer this advantage to you. The appearance, durability and finish of this article are unsurpassed, and in consideration of prices that are conservative in respect to value, the up-to-date dealer cannot afford to neglect this profitable business.

Send for Catalogue M. 32. It fully illustrates and describes the most complete line of Spring Hinges manufactured.

Chicago Spring Butt Company,

CHICAGO NEW YORK

"HERCULES" SASH CORD

Has a reputation in the Canadian market, thoroughly established for the last eighteen years.

Compares in quality with the best imported brands, but is considerably lower in price.

Tests made by Strength of Materials Laboratory (University of Toronto) prove our claims as to quality.

All wholesale hardware dealers carry Hercules Sash Cord.

Manufactured in Canada

HARD USAGE
emphasizes the superiority of

P X H
TRADE MARK

Quality Files

They are rugged tools made to stand up under the exacting demands of modern industry.

Fine materials and fine workmanship go into their manufacture.

On the basis of actual performance they are "The Standard of File Efficiency."

Port Hope File Mfg. Co., Ltd.
Port Hope, Ont.
"Ask Your Jobber"

If interested, tear out this page and keep with letters to be answered.

HEADQUARTERS

LAMP BLACKS

The L. Martin Co.

Headquarters for

Germantown LAMPBLACKS

IN

England and America

Originators of Eagle, Old Standard, Globe and Pyramid Germantown Brands.

Suppliers of Bulk Blacks to the highest class Grinding Trade.

The L. Martin Co.

Montreal Toronto
Winnipeg New York
Philadelphia London, Eng.

LAMP BLACKS

L. MARTIN CO
81 FULTON STREET
NEW YORK U.S.A

Manufacturers

OF

WIRE

HEADQUARTERS FOR

Wire Bale Ties

LARGEST CAPACITY AND STOCK IN CANADA

Prompt Shipment

LAIDLAW BALE TIE COMPANY, Limited

HAMILTON, CANADA

Winnipeg Toronto Montreal

London, England

Hardware Dealers

can make "a good thing" out of

BISHOPRIC

STUCCO BOARD

Stucco is the building material of to-day and to-morrow; Bishopric Stucco Board is the best and cheapest background for stucco, cement and plaster.

It makes a house wind and weather-proof —perfectly rigid—with no cracking or crumbling of stucco or cement.

Bishopric Stucco Board takes the place of Sheathing Lumber, Building Paper, Furring Strips and Metal Lathe—saving the cost of these materials, and fully 75% of the time in putting them on.

You can handle it with profit. Write for prices, samples and booklets.

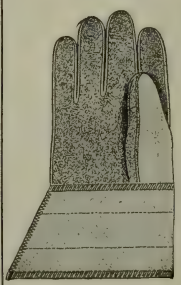
THE

Bishopric Wall Board Co., Ltd.

Ottawa, Canada.

TAPATCO

REGISTERED BRAND TRADE MARK



Cotton Gloves

Selling Better Than Ever

There's more work being done in the gardens of Canada this year than ever before, and every garden worker feels the necessity of cotton work gloves. Sell them "TAPATCO" cotton gloves. They are the most comfortable and serviceable glove made. Good-looking, too.

Many Styles--Many Colors

Made in Band Top, Knit Wrist and Gauntlet Styles, light, medium and heavy weights. Jersey Gloves and Mitts in Oxford, Tan and Slate.

Also Leather and Leatherette Trimmed Gloves.

Put "TAPATCO" Gloves to the front. It will pay you. Big sales and good profits.

The American Pad & Textile Co.

CHATHAM, ONTARIO

If interested, tear out this page and keep with letters to be answered.

Sales Methods Bring Good Trade in Ranges

Dundas Firm Sells Twenty and Have Twenty More in Stock Since October of Last Year—Co-operation From Manufacturers Valuable in Helping Introduce — Purchasers Often Become Best Salespeople.

RALPH & WILSON, hardware merchants of Dundas, Ont., are greatly pleased with the results of their selling campaign on stoves. In October of last year they took on the agency for the FiReCo range which heretofore had not been introduced very extensively in the eastern part of the Dominion. The range had been introduced into the West, and had met with approval there as attested by the number of sales which had resulted. But it was a comparatively new venture to introduce them to Eastern buyers. A new idea was embodied in the construction of the range, and it was not yet manifest how the conservative East would take to it. This Dundas hardware firm was doubtful as to the feasibility of swinging people away from the generally-accepted principle in connection with stove construction. But after a talk with the manufacturer's representative they became convinced that it was a line worth trying. "The salesman representing the manufacturers, the Hall, Zryd Foundry Co., Limited, Hespeler, knew his business well, and had the faculty of being able to close a sale in a difficult situation," said H. E. Wilson. "He succeeded in getting ourselves enthusiastic over the possibilities of the range because of his ability to place the range before us in such a way that its good features were apparent.

Points in Favor of Range

"We of necessity had to become acquainted with the talking features of the FiReCo range in order to become enthusiastic over the qualities. The claim made by the manufacturers was that it was the first real big deviation from the old principle used in ranges in that it was strictly airtight. This point, it was claimed, was accomplished through the use of a patented sand joint. With this principle of a sand joint it was possible to introduce an entirely different flue system which does away entirely with dampers and baffle plates. The absence of dampers is one which can hardly be understood as feasible by the housewife until its workability has been fully demonstrated. But the manufacturers make the claim for the FiReCo range that the scientific principles covered by their patents, effects a saving in fuel of fifty per cent. and greatly reduces the operating labor. Furthermore, the ashes are reduced to about one-third in that complete combustion of the coal is possible.

"There is nothing complicated in the construction of the range, as the operation is controlled by one slide draft. The top of the stove is one solid plate with the exception of two lids over the firebox which are used to get the fuel into the range. Most ordinary ranges have about six removable lids in the top of the stove. The manufacturers, the Hall, Zryd Foundry Co., Hespeler, Ont., claim that much valuable heat is allowed to escape through the cracks around the lids of the average range and so prevents the range from having an airtight heating chamber. One of the outstanding claims made for the FiReCo range by the manufacturers is that it will hold fire overnight with wood, and for ninety hours with coal. That means with coal as fuel a fire can be kept in for almost four days without replenishing.

Demonstration Starts Sale

"When we took on the agency the company sent their representative to our store and we put on a demonstration as to what the FiReCo range would do. That demonstration started a good many people to think about the principle involved, with the result that sales were made shortly afterwards. We have sold quite a number to the farmers of the district. Every range that is introduced we consider a good salesman for other stoves. Neighbors in a farming community are always interested in the purchase of a range by their friends, particularly if that range embodies a new feature or principle. They are naturally sceptical at first but they think for themselves and can be shown. The women folk on the farm are naturally a good advertising medium when a range has been placed which gives satisfaction.

Townspeople Become Boosters

"But the farming community is not the only source from which we drew our trade for this FiReCo range. There was one woman who lives in Dundas and who required a lot of convincing before she became a valuable asset to help us make sales. A FiReCo range had been installed for her and apparently she was not getting the results she had anticipated. She became what is usually referred to as a "knocker." She told her neighbors that she could not get satisfaction out of the range, and it was hurting our sales. She had the faculty of being able to get a hearing among her friends and acquaintances and her line of talk was at first very damaging. We were confident that she had not become acquainted with the method of operation of the FiReCo range and we wrote to the manufacturers asking them to send their representative, who would be able to explain the workings of the stove thoroughly. In the meantime this woman had decided to get in a range modeled along familiar lines.

"When the representative of the Hall, Zryd Fdry. Company arrived he made a thorough examination of the range and proceeded to give the woman proper instructions. It was necessary to use a great deal of tact with this woman for she had already ordered one of the ordinary lines, and it was just hanging in the balance whether or not she would allow the new model to remain in her home after it arrived.

"'I tell you what to do,' stated the manufacturer's representative. 'You let the other range come along. Set it up and try them both out. If our FiReCo range does not give satisfaction when you follow the instructions as we have outlined them, we will take our range out. If it will do what we claim it will do, and you want to dispose of the other range, we will take it out and dispose of it.'

"The result of that situation was seen when some time later the woman ordered the range modeled on the old principle to be removed. Now that woman is one of our enthusiasts, and the result has netted us a number of sales because she talked the stove and its advantages to her neighbors. It was just a case of giving the right instruction to this woman. As soon as she knew how to operate the stove its advantages were manifest immediately. From a positive detriment to our sales she became a real asset and has been the means of our selling a number of stoves in her immediate district.

Playing Fair in Competition

"One of the essentials to secure the confidence of that woman was to play fair in competition with the product of the other manufacturer. The salesman of the FiReCo line advised that the other stove be allowed to come forward and that a fair trial be given of both stoves. This appealed to the sense of fair play in the woman with the result that the FiReCo Range won out. During the first six months we had the agency for this particular range we have made twenty sales. There is a good profit on the line, being in the neighborhood of $20 on each sale. We now have an additional twenty ranges in stock and expect these will find ready sale.

Know Your Goods

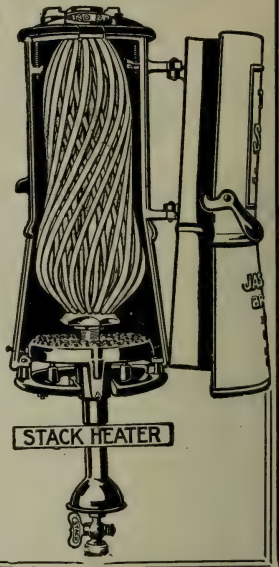
"Our experience in this respect goes to show that the Retail Stove Dealer should know his goods thoroughly, and by having a FiReCo range on his floor in actual operation, he is in a position to prove and demonstrate all his arguments, which are so convincing when the range is seen in actual operation before the prospective customer that there is no difficulty in closing the sale," said Mr. Wilson.

The reason of Stack Superiority is easy to explain

All that is usually necessary in making a Stack Sale is the opening up of a Stack Heater to show the prospect.

The big feature of the Stack Gas Water Heater is the near perpendicular tubes in which the water is heated.

The water in Stack tubes is subjected to intense heat from the time it enters the heater until it is passed out of the coil. Small columns of water will heat much more quickly than a large coil, especially when heated from all sides. That's why it's so easy for the Stack to heat water in one minute. Just open the heater for your next prospect. It won't take so long to show him **why** he's getting the best heater on the market.



James Morrison Brass Mfg. Co., Ltd.
93-97 Adelaide Street West - TORONTO

HOYT METALS

Nickel Genuine stands up under extreme heat

In foundries, glass works, etc., where machinery bearings are subjected to intense heat from without, in addition to the heat produced by friction, a peculiarly hard babbitt must be used. The mixing of such a metal is an exact science — a science rarely crowned with such a success as Hoyt's Nickel Genuine. This wonderful heat defier is made with scrupulous care, is always correct in mixture to an ounce, and can be relied upon to give best results where bearings are subjected to exceptional heat. **If you've had trouble with soft bearings try Nickel Genuine.**

HOYT METAL CO., Toronto LONDON, ENG. NEW YORK, N.Y. ST. LOUIS, MO.

If interested, tear out this page and keep with letters to be answered.

CANADA FOUNDRIES & FORGINGS LIMITED

PRODUCERS AND DISTRIBUTORS OF

RED WING PUMPS

SEMI-ROTARY. DOUBLE-ACTING.

MADE IN CANADA.

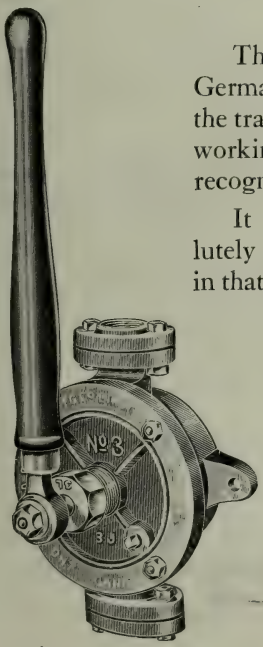


FIG. 120

This type of Pump, formerly imported from Germany but now made by us, is well known to the trade, and its efficiency as a practical and easy-working LIFT and FORCE pump has been fully recognized.

It is finely finished in the interior and absolutely air-tight. The lever is vertical and worked in that position.

Exceedingly convenient for attaching to wall. BRASS VALVES. Fitted for Iron Pipe.

SIZES AND CAPACITIES.

No.	For Pipe	Full Strokes of Lever per Minute	Gallons Delivered per Minute
0	½ inch	104	4½ gals.
1	¾ "	100	7 "
2	1 "	90	9 "
3	1¼ "	85	11 "
4	1¼ "	80	15 "
5	1½ "	75	19 "
6	1½ "	60	22 "

PAINTED RED.

Complete stock of pumps of all sizes and styles. Immediate shipment on receipt of orders.

PRODUCED AT

THE JAMES SMART PLANT

BROCKVILLE, ONT. WINNIPEG, MAN.

Wanted—A Good Man

Man with good knowledge of hardware trade who can prepare trade literature, write sound business letters, and prepare articles on the big questions which are constantly arising and which affect the hardware trade. Must be able to interview big men in the trade, and discuss intelligently present-day problems as they affect various branches of the hardware trade, both at home and abroad. A good salary will be paid to the right man.

Apply Box 209,

HARDWARE & METAL

TORONTO, CANADA

Wrought and Steel Plate

WASHERS

OF ALL DESCRIPTIONS

ROUND AND SQUARE

PLAIN OR GALVANIZED

Annealed Rivet Burrs; Felloe Plates; Sheared and Punched Plates; Malleable Washers and Cast Iron Washers.

PROMPT SHIPMENTS

We Guarantee Quality and Service.

Wrought Washer Mfg. Co.

MILWAUKEE, WIS.

When in need of

Wrapping Paper

Twines & Cordage

Brooms
Brushes
Baskets

Grocers' Sundries

Walter Woods & Co.

Hamilton and Winnipeg

If interested, tear out this page and keep with letters to be answered.

For Those Who Want the Best

—the shot shell that has made its name so rapidly by having the quick punch that blows the clay targets into dust and brings home the finest bags.

Canuck
is the choice

Examine the loading of the Canuck by slicing the side with your knife. Notice the firm crimp with the proper bevel that insures positive operation in repeating shotguns. The body paper is tough but not brittle and will not crack at firing. Test the shot for roundness, hardness and uniformity of size.

Call special attention to the wads. Notice how well they are seated, the cupping, the quality of the felt. Properly seated wads have a tremendous effect on the shooting qualities of a shell. The cleanliness and even granulation of the powder should not be forgotten when showing the loading.

This demonstration of quality will interest your customer and make sales.

All Dominion Shot Shells will stand this test.

Dominion Cartridge Company, Limited

120 St. James Street Montreal

FIVE WORKS—OVER 3,000 EMPLOYEES

UNITED BRASS FOUNDERS and ENGINEERS, Limited

EMPRESS FOUNDRY

Cornbrook, Manchester, England

It is our intention after the War to devote our energies to the intensive production of the following Specialities:

- **Gunmetal and Brass Valves and Cocks.**
- **Steam, Water and Compressed Air Fittings generally.**
- **Cast Iron Stop and Sluice Valves.**
- **Semi-Rotary Pumps.**
- **Extruded Brass and Bronze Bars.**
- **Brass Bolts and Nuts, Studs and General Turned Work from the Bar**
- **Cast and Malleable Iron Cocks and Pipe Fittings.**
- **Pressure and Vacuum Gauges.**
- **Injectors, Engine Governors.**
- **Spraying Machinery.**
- **Coppersmiths' Work.**
- **"Stella" Brand Alloys, Manganese Copper, Silicon Copper, Ferro Zinc, Phosphor Copper and Tin, etc.**

Business After the War

If you are interested in any or all of the lines mentioned and are in a position to take a hand in the energetic distribution of the same, please communicate with us NOW to our Head Office at the above address.

STANDARD Floor Dressing

Aids the Tidy Storekeeper

IT is a means of freshening and brightening the whole store. It aids in keeping the shelves and the goods on them always fresh looking and attractive in appearance. It maintains the floor itself in smoother, better and more sanitary condition.

No mop or feather broom can control the dust as Standard Floor Dressing does. When spread evenly and economically over the floor surface, it catches and holds fully 90% of the atmospheric dust in the store. All that is necessary to keep the dressed surface in good order is regular sweeping of the accumulated dust and dirt with a stiff brush or broom.

As a material Standard Floor Dressing is sanitary and preservative. A gallon will effectively treat 500–700 square feet of surface and will last for months.

The dressing is sold in one and four gallon cans and in barrels and half barrels. It is easily applied with an ordinary floor sprayer.

IMPERIAL OIL LIMITED

BRANCHES IN ALL CITIES

Tree Pruners

The great efforts to increase food production which will be made this year will tend to increase sales of tree pruning tools. Every grower will be anxious to give his trees every assistance to bear well.

You can do your part by being prepared to supply the most approved type of pruners. We have many styles all positively guaranteed against defects in material and workmanship.

Taylor's Improved Pattern Pruner

Orchard King Compound Lever

Taylor-Forbes Co., Limited
GUELPH, ONTARIO

METALS · CHEMICALS · GLASS
B&SH Established 1790

Send in your enquiries for:

English Whiting

Lump, Ground or Bolted.

Shipments Open Water Navigation.

B.&S.H.THOMPSON & COMPANY LIMITED
MONTREAL

Branches: TORONTO WINNIPEG NEW GLASGOW, N.S.

Canadian Sales Agents: United States Steel Products Company
Exporters for American Sheet & Tin Plate Company

PEERLESS PERFECTION

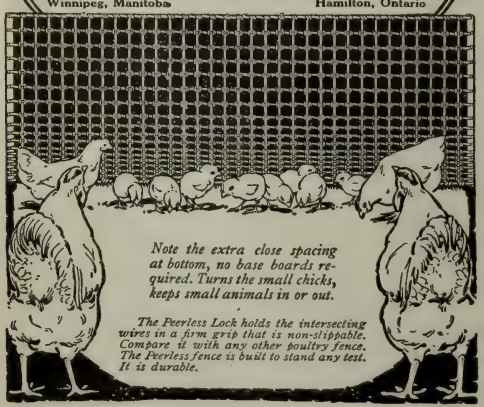
The fencing upon which you can **build a reputation** and hold the fence trade of your territory. You can put up the strongest kind of a guarantee—we back you up.

We build this fence of open hearth steel wire with all the impurities burned out and all its strength and lasting qualities retained. Peerless poultry fencing is extra strong, heavily galvanized, can't sag, won't rust, never gets out of shape, keeps in and keeps out—both great and small.

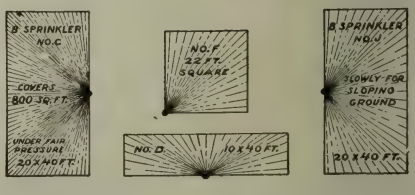
Write for Dealer's Proposition

We show you where the big trade is for parks, lawns, cemeteries, fences plain and ornamental for farms, ranches, all purposes.

THE BANWELL-HOXIE WIRE FENCE CO., Ltd.
Winnipeg, Manitoba Hamilton, Ontario



SPRINKLERS



Order the style that best fits your lawn. Stock Style D, F & J.

B. Sprinklers are made in four styles so that different shaped lawns may be irrigated. They do not throw water on side to which hose is attached; therefore, may be picked up and moved without turning off the water.

The only Sprinkler that will irrigate the lawn right to the edge of the sidewalk without wetting the walk.

Thos. Birkett & Son Co.
LIMITED
OTTAWA, ONTARIO

Needed in the Stable

The man in the stable wants brushes that will hold the bristles, brushes that will fetch out the dirt.

"KEYSTONE" BRUSHES

Are the ones you can conscientiously recommend. Your customers will come back for more of the same kind. Every brush that is needed in the stable will be found in our line.

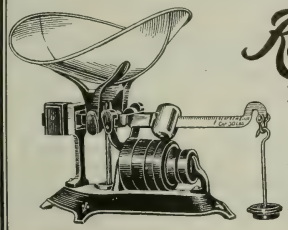
Write for prices, etc.

STEVENS-HEPNER CO., Limited
Port Elgin, Ontario

Get prices and information about the "Nugget" Broom and the rest of the famous Keystone Brand Brooms and Brushes.

Stirs up Business

Precious few housewives realize the many uses of an accurate scale in the kitchen—saving losses in careless weighing at butchers and grocers—weighing produce before marketing—weighing flour and other ingredients while baking, etc., etc., etc. It is surprising what a little bit of salesmanship and displaying will accomplish in stirring up big business in Renfrew Scales! The Renfrew is compact, handy, and stands hard knocks. It doesn't get out of order and always tells the truth. A government inspector's certificate accompanies every Renfrew. These features make the Renfrew a lively seller these days. Push business with the



Renfrew

HOUSEHOLD SCALE

Capacity ½ oz. to 30 lbs. Government inspector's certificate accompanies every scale.

Write to-day for literature and attractive selling proposition to

The Renfrew Machinery Co., Limited
Head Office and Works, Renfrew, Ont.
Eastern Branch, Sussex, N.B.

Western Representatives: P. A. C. McIntyre & Co., 206 Scott Block, Winnipeg, Man.; Crandall Co., Ltd., Vancouver, B.C.
Our Other Lines: "Renfrew" Cream Separators; 2,000-lb. Farmers' Truck Scale, Tractors, Wood-Saws, Grain Grinders, etc.

Sell Handles that are Most in Demand

STILL'S

There are more of STILL'S HANDLES sold in Canada than any other make. What's the logical conclusion of this fact?—*they are the best.*

There's a Still Handle to meet every need: Axe, Pick, Sledge and Hammer Handles; Cant Hook and Peavie Handles.

There's nothing like selling the best of everything. Good profits in our handles, too.

J. H. Still Mfg. Company
ST. THOMAS -:- ONTARIO

WILLIAMS' SUPERIOR DROP-FORGED WRENCHES

For All Purposes

We have been making drop-forged Wrenches for nearly half a century and now carry in stock about 1000 sizes in 40 patterns.

When ordering specify "Williams' Wrenches" and get superior quality

J. H. WILLIAMS & CO.
"The Wrench People"
30 Richards St., Brooklyn, N.Y.
The A. G. Low Co., Ltd.,
30 Pacific Ave., Saskatoon, Sask.
Agts. for Manitoba, Saskatchewan, Alberta and British Columbia

If interested, tear out this page and place with letters to be answered.

Here it is! Old style dash churn made *easy*, fast, sanitary

The Reliable Churn has all the good qualities of the old dash churn built right into it—plus ease of operation—speed in making good butter, and cleanliness.

When Mrs. Good Butter Maker sets her dash, the air is carried into the cream, getting well-formed butter granules, and better butter is made in less than half the time required by the old dash churn or barrel churns.

Besides, the Reliable Churn is safer—much safer than either. There is no plug to pull out by accident; no latch to leave undone and let cream run away. No flies can get in. Absolutely sanitary, and a certain satisfaction-giver.

Every machine is guaranteed for 5 years. Whole Churn complete weighs only 45 lbs. Put the Reliable Churn in your store. You can honestly recommend it, and it's sure to satisfy.

"I'm not One Bit tired, Grandma."

THE RELIABLE CHURN CO.
OF CANADA

T. W. Foster TORONTO 141 King St. E.

"Belleville"
Hardware

A "Made-in-Canada" Product Equal to the Best in the World

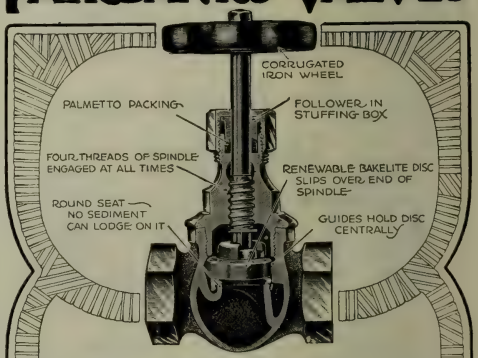
We are all apt to look up to imported goods as superior to home-made lines. Pause before you concede anything to foreign products over "BELLEVILLE" HARDWARE. Here is a Canadian-made product that is as good as the best.

"Belleville" hardware is meeting the demand of the most particular architects and builders, and is recording wonderful success throughout Canada. It is a worthy Canadian product, worthy of the best Canadian patronage. All hardware looks very much alike to builders and architects until they have had experience with "Belleville."

Best line for dealers to handle. Has greatest demand. Get our proposition.

Belleville Hardware & Lock Mfg. Company
BELLEVILLE ONTARIO

FAIRBANKS VALVES



Renewable Disc Valves

The only tool required is a wrench to remove the bonnet. The vise, hammer and cold chisel are all eliminated. Once sold, always demanded by your trade.

The Canadian Fairbanks-Morse Co., Limited

"Canada': Departmental House for Departmental Goods."

St. John, Toronto, Saskatoon, Quebec, Hamilton, Calgary, Montreal, Windsor, Vancouver, Ottawa, Winnipeg, Victoria

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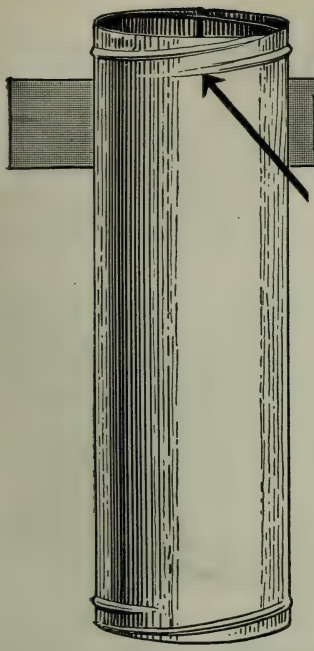


NEW SAFETY STOVE PIPE

There's the patent lock effect that saves your customers trouble and expense

THIS lock feature is only one of many new ideas embodied in the "New Safety Stove Pipe."

HARDWARE dealers will make no mistake in ordering sufficient "New Safety Stove Pipe" for next winter's business. Here are a few reasons why it will sell—

Telescope pipe eliminates half lengths.

No wiring needed. Can't be pulled apart.

Costs same as ordinary pipe. Made in 6 and 7-inch sizes. Made of 29-gauge iron.

Pipe is nested, saving freight rates and storage room in store. Eliminates all danger of pipe falling down; easy to put up; absolutely leak-proof; cannot come apart; locks automatically; good appearance. New patent lock effects saving on each pipe, making a saving of one length in every twelve ordinary pipes. Can be used any place where ordinary pipe is used, or can be used along with ordinary pipe.

Patented in Canada and the United States, and "Made in Canada" by Fairgreave & Sons.

Order your winter supplies now.

Patenaude and Berini

TIMMINS, ONTARIO

Manufactured by Fairgreave & Sons, Toronto

If interested, tear out this page and keep with letters to be answered.

Success and Your Associates

ALWAYS associate with men who are earning more money than you are. Such is the advice given by a man whose name is known the world over for his own success and the business which he created. It is good advice of a certainty, but we are not urging that it is the best advice. At the same time it is wise to associate with better or bigger men than you are yourself, because you are likely to be lifted up to their levels.

Most of us would probably like to be the intimates of J. P. Morgan, or of John D., or of Charlie Schwab, or Canny Andrew. If we had a speaking acquaintance with John Wanamaker, or Lord Beaverbrook, or Lord Shaughnessy, and with other distinguished and successful men, we would take comfort from the fact.

And most of us would feel rather small and uncomfortable if we were placed beside President Woodrow Wilson at a dinner table, or beside Sir Robert Borden, Sir Herbert Holt or Sir Wm. Mackenzie. And the reason would probably be that we know so little of the knowledge that really counts. If these successful business men engaged us in conversation we would probably find ourselves knowing very little about the things that matter.

This will illustrate the point:

Here's a true story. A Toronto manufacturer found himself on a train going to Albany in company with a number of distinguished Americans about to attend the inaugural ceremonies of a State Governor. A washout led to a delay, and the Canadian was thrown into close association with senators and congressmen and prominent lawyers. They bantered the little Canadian about Canada. He had the pluck of a bigger man. He had been a constant reader of THE FINANCIAL POST, and had absorbed many facts about Canada. He surprised his American travelling companions with his positive, well-informed and wide knowledge of Canada. When the company reached Albany, the Canadian was persuaded to attend the ceremonies and was introduced as the man who knew all about Canada. The Governor was interested in Canada, and said so, and the little Canadian found himself telling the story of Canada very ardently to a very attentive listener, much to the amusement of his friends who introduced him.

This man made a hit on that journey, and many friends. One of the company gave him a stock market tip worth a fortune.

The point of this story is: You, as a Canadian, can make yourself informed very fully and intelligently if you become a regular reader of THE FINANCIAL POST. You can make yourself a worthy companion and intimate of presidents and magnates. The world likes to listen to men who know something well, and who can talk interestingly and informingly on the subject of their study.

You can become worth listening to if you know your Canada well. And you can get the kind and amount of knowledge concerning Canada which will make you interesting to others if you will read THE FINANCIAL POST regularly each week.

IF you read THE FINANCIAL POST REGULARLY you will find yourself keeping company with the highest paid staff of editors engaged on any publication in Canada—trained men who know how to make others know what they know and learn.

You will find yourself living in a most interesting world—the great, throbbing world of business. You will have your thoughts tremendously stimulated and helpfully directed. You will find yourself becoming a fit table companion for big men — this because you will have knowledge of a quality that will keep you from shame.

What is it that keeps you and THE POST separated? It cannot be its subscription price of $3. Probably it is because you are not very well acquainted with this paper.

We are going to put it to you this way: If you have the desire to be worthy of association with big men, then prepare yourself for such association by reading THE POST, and to make acquaintance easy, we provide the coupon below. It offers you THE POST for four months for a dollar bill.

The MacLean Publishing Company, Limited,

Dept. F.M., 143-153 University Avenue, Toronto.

Send me / us THE FINANCIAL POST for four months for One Dollar. Money enclosed / to be remitted

(Signed) .....

.....

H.&M.

Their Merit Has Captured the Trade From Coast to Coast

Better Goods! Better Business! Quicker Profits!

Electrical appliances are playing a great part in these days of conservation. They are saving coal, saving food, saving time, saving work.

Demand for electrical appliances has jumped. Especially for BETTER appliances—because these are also days of thrift and wise buying.

So the PREMIER line has won quick distribution. Dealers who knew the men behind this line were interested. They knew it would be a progressive organization. They were sure of high standards—merit in the products, keen advertising, fair dealing.

Then they saw the products. They were enthusiastic—new, more efficient designs; fine workmanship; the splendid finish that makes sales easy.

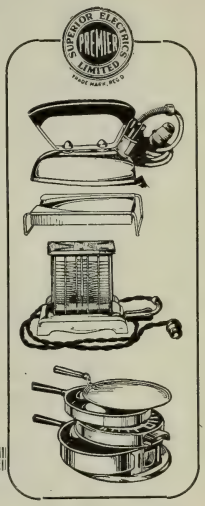
There are now PREMIER dealers from coast to coast. They are making quick profits.

Perhaps your territory isn't closed. Write for information, illustrated folder, prices. Tear out this ad—write now.

SUPERIOR ELECTRICS, Limited
Pembroke, Ontario

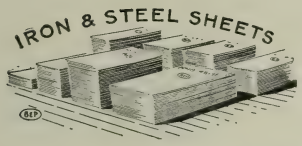
Brown-Fraser Co., Ltd. Vancouver, B. C. Distributors for British Columbia

Merchants Hardware Specialties Ltd. Calgary, Alta. Distributors for Alberta



PREMIER *Electrical Appliances*

"All That the Name Implies"



BAINES & PECKOVER

IRON & STEEL MERCHANTS

TORONTO

WAREHOUSES:
98-116 ESPLANADE

YARDS:
HARBOR DISTRICT 18-17

If interested, tear out this page and place with letters to be answered.

CANADIAN CONSOLIDATED RUBBER CO. LIMITED
DOMINION
RUBBER SYSTEM
AND ASSOCIATED COMPANIES

GARDEN HOSE

When the demand for Garden and Lawn Hose comes upon you, it is some satisfaction to know that a prompt service is assured if your "hurry-up" order is placed with the Dominion Rubber System. Our nearest branch will take care of such orders in a way that will be eminently pleasing to you and to your customers.

Whenever service and quality go hand in hand, there is double reason for buying the Dominion Rubber System products. In that respect, our leading lines of Hose are very popular this season. Our *"Canadian" Corrugated Hose* and the *"Dominion" Moulded Plain Hose* have no equal for the money, while our *Multiple Fabric Garden Hose* (*No.* 300—3 *ply, No.* 400—4 *ply, No.* 500—5 *ply, and No.* 600—6 *ply*) is pleasing the trade more than ever.

It will pay you well to have these lines in stock. Our nearest branch will give you further particulars.

Canadian Consolidated Rubber Co.
Limited

HEAD OFFICE - MONTREAL

Branches at Halifax, St. John, Quebec, Ottawa, Toronto, Hamilton, Kitchener, London, North Bay, Fort William, Winnipeg, Brandon, Regina, Saskatoon, Calgary, Lethbridge, Edmonton, Vancouver and Victoria

If interested, tear out this page and place with letters to be answered.

"Member Audit Bureau Circulations"

HARDWARE AND METAL

CANADA'S NATIONAL HARDWARE WEEKLY

Vol. XXX. TORONTO, JUNE 1, 1918 No. 22

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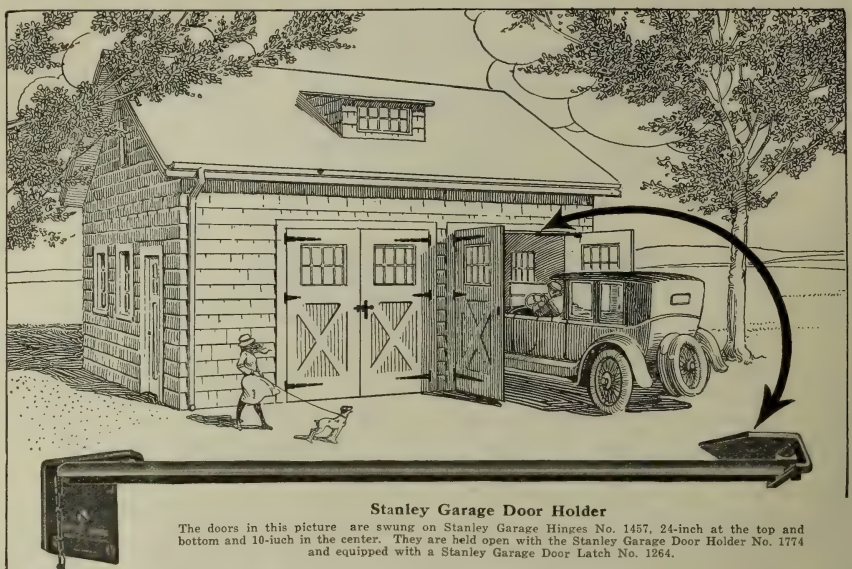

Stanley Garage Door Holder

The doors in this picture are swung on Stanley Garage Hinges No. 1457, 24-inch at the top and bottom and 10-iuch in the center. They are held open with the Stanley Garage Door Holder No. 1774 and equipped with a Stanley Garage Door Latch No. 1264.

Just put it as a business proposition

ASK your customer whether he'd rather pay about $50 for having smashed lamps and windshield repaired, and car repainted, and also doctor bills for cuts which the car occupants sustain from fragments of flying glass—or whether he'd rather prevent this damage and injury by foresightedness—by equipping each garage door with the positive-acting, strong, fool-proof

Stanley Garage Door Holder 1774

Whatever hardware a man needs for a garage is in the Stanley line. And Stanley products are so thoroughly reliable that you do your customer a favor by suggesting them to him.

The Stanley Garage Holder No. 1774 locks the door open. A pull on the release chain permits the door to be swung shut.

Other popular items of Stanley Garage Hardware are Ball Bearing Hinges which prevent the door from sticking or binding and enable it to swing smoothly; Stanley Butts and Bolts, durable and well designed, and Stanley Latches and Pulls convenient to handle, sturdy and graceful in design.

Stanley Garage Hardware is extensively advertised, is well known, and is in daily demand.

Handling Stanley Garage Hardware brings a very substantial profit to you. Write for details to-day.

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CANADIAN REPRESENTATIVE:

A. MACFARLANE & CO., Coristine Bldg., Montreal

Manufacturers of Wrought Bronze and Wrought Steel Hinges and Butts of all kinds, including Stanley Ball Bearing Butts. Also Pulls, Brackets, Chest Handles, Peerless Storm Sash Hangers and Fasteners; Screen Window and Blind Trimmings; Twinrod Box Strapping, and Cold Rolled Strip Steel

Stanley Garage Hardware is adaptable for factory and mill use.

If interested, tear out this page and keep with letters to be answered.

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Auto Accessory Sales Help Other Sales

Ralph & Wilson, of Dundas, Ont., Have Recently Added a Line of Motor Accessories and Are Pleased With Results—Line Brings People to Store, and Sales of Other Hardware Lines Often Result

View of Exterior of Store of Ralph & Wilson, Dundas, Ont., Showing Display of Automobile Accessories and Paints. This Firm has Recently Added Auto Accessories and Finds that it is a Good Line.

IT has been pointed out before in these columns in giving the experience of various dealers that the sale of gasoline brings customers to the store that would otherwise not come. Ralph & Wilson, of Dundas, Ont., have found that the handling of the regular line of automobile accessories, such as goggles, cement, repair outfits, wrenches and the numerous other articles that go with such a line have an intimate bearing on fostering of trade in the regular hardware lines.

When the purchase of gasoline is made the buyer very often does not have occasion to enter the store. He draws up to the curb, gets his tank filled and drives away again. But with the other lines of accessories he must actually get out of his car and go into the store. There he examines the various automobile accessories and has a chance to look around the store at the same time.

This factor has been a tangible asset in helping the trade in regular hardware lines. It has been the experience of this firm in the past that considerable trade went to their competitors in the nearest city because of the proximity of those stores and because of the ease with which they could be reached. A short drive of five miles would take them to those stores. When they were in need of auto accessories the owners would drive to the larger city to get them and their other purchases of hardware lines were invariably placed where they purchased their accessories.

The number of car owners in the Dundas district is considerable and since the placing of a stock of auto accessories by Ralph & Wilson many of these car owners have found that they could purchase their supplies just as well nearer home. The farmers of the district are becoming owners of automobiles in an ever-increasing number and the sale of accessories is helped out in turn with them because the hardware store is invariably a frequent port of call with the farming community. In this way the two lines have been found to interlock—the sale of auto accessories has

helped sales of regular hardware lines, and vice-versa.

The idea is not a new one, as the department store has worked this principle out to perfection. Trade in one branch begets trade in another branch. The problem is to get the people into the store. When that has been accomplished a big step has been made toward roping and tying the sale. The multiplicity of lines attracts the crowd of people because they have such a wide selection. In a lesser degree this is what happens in the relation between the regular hardware lines and automobile accessories.

Enthusiasts Over Stove Sales

Ralph & Wilson have had a somewhat unique experience in handling a particular line of range. The line which they have been handling had met with favor in the West, but the conservative East had not yet taken up with the idea, largely because the manufacturers had not pressed their sales in the Eastern district. Now, however, the manufacturers are getting after the Eastern trade and this Dundas firm took on the agency for this particular kind of range.

"We have sold twenty of these ranges since October of last year, at which time we took on the agency," stated H. B. Wilson, of Ralph & Wilson, to a representative of HARDWARE AND METAL. "The manufacturers have given us good assistance in putting on a sales campaign and we are greatly pleased with the results we have so far attained. We now have twenty more of these ranges in stock and expect that they will find ready sale.

"The manufacturers claim they have embodied a new principle in their range and from reports we have had from our customers we are led to believe that their claims are justified.

Started Sale With Demonstration

"The sale of these ranges was started off with a demonstration of their qualities. This demonstration was advertised and a representative of the manufacturer was on hand to make a thorough explanation of the range. In this connection we must take our hats off to that particular salesman who represented the manufacturer. He knew his business as a salesman and he knew his range. With the gift of putting his arguments and facts in such a way that the attention of the prospective buyer was arrested that demonstration resulted in some initial sales. That was the starting point from which we have been able to go on and develop the trade.

Value of a Pleased Customer

"One of the big factors in helping us introduce this range has been the advertising resulting from sales. When a range was placed in any particular district it usually happened that other sales were in order in that immediate vicinity. One customer that was pleased with the range would invariably tell her neighbor. Being a new principle applied to a kitchen range the neighbors were naturally interested to know what kind of work it would do.

"On the other hand a customer that is not thoroughly pleased with her purchase comes to be a big detriment to other sales in that particular district. This was forcibly brought to our attention by the attitude assumed by one woman who on the start had not been able to get the satisfaction from the range that she had anticipated. She frankly told her neighbors that she was disappointed in the way the stove was working. And it was hurting our sales. We felt sure that she did not understand the thorough working of the stove and we advised the manufacturer that his representative should be sent down to explain.

"This was done by the manufacturer. But in the meantime the woman had ordered another range of the ordinary type, which range was soon due to arrive. When the new range was thoroughly explained the woman felt somewhat better over the prospect, but was still in doubt as to its ultimate efficiency. The manufacturer's representative advised that she should allow the other range to come forward. 'Try them both out. If you follow the instructions as I have given them and are still dissatisfied with our range we will take it out. If you come to like our range better than the other after you have had a chance to compare them we will take the other range and dispose of it.'

"This line of fair talk appealed to the woman and she decided to give both ranges a trial. The result was that our range was allowed to remain and the one built on the ordinary principle was taken out. This woman has since that time become one of our best sales mediums. Through the recommendation that she has made to her neighbors we have sold a number of these ranges in her immediate district. This instance served to show us that it pays to play fair in competition."

Roofing Sales Gratifying

Ralph & Wilson have found a good sale for ready roofing in their district. They have linked up with the advertising campaigns of the manufacturers and their trade has been steadily increasing for this product. The farmers are one of the chief sources of trade. One of their difficulties had been to sell the manufacturers of the town, who have invariably been of the opinion that they could buy direct from the manufacturers at a better price than they could quote them. "As a matter of fact they could buy only at the same figure that we could sell them at. The resale price in this particular commodity is a protection afforded by the manufacturers and they do not go back on the dealer they have appointed for a particular district."

Holds Trade When District Changes

Macedonians and Bulgarians Crowd Out English-speaking Residents, but E. A. James Continues to Have Increased Hardware Trade in Eastern Toronto District —Confidence of Foreigners Big Factor

E. A. JAMES, hardwareman on King Street East, Toronto, has had an unique experience in that while the character of the district in which he has lived for the past twenty years has undergone a marked change in the class of people with which he has to deal, at the same time his trade has continued to steadily increase. From an English-speaking district it has changed largely to a Macedonian and Bulgarian district. It is a factory and shipbuilding district in the vicinity of the waterfront. About eight years ago the English-speaking residents began to leave and the Bulgarians and Macedonians moved in and took their places. For a time it seemed that this hardwareman might have reason to think that his trade would also shift or drop off. But such ideas were not entertained for very long as these foreigners soon started to purchase large quantities of enamelware, spades and shovels and other articles. Just about that time Mr. James began to lay more stress on the development of trade with the factories in that district and this more than compensated for the loss in the English-speaking trade. It soon became apparent that there would be no need for him to shift his place of business because of the fact that the English-speaking element had shifted.

Gets Confidence of Foreigners

"The fact that we have been able to get the confidence of these foreigners has been the biggest factor in helping to win their trade," stated E. A. James to a representative of HARDWARE AND METAL. "When these people first started to come to our store they were interested primarily in enamelware and tinware. When they started their housekeeping operations on arriving in this country they were naturally in the market to buy household utensils of various kinds. They were making good money at the various factories and were in a position to pay cash for these articles. There was a marked tendency on their part at first to want to haggle over the price. Evidently it was part of the business system in the

There is Neither East Nor West When Strong Men Meet in Fair and Upright Business Dealings

In this Story Inhabitants of the Near East are Shown to Place Perfect Confidence in a Hardware Man of the Western World

lands from which they came to haggle and dicker over the price. They wanted to do the same when they first started to deal with us. But we were firm in our attitude and gave them to understand that we had but one price. We would never deviate the slightest from the price which we first announced to them. Had we deviated or shown that we would take a different price than the one originally announced their confidence in our prices would have been destroyed."

Learns Language of Foreigners

E. A. James is one of the two or three English-speaking business concerns to still remain in that district after the character of the district started to change. One of the factors that helped him to get into the good graces of the people of the district was the fact that both he and his wife learned the language of the people. At least they learned sufficient to know the names of many articles in their hardware stock and also to count their money in their native language. The confidence which these people placed in this firm is exemplified by the fact that they have on more than one occasion asked them to hold their money for them for safekeeping. The firm invariably told them to take it to the bank, where they could have it kept safely as long as they cared. Among themselves these foreigners showed a disposition to mistrust their own people and preferred to rely upon English-speaking people in matters of trust once they were convinced of their integrity. It was a somewhat slow process at first to educate those people to the one-price idea, but Mr. James is firmly convinced that that was the only proper method toward gaining their confidence. When they came to realize that there was but one price as time went on they never questioned the quotation. And they would buy good articles, the highest-priced, especially in enamelware, for they came from lands where the art of enameling was carried on and they knew what constituted good enamelware. In spades and shovels they also wanted the best grade.

Furthermore, they were invariably ready to pay cash for any commodities purchased. They are industrious workers and seem to know how to take care of their money. Their investments in the best grades of goods would incline to the opinion that they are thrifty buyers. They realize that the best article is invariably the cheapest in the long run. There are very many English-speaking people who fail to realize the merit of buying the best goods rather than the cheapest goods. Hardwaremen can do much toward retaining their trade and in getting repeat orders by always keeping this fact in mind. It is quality the people will remember long after the price is forgotten. Good value in any commodity is always a good investment, no matter what the price may be.

Started in Plumbing Business First

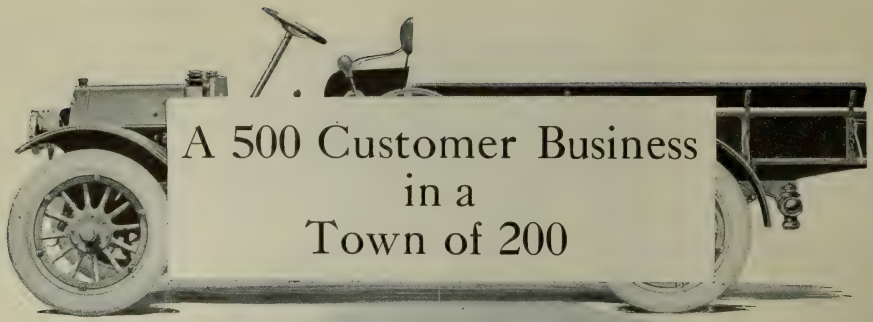
E. A. James originally started in the plumbing business in that district some twenty years ago, as he was a plumber by trade. At one time before he started to add a hardware stock he employed as many as eight and nine plumbers. Gradually he added to his stock of hardware and with the falling off in building some three or four years ago he allowed the plumbing end of his business to occupy less of his time. At the present time he keeps but one man for the plumbing business and devotes the major portion of his activities to the hardware trade. His one plumber is kept busy on repair work for the foreigners of the district. His plumber is able to speak the language of the people and always makes it a policy to collect part of the money before he begins a plumbing job. When he is called in to look at a certain job he tells them how much it will cost and how much cash deposit will be required before the work is started. This cash deposit usually comprises the greater proportion of the payment. Mr. James asserts it is much easier to collect a bill of $15 or $20 when they are in need of the work than to wait for collection after the work is installed. At the time they are in need of the work they are ready and willing to pay for it. Once it is installed and they have had the advantage of its use for some time there is a tendency to forget how much they appreciated the repaired condition when the work was completed.

There is a lot of psychology in this method of doing business. For it is very often human nature to appreciate a thing more before it is actually possessed than after it passes into one's possession. This is the strong point in favor of the cash system of doing business as compared with the credit system of trade. When the article is used for a time and becomes worn there is not the same interest manifested in desire to pay for it. If the transaction is completed while the customer is in that psychological state of mind that makes him ready to trade his cash for the article it is always a much easier proposition to extract the cash from him at that time.

Shipbuilding Trade Increases

With the recent impetus to shipbuilding activities throughout Canada the Toronto shipbuilders have shared in this prosperity. Some shipbuilding plants are located on the lake front in the neighborhood in which the James store is located. Workmen engaged in those shipbuilding plants have become a source of trade for tools peculiar to that trade. Slicks, lip-edged adzes and other articles are now finding a ready sale. It took Mr. James some time to secure a stock of these articles as the wholesale houses had not been in the habit of carrying them. At the time HARDWARE AND METAL'S representative visited the James store these lines were being prominently displayed in the window. With continued growth in these shipbuilding activities Mr. James looks

Continued on page 47.)



A 500 Customer Business in a Town of 200

IT is not a city, not a large town, not even a small town where W. R. Browne & Son conduct their thriving store; it is in Cherry Valley, one of Ontario's many bright villages having a population of about 200. At first glance it would appear that there was a very limited scope for big business, and if the members of this firm were content to sit back and wait for customers to come to them, most certainly they wouldn't be doing the business they are to-day. It is by extending their territory, by going out after the trade that W. R. Browne & Son are to-day doing a volume of business which would do credit to a town or city many times the size of their village.

Trading With the Farmer

The bulk of trade handled is that done with the farmers as they are situated in a farming community. But how to get the trade of farmers who are nearer the county town or some other shopping centre was the point to be considered. The idea of a limited scope for their activities did not appeal to the members of this firm, so first of all a wagon, loaded with staple groceries, hardware, dry goods, etc., was sent out and brought the goods right to the farmers' doors. The farmer in whose district Browne's wagon went did not have to face a long drive in disagreeable weather; Browne's driver became a regular caller and rendered a measure of service which the farmer was quick to appreciate.

Dobbin Replaced by Motor Truck

The horse to-day has been supplanted by a motor truck and a day's round trip now means about a 45-mile drive—20 to 25 miles away from headquarters and back by another route. That is covering territory and as Philip Browne states is the only way in which they can get and hold the trade for their store.

Deliver Orders to Farmers' Doors

But they are getting it and holding it, too. On the day's trip, orders for the following week are taken—the farmers can intimate what they are going to need, be it a package of tacks, a pound of tea, a spool of thread or an automobile tire and the following week it will be delivered to their door. Think what a measure of service this is to the busy farmer, especially during his spring seeding or fall threshing when every hour, every minute on the farm is fully occupied and a half day's trip after supplies can ill be spared.

> IF you lived in a village of 200 souls would you figure that you had a chance? Would you figure that it was possible to serve 500 customers?
>
> Well it is. And here is the proof—Cherry Valley, Ontario, is a small town of not more than 200 people, and Browne & Sons' customers number upwards of 500. Not all of them come to Browne's store to deal. Browne goes to them. He goes with a motor truck loaded to meet their every need.
>
> Browne's store is located five miles from the county town and railway station, but Browne sells goods right in that town and to the municipal officers of that town. Browne goes out after business and gets it.

The delivering of orders, however, is not the only function of the motor truck and its load. As stated above, staple articles in everyday use are carried on the truck for sale and items which the farmer may have overlooked are usually available. The average wholesale value of goods taken out each day is $700.00, and it can be seen that a fairly wide range of merchandise could be included. The driver is more than the man who guides the wheel of the truck, he must also be a salesman and one of tact in handling the many types with whom he meets.

The Driver a Drummer

Speaking then of the man who looks after this end of the business as a salesman, it is to be noted how he drums up new business. In calling on John Jones he learns that a near neighbor is anticipating building a barn, remodeling his house or talking of painting. Down in his little book goes a memorandum and if possible he secures further details from this neighbor. Failing in this, however, he turns in this man's name at headquarters and action to secure this business, whatever it may be, is at once started.

Following Up Prospects

Mr. Browne used as an illustration of their follow-up system the matter of roofing. Assuming that Frank Burns was going to put a new roof on his house, this firm sit down and write to the manufacturers of the roofing which they handle and a circular letter outlining the many points of value in connection with this brand of roofing goes direct to this man Burns from them. Browne & Son are named as agents in the district and they also send out a circular letter, along with prices and samples. When these have gone forward, one of the members of the firm usually steps in his car and makes a personal call on the farmer. The result may not always be a sale, but at least a friendly spirit has been created, for Burns likes to feel that his business is appreciated.

Now It's the Motor Truck Salesman-Buyer

The motor truck salesman is also a buyer—truly a man of many activities He buys the eggs and butter which the farmer's wife has to sell, he pays her as much as though she drove five, ten, or twenty miles into town, besides assuming all risk as to breakage in transit. This business is handled either in trade or in cash. By that is meant if the farmer's wife has any purchases to make and wants her eggs or butter to pay for them, that method is satisfactory, or Browne & Son will purchase the eggs or butter outright and give her the cash. There is no obligation to trade in their produce. Practically all of the eggs which Browne & Son handle are shipped away to the

larger consuming centres. In the peak of the producing season, this firm ships on an average about 3,000 dozen per week.

Making the 'Phone Work

Since the 'phone has become so universally distributed throughout the country, this method of placing orders is used extensively by the farmer's wife. The day prior to a trip over a certain territory is usually a busy one on the 'phone from residents along the route. But this firm do not expect too much of the farmer or his wife in this respect. They have specials to offer quite often, so they get busy on the 'phone and acquaint their customers of the fact. The results are obvious—when the truck calls the next day it is loaded with orders taken over the 'phone in addition to those secured the preceding week on the trip.

Close Tab Kept on Credits

Asked as to whether it was found necessary to do much credit business, Mr. Philip Browne replied in the affirmative. "Our heaviest calls for credit," Mr. Browne stated, "are from February 15 to June 1. This period is rather a non-productive one as far as the farmers are concerned, and to the limit of our ability we are willing to help them out. However, we are able to keep a very close tab on all goods going out and probably our knowledge of our customer's means is more intimate than most storekeepers. This is accounted for by our weekly calls right at his home. There are those to whom we are willing to extend all the credit they want—there are others again upon whom we set a limit and beyond that limit we will not go. Accounts are sent out every two months and if returns are not forthcoming we make use of a follow-up system in addition to having our truck salesman-buyer and now collector watching matters closely. The loss we sustain through poor credits is practically nothing at all. We are easily able to tell whether a man is buying goods elsewhere instead of giving us a fair share of his business. When he is a strictly cash customer, he is entitled to buy goods wherever he likes, but when he owes us money we make it a point to see that he doesn't give the other fellow all the cash and us the credit."

Truck Headquarters a Thriving Store

But though the road business is a big end of the trade handled by this firm, Mr. Browne states that the business they do in the store itself is outstripping the other materially. "We are now well known, and the range of goods we carry in the store is most certainly larger than can be handled on a truck. The farmers and their wives are coming in increasingly large numbers to the store where we have a wide selection of goods for them to choose from. I do not think we will dispense with the truck, however, for some time to come. The truck reaches some customers whom we very rarely, if ever, see in the store. We cannot expect farmers twenty miles away to come to us when they can reach our county town by driving half the distance. That is why we go to them—we have that competition to meet and it is the only way that we can overcome it."

Where Aggressive Tactics Win Out

Aggressive tactics, coupled with service, have built up the Browne & Son business to its present standard. Looking into the hardware department, how has this been exemplified? The question of roofing as outlined above is one example and in the new branch of the hardware department—automobile accessories—is found another. A year ago last February this firm received advice from the manufacturers that an advance in automobile tires was to be put into effect.

Worth While Tire Business

They immediately secured a list of car owners in the town and county from the license issuer and with this made use of the telephone. In that month they sold $1,300.00 worth of automobile tires —over the 'phone. They protected their customers against the advance in price

A man whose business is worth going after.

which was to come and secured tire business right in the county town where the stiffest opposition might be expected to develop. During the past year this firm sold between $5,000 and $6,000 worth of automobile tires and intimated that the net profit from this department during 1917 was greater than their total sales of the previous year. It was a case of going after the business and getting it.

Browne's Interpretation of Service

The little word "service" though only containing seven letters, can be built into big meaning. Mr. Browne quoted two or three instances where customers in motoring had experienced tire trouble during their summer's travels. They remembered the 'phone call of February and in turn 'phoned to Browne's to see if they could help them out. Browne's did—though it may have meant a trip of four or five miles; this was part of their service and a new tire was dispatched to the scene of disaster post haste.

Wholesalers in Some Lines

Browne and Son handle oil and gasoline in a wholesale way. They also have a tank wagon containing 310 gallons which they send out from the store and do a very big business with the fishermen. Their business in all amounts to about 14 carloads a year.

In addition to oil and gasoline they handle wholesale tobaccos for the county. They have two warehouses in town—where all shipments come and in which they keep their surplus stocks. It is only necessary for their customers in the town to 'phone their orders in and delivery of same will be made in about 20 minutes' time if it's a rush order. Cherry Valley is located about five miles from the county town, but the service rendered to their town customers does not suffer as a consequence. It must be remembered, of course, that all orders handled are not rush orders, and delivery of orders can usually be made on the regular trips to town. All this firm's goods have to be trucked to their store, which means that trips to the town are frequent.

Selling Sweets

The candy end of the grocery department has been a big one. Up until one and a half years ago when the help question became so acute, this firm manufactured 90 per cent. of the sweets they sold. However, for the present they depend on outside manufacturing but when more help is again available, the local product will again be in evidence.

Groceries, Flour and Feeds

The grocery department is carefully arranged and a display counter with thirty-six sectional glass fronts behind which the usual class of goods is shown greets the customer on entering. Across the back of the store biscuits are similarly displayed. Getting the goods out where the customers can see them is the policy of the store. Separate display cases are used to show cigars and cigarettes, cheese, candies, dry goods, cutlery, auto accessories, etc.

Sales of flour and mill feeds are made in large quantities. A separate room for flour, free from dust and dampness, is provided. Mill feeds move out pretty freely, one case (an exceptional one) being cited where a car recently reached town on Monday and was all sold on the following Saturday. A carload usually lasts from two to four weeks.

Making Use of Display Windows

The display windows in the store are used largely in the display of many lines of hardware. They are kept clean and a bright, attractive arrangement of seasonable lines is always provided for. The displays are changed every week or ten days and are carefully watched by the passer-by.

The advertising done by this firm consists of both newspaper and circulars. Circulars are used more extensively owing to their covering more directly the territory covered by this firm's ac-

tivities than the town newspapers. From one to three a month are sent out according to the season, and the range of goods which it is wished to cover.

Stock the Goods the People Want

This firm believes in carrying a complete stock. This was cited in reference to automobile tires and lenses. "We carry all sizes of automobile tires from 30 x 3½ to 37 x 5 inch," stated Mr. Browne, "in both plain and non-skid types. The same can be said of lenses of which there are many different sizes for the many kinds of cars. It is only by carrying a complete line that we secure and hold our trade and our customers are reasonably certain that we will be able to supply their needs at all times. These are only two items, but our stock throughout is marked by its completeness."

Hardware Department in New Quarters

The hardware department is in a new wing of the building. The business developed so rapidly that this action became necessary and there are already evidences that present accommodations are inadequate. In front of the store a gasoline filling station has been installed and Mr. Browne is now planning a "free air" service for motorists, many of whom pass through the village on pleasure trips as well as for business. The farmers throughout this part of the county are great motor adherents too, and appreciate the little touches of service in evidence in this store. Owing to the frequency of calls which the Browne truck makes on the farmer, a personal interest in the store sending out the truck is created and the farmer now motors in to the store to supplement the visits of the truck.

Standing Back of the Goods

When replacements are necessary or goods are to be exchanged, it is done with the greatest possible cheerfulness. "We make our customers feel and we want them to know that we are at all times willing to adjust matters to their entire satisfaction, and no questions asked. We exchange goods or refund the cash and try to impress on our customers we are as willing to do this when necessary as to sell them a $1,000 bill of goods," stated Mr. Browne.

A special room is devoted to the sale of wall papers. This enables the buyer to select papers without any interruptions and that this method of selling is appreciated is evidenced in the growth of business in this department.

The Personal Element Again

The personal element has been a strong factor in building up the Browne business to its present status. The farmer to-day appreciates service. The advent of the motor means that he is not confined to a small compass to do his trading and it is by keeping in close touch with him that the farmer responds and gives his trade to the merchant who goes after it. It is the attitude of "go-get-it" that has built up the Browne business and that attitude will always succeed when the "waiting" game remains just "waiting."

Galvanizers May Not be Able to Get Sal Ammonia

"Concerns who do galvanizing in Canada may find themselves short of sal ammonia in the near future if the recent embargo placed on the export of all salts of ammonia by the United States Government is maintained," stated A. Nieghorn, manager of the Nichols Chemical Co., Toronto, who are importers and manufacturers of ammonia salts and other chemicals. "This measure has been in effect now for some two weeks and may seriously affect the manufacturers of batteries. White sal ammonia is used extensively in the manufacture of batteries, while grey sal ammonia is used by galvanizers, such as makers of wire fence and galvanizers of metal sheets of various kinds. We understand that the matter is now being referred to the Government by some of the galvanizers, who state that it would be impossible to get along without this product. Sal ammonia is used by galvanizers to obviate what is known as splashing. In other words, it is used in the galvanizing tank in order to cause the zinc to spread evenly and adhere to the metal surface. In our opinion it would not be a serious handicap in the case of the galvanizers, as muriatic acid is being used successfully by one large manufacturer in Hamilton, and others could undoubtedly use this substance as a substitute for sal ammonia."

Current Events in Photograph—No. 22

AN AMMUNITION DUMP

Every now and then in the official communications from the front comes the word that this or that ammunition dump has been bombed. Very few people have any idea just what an ammunition dump looks like. In the accompanying official Canadian photograph is seen one of these dumps behind the Canadian lines. It gives some idea of the havoc that might result from high explosive bombs dropped in such a location.

Co-operation Will Increase Paint Sales

Charley Wright, of Acme Hardware Co., Gives Pronounced Opinions in Conversation With Jim Rogers, of Spreadit Paint Co.—Thinks Elimination of Needless Colors in Order—Advises Co-ordinated Sales Effort by Manufacturers

THERE is needless waste and lost effort in the selling and marketing of paint at the present time, according to views expressed by those closely in touch with the paint trade. There is a big field right here in Canada for a great increase in trade if the manufacturers, dealers and others will only get together in co-ordinated efforts along this line. The following article has been contributed to HARDWARE AND METAL with a view to opening up an intelligent discussion of the best way to proceed in fostering this lost paint trade. This is the third in the series of these articles, the previous ones having appeared in our issues of April 13 and May 4. Opinions from various branches of the trade on the feasibility of this project will be welcomed.—Editor.

JIM ROGERS knew too much of the paint business and the condition of many dealers' stock to attempt any serious counter argument. Wright had stirred a sleeping dog that he had often felt would some day rouse up and show its teeth. Here in plain language was set forth a condition of paint selling and distribution that had wrinkled the brows of altogether too many dealers. In some respects he acknowledged himself guilty for these conditions. To tack on to an order unnecessary colors, sizes and sundries was a temptation he had never been quite able to overcome. It helped to swell his personal business, it looked like good business for the house, so why not load on all the traffic would bear? Still he always felt in the bottom of his heart that his customer could get along just as well without them. He knew his competitors were doing it; there was no restraint from an economic standpoint—except occasionally when that far-sighted, figure twisting, tight-fisted credit man back home put a crimp in some of his overly weighted orders,—and the wordy bouts he enjoyed with him trying to put it over, but Jim was in his element in any scrap of that nature. His Saturday mornings in the office would have been too dull-drab if he couldn't have a verbal run-in with somebody.

Rogers, however, was listening to Wright to learn and not to combat as had been his custom. Sober reflection on this question of distribution when linked up in its relationship to capital overhead charges and shelf space brought an undeniable argument for some form of lessening a burden which both retailers and manufacturers had been laboring under for years. Wright had brought it closer home by putting it up to him, if his own hard earned cash were involved in the investment of a paint and varnish department. He was forced to ask if he would sell to himself as he had sold to others? He had to admit that where his treasure might go, his heart, head and whole thinking apparatus would be tagging pretty close behind—a mighty sight closer than they would to the other fellow's money. And the chances would be ten to one that he would exert pressure on the house to discard the non-essentials rather than increase them. The more deeply he imagined his own course of action with his own money, the more seriously he took to Wright's contention. After all, was this lopping off of unnecessary business to make way for sounder business and healthier turnover contradictory—or was it not? The more he mulled it over in his thoughts, more clearly came the answer—it was not! It assayed just about 99.9 per cent. pure common ordinary every day horse-sense. The puzzler was why he hadn't had backbone enough to admit it before. It was the sort of weeding out that would develop more robust, healthier growth in everybody's garden patch.

Elimination of the Needless

"What's more," broke in Wright again, "if this sort of elimination is good for war time conditions, will there be any argument for forgetting it again when we get back to normal? If you paint people can forget this petty scrambling to outstrip each other in useless and burdensome details and look to the larger interests of the trade, we can keep it up. If this concentration and condensation of our paint and varnish stocks can save a dollar now and make two grow where one grew before will there ever be any reason for wasting them again by the old scatteration system? Why didn't we all look at it this way before? Why not keep on looking at it this way? I want to tell you that those dollars will clink just as loud in my bank account, war or no war, and I am convinced that we dealers responsible for your retail distribution will probably have more to say in keeping you fellows in the straight and narrow than we've ever had before. If the present economic magnifying glass has been good enough to pick out the imperfections of the past, let's keep it focused to avoid the same faults in the future. You paint fellows ought to frame a little motto 'Nevermore,' and take a long, lingering glance at it whenever you are tempted to exploit something that can actually be done without. There's plenty enough necessary detail in your business at any time without scouting around for stuff that is not absolutely essential. You fellows may miss a few odd dollars here and there—but you'll be like the gentleman with the seventh cocktail under his belt—far better off without the eighth or a sorry looking figure with it."

Wright's machine gun of ideas was by no means suffering for lack of ammunition. It was steadily peppering Rogers' former smug stronghold of complacency and letting in daylight from every direction.

Competition of Keenest Kind

"Another thing," continued Wright, after a pause, "sooner or later we're going to hang up our muskets, gas masks and helmets and every nation will whet its pruning hooks and polish its plow shares for a commercial strife that will put all past competition deep into the shade. Canada is going to be into that scrap just as surely as she is into the present one. Essentials and not non-essentials, will be the things that count. Co-operation and co-ordination will be the life breath of our efforts. Our present Munitions Board is an example of the big thing that can be done when all factors are properly co-ordinated. Already our banks are getting together pleading the necessity of a big institution to handle a big situation. Any single man or any single branch of any trade that thinks that this game can be gone into single-handed is going to land into a corner, with a beautiful dazed notion of having had something hit them. Even war is a game that no single nation is fool enough to tackle alone. You paint fellows will probably find that those figures I gave you last fall will spell opportunity to somebody outside and then first thing you know international competition will be walking right into your own bailiwick without so much as a please or thank you.

Canada's Low Paint Consumption

"Now, it looks to me that you ought to make mighty well sure that you're cock o' your own roost first by a little co-operation. You don't have to go beyond the shores of Canada for more worlds to conquer. Canada's low per-capita consumption of paints points to the possibility of greater production right here at home. As I understand it production based on the home market will be the fortification from which you'll have to shoot if you are going to get into the big game outside. You won't do it by sitting around waiting for something to happen. You'll have to get up and make it happen. And you'll have to make it happen altogether. One man at an oar and another on his knees praying is mighty little use in bringing a lifeboat ashore. Everybody pulling on his oar in unison with

the rest will stand a better chance of weathering any sort of a storm."

It is difficult to describe the mental state of a man who has been suddenly jolted loose from a fixed, deep-rooted notion of his trade and suddenly awakened with an earthquake of ideas such as Wright had been stirring up. Especially so when those ideas have had no time to crystalize into definite shape in relation to the new viewpoint offered.

To picture Jim Rogers' present mental state under Wright's assaults would probably have upon the reader an impression as clear as the average futurist conveys with his conglomeration of lines and angles and kaleidoscope of color. But as we shall see those ideas did evolve into definite shape and form and were pretty free of void when they did leap into action.

Camouflage in Business

Wright's breaking up of Rogers' established attitude clearly illustrated how that all too frequently petty, infinite detail camouflages a man's own business to himself by the simple expedient of keeping up a close unremitting relationship between his nose and the ceaseless round of the grindstone. For those whose heels never leave the comfortable feel of mother earth the horizon is limited to fixed and definite dimensions. To a certain extent Jim's fixed notions of his trade in the past could be described in this manner.

Already many erroneous divine right ideas had been cleared away and left revealed clearly the potent value and possibilities of the paint and varnish trade in Canada. Jim dimly began to see that too long he had been tied root and branch to the traditional trellises of his trade. He had heard the word expansion, liked to throw out his chest and dwell upon it in the limited meaning of his previous understanding of increasing business. But expansion in the light of Wright's schemes extended far beyond any horizon he had yet explored. He knew that in his own factory, scarcity of raw materials, prices, labor—everything that had to do with production had uprooted, reformed and renovated many long standing and fossilized modes of procedure. That a similar revolution might be possible in the selling, distribution and advertising of that production was being revealed for the first time in a manner that could not be denied. Wright's proposals and outline for a more paint campaign had come like a short arm jolt that lifted Rogers' gaze a few pegs higher than he had ever gazed before and joggled his notions to the direct benefit of himself and his trade in general.

Following a considerable pause in Wright's discourse, during which Rogers continued to add to his already lengthy abstract of their conversation he looked up grinning, "Now that you've got the lid off Charley and the steam coming out, what else have you got stewing in that reform pot of yours?"

Where Co-ordinated Effort Comes In

"Do you remember some three or four years back when you spent a perfectly good and otherwise fruitless hour trying to convince me that I ought to move my paint department up to the front of the store and keep it there?" enquired Wright, striking off at a new tangent in his more paint argument.

"Yes! and it still sticks in my crop how all-fired stubborn you were about it," reminded Rogers, "but where do we go from here?"

"And you've never smoked out any explanation for the stubbornness?" continued Wright.

"Nope."

"Well, it was about like Mr. Post's coffee reform—there was a reason—and that reason was against you then, is yet, and it's up to you fellows to say whether it shall continue or not. Incidentally that very same reason is going to show you where a thoroughly co-ordinated more paint effort horns in on this discussion from another angle.

"Along about that time you paint fellows began to feel a mild injection of more paint business in your blood. You were something like a lot of duck hunters in September, the atmosphere made you just naturally feel as though you had to start gunning for something, somewhere. First one of you would blaze away with one idea, then another with a different idea till it pretty much sounded like a duck marsh at 4 a.m. New methods of getting paint business seemed to be the game you were after, and so you went to it with double-barreled guns all oiled up, decoys, dogs and all the rest of the paraphernalia. One fine morning some fellow suddenly woke up and conceived the brilliant idea that 'fall painting' would be a great business booster to relieve the epileptic spasm we have in the spring trying to crowd a whole year's business into April and May and June. Then another chap rolled out of the hay and questioned all and sundry if it wouldn't be 'some shooting' to have all year round painting. 'Blaze away!' was the indifferent response from under the other blankets. One or two set their sights for a 'Clean-up and Paint-up' campaign. Scarcely any one of you were concerned about what the others went after so long as you bagged your own game. And the result was none of you got very much out of all the noise that was made. Some few of you like yourself sent up supplications to us paint dealers to shove our paint departments up front to trap Mr. and Mrs. Paint User in season and out."

"And you were one of the fellows that refused to set your decoys for this business," responded Rogers pointedly.

"I did," retorted Rogers, "because as I say you paint fellows, who were the big boys in the game, let bang into the air hit and miss, packed up your guns, beat it for home without stirring up or bagging anything worth while."

"Seems to me you'll have to bear part of the blame then, after the admission you've just made," chided Rogers.

Concerted Action in Advertising

"Yes and No," admitted Wright, "the real reason, however, existed in the lack of concerted action in your advertising as I pointed out to you last fall. Now, mark you, I thought then and still think that everyone of these ideas are good—good as the wheat. But because you failed to get together and make a united drive to impress these ideas indelibly upon the public, to just that extent you failed to get me to put my paint department where it would be of all-season service to myself and my customers. I couldn't see then nor I don't see yet any reason why I should do it until something positive is done to get the public fixed into these habits."

"Which I suppose led to your statement that our advertising failed to hit the Bull's Eye," broke in Rogers.

"Exactly! No single branch of the trade can hope to alter the trend of public habit with any show of success. It will take the united efforts of every man jack of you to start the ball rolling in the right direction."

"For the sake of your argument let me appoint you our advertising manager pro tem," suggested Rogers, "and let us see how you would go about it."

Handicaps of Advertising Managers

"I refuse the job for two reasons," objected Wright. "In the first place my contention has placed me in the position where not only do I want to see results for myself—but I want to share the benefits equitably with every other branch of the trade—and so far I have been disappointed in the light of the figures given you. Now an advertising manager, no matter how important a niche he fills, is doomed to disappointment in any endeavor to carry out my ideas because he is more or less handicapped by the present methods of going it alone. Secondly, any man that undertakes seriously to put such a job over must be firstly the servant of all the combined elements of the trade and secondly must be backed by their co-operation both in finances as well as moral and active support. To my way of looking at it he should be foot free to turn loose on all these opportunities which, as I've shown you, actually exist."

"A pretty large sized job, Charley, apparently you want to be high Mucki-Muck and general factotum to dictate just what should and should not be," exclaimed Rogers with unconcealed admiration for Wright's ambitious scheme.

"Of course you couldn't shoulder the whole thing on one man, such a position would have to rise out of a proper organization," qualified Wright.

"Go ahead and organize," encouraged Rogers.

Suspicions That Hinder Trade

"I'll have to admit hands down," laughed Wright, "that it's just here that putting this scheme of mine into action becomes a real he-man's job. The fellow that can do it gets the problem by the scuff of the neck and the seat of the pants and has a down hill haul. Like nearly every other industry the paint and varnish trade has its different associations each endeavoring to perform certain functions in the interests of its members. No doubt about it that

many are doing very useful work in their individual spheres. But there is too much lack of co-operation amongst them and this condition makes it difficult to get co-ordinated, representative action in the interests of the trade as a whole. What is needed to weld them more closely together is some object of common interest towards which representative action of every branch may be taken. Not infrequently you find one organization working with suspicion that some of the others have daggers up their sleeves for their particular pet projects. That sort of attitude must be laid aside. The time has come when every branch of the trade with all their associations should meet on common ground and have these misunderstandings threshed out and the common interests of each set into a definite objective, clear cut, and prepared for progressive action. It's in the air, Jim! sooner or later this trade of yours will have to come to it—eventually, why not now? Yet with this necessity staring us in the face, it gets me how in the Sam Hill so many persist with such childish delight in packing around their petty little whims, biases and prejudices which only serve to blind them to their own advancement. To get these individual units together and kick their feet under the same table so that such an understanding may be reached just about rivals Russia after Nicky got his walking ticket."

"Let's grab this organization of yours out of thin air for the time being and suppose that you have got them cheek by jowl at the round table, what then?" suggested Rogers.

How Co-operation Could Work

"The usual parliamentary procedure," answered Wright, "appoint a committee. But I'd want them to do the unusual unparliamentary thing of getting into action—quick! Of course, no committee running true to form could proceed without setting the stage with a whole lot of investigation, statistics and other precautionary scenery, which is all very well and good if they evolve a worth while plot from such surroundings. They'd have to comb over little bumps of apprehension and fear persistent with some of the chief actors and use the rouge stick and powder to tone down the prejudices of others. They'd find quite a few chaps afraid of the dark, untrodden paths because nobody in their particular branch had gone that way before and some would have to have their courage screwed up for fear their associates would use a billy on them when they weren't looking. Your committee would run about the same gauntlet as a diplomatic mission into Mexico. However, if they can ever approximate a Missouri mule's determination to stand pat on the object of their organization, I'd have no fear of the outcome. Do you know, Jim, that if we had Columbus amongst us he'd get heartsick searching for some one in any trade organization that would have the nerve and heart to sail on some uncharted ocean of trade effort? Mighty few of us will do it of our own free will, till old Mother Necessity pushes us out into it, when it's a case of jib your sails or take to the cat boat. This committee will just naturally have to inject itself with persistency, perseverance, stamina, determination, diplomacy, confidence and inspiration and harness itself to a never ending flow of electrification if it intends to come out top dog in its efforts."

"Then let's suppose you've got the skids all greased and your committee slipping things into real action; what then?" persisted Rogers.

"Appoint a permanent executive bureau representative of all branches, guiding and being guided by some one who will devote his whole time to the direction of your more paint publicity," added Wright with finality.

"Oh ho! so that's the job you're after," exclaimed Rogers.

"I've picked out the job, but it's more likely it would have to do some considerable chasing to run to ground the man capable of filling it," answered Wright quietly.

"You realize of course, Charley, that this scheme of yours would cost real big round dollars? Do you think it would be worth it?" questioned Rogers.

Oil Up the Machinery

"Haven't any doubts about it. If your present capitalization of something approaching nine and a half millions, bound up in paint and varnish manufacturing, would double or treble your present per capita production of $1.05 by a more paint campaign, wouldn't it be worth while? Doesn't it look to you as though some sort of publicity organization properly directed would be a pretty wise and comparatively inexpensive investment. So far as expense is concerned it would be a mere flea bite when you look over the amount and size of the organizations that are now occupied in present methods of distribution and advertising. Think it over from this angle, Jim, and figure it out. Are you fellows making the dollars in your capital investment earn their utmost. There is just as much reason why the earning capacity of the nation's dollars should be conserved and cultivated more intensely as there is need for paint to conserve our property and prolong its interest drawing ability. As I've pointed out there has been rather too much friction and lack of co-ordination and it appeals to me that a 'more paint' campaign, in which everyone is interested, would oil up the machinery considerably."

"The added expense of such a bureau, considered in the light of the existing relations between investment and production, would be slight if your production with present capital investment could be increased as I think it should be."

To Make the Dollar Earn More

"I'm no capitalist, Charley, and I've never thought about advertising as a means of conserving the dollar nor increasing it's earning capacity from this collective standpoint. Nor have I ever looked beyond the interest of the individual in the dollar to that of its national importance. At the same time I can see that where for every dollar in capital invested we might be earning two or more; while under existing conditions we're not quite getting back an even dollar in goods produced."

"Look at it this way too, Jim, that it would increase the productive capacity of the money invested by jobbers, retailers, master painters, supply houses and anyone else that has scraped together a few odd dollars and looks for returns from the paint and varnish trade."

HOLD TRADE WHEN DISTRICT CHANGES

(Continued from page 40.)

forward to an increasing trade now that he has secured a source of supply.

Business Growing Steadily

Owing to the steady increase in business and the necessity of carrying a fairly heavy stock the James store has become somewhat restricted in amount of space available. The proprietor has long ago realized the necessity of larger quarters but his natural line of expansion is to the eastward, where the property has been mounting steadily upward. Basement is fully utilized as storage space, a warehouse in the rear of the lot is connected with the store by an underground tunnel, and is fully utilized. Even some of the living apartments upstairs have been taken over as storage space.

Caters to Factory Trade

One of the good trade sources for this store is the factories of the district. At the time the character of the district commenced to change, Mr. James devoted his attention to this trade. He has been able to get almost his usual selling price from the factories. It often happens that some of the smaller dealers lose much of this trade in their district to the larger concerns on account of the more favorable price which the latter are able to quote. This has not been the case with the James store. A good trade has resulted from the factories because a well-assorted line is always kept in stock and delivery is made promptly once the order is received. This business is done almost entirely over the telephone as the factories send in their orders without the necessity of a personal canvass from the hardware dealer or without a visit to the hardware store. This business can be transacted with a minimum loss of time and payment is invariably made promptly.

W. H. Westman of the Chatham Malleable & Steel Co., Chatham, Ont., has purchased the plant of the Exeter Manufacturing Co. and will remove part of the machinery to Chatham. The balance of machinery is to be sold locally.

EDITORIAL COMMENT

EDITORIAL BRIEFS

THREE hundred million dollars' increase in wages has been granted to railway employees on 184 railroads in the United States. Uncle Sam is going to spend as lavishly among his workers as he is doing on war orders among his manufacturers. Apparently his good right hand is not questioning about the doings of his left.

* * *

THE new German super-submarines are reported to be 450 feet in length, 36 feet beam and have 20,000 horsepower, with speed of 28 knots above surface and 15 knots submerged. Wonder if Von Tirpitz thinks he can scare the British seaman back into port by the size of his monsters?

* * *

THE millers perhaps chuckled when the flour hoarders were compelled to disgorge. Miss McKenna's report on their war-time hoardings in the shape of profits, together with a remedy to be applied, will undoubtedly give them a new interest to cogitate over.

* * *

THE United States now has over 2,000,000 men in her army, with upwards of half that number now on the Western front. The military junkers still boldly assert to their people that the submarine campaign is an effective bar to their participation in the war. A million or two men is apparently only a flea-bite for the supreme German Egotist.

* * *

COPPER producers will have to go back and bide their time for another chance to get the Government to increase the price. For the second time the price has been fixed at 23½c in the face of an optimistic anticipation each time that the price would be increased. It is really too bad.

* * *

MANUFACTURERS of shelf hardware in the United States are getting supplies of steel for further operations from the mills. But reports seem to indicate that supplies are forthcoming only when their stocks have been exhausted through demands from war sources. There is a string attached to all commercial orders for steel.

* * *

TIN prices in the New York market have stopped in their upward flight to take a breath. Tin is quoted around $1 per pound in that market. Tin to arrive two months hence is even quoted at 90c. Prices of $1.50 per pound were thrown in occasionally in the Canadian market by way of an attenuated thriller.

COPPER PRICES HAVE BEEN FIXED

IT is now definitely established that the price of ingot copper to the producers in the United States will be the same as that prevailing for several months past, namely, 23½c per pound. The Price Fixing Committee of the War Industries Board will so recommend to President Wilson.

Decision with respect to this price came as a surprise to the producers as they generally expected that an advance would be allowed over that figure. They had met the price-fixing committee and in a session lasting eight hours had covered thoroughly the problem of advancing costs of production.

However, it was intimated that some consideration might be given later to those high-cost mines in order that they might show some profit on their operations. It was not stated what form this consideration would take.

All the copper that can possibly be turned out by the various interests of the country is greatly needed. The Government is not desirous that production should decline, but rather that it should increase. The price of 23½c is to continue for 75 days, or until after August 15th.

COPPER PRODUCTION AHEAD IN 1917

REPORTS made by the United States Geological Survey show that the amount of copper produced in 1917 in the United States was 2,428,546,171 pounds as compared with 2,259,387,315 pounds in 1916.

Of the total there was produced from mines in the United States in 1917, 1,873,546,171 pounds while 555,000,000 pounds were produced by foreign mines. Part of this amount produced in foreign countries came from Canada.

The total value of the copper output of that country at the average price of 27.3c per pound was $514,910,956, as against $474,288,000 in 1916. Stocks of copper on hand January 1 of this year were less by some 13,000,000 pounds than they were at the corresponding period in 1916, the amount at the first of the present year being 411,000,000 pounds as compared with 424,000,000 pounds in 1916. Stocks include refined copper, blister copper and material on hand.

With the great war activity there is need for every pound of copper that can be produced.

OUTLOOK FOR COMMERCIAL STEEL UNCERTAIN

THE burning question at the present time on the part of all those who are in any way interested in the iron and steel industries is the possibility of a cessation of supplies for commercial uses. So far as the United States is concerned it would seem that the War Industries Board is bent on seeing that all needs of the Government and Allies for war purposes are supplied first before any iron and steel can be diverted into commercial uses.

A joint steel committee has been appointed to investigate the entire steel industry, which committee is comprised of members of the Iron and Steel Institute and the War Industries Board. It will be one of the duties of this committee to recommend with all possible speed the extent to which curtailment of supplies for less essential industries may be carried out.

A statement by Bernard H. Baruch, chairman of the War Industries Board, that the shipbuilding program for the United States in 1919 would require steel for 12,000,000 tons of shipping. For this amount of shipping the steel industry will be required to furnish 4,000,000 tons of steel plate. In addition to the twelve million tons of steel ships there will be built 3,000,000 tons of wooden ships.

The stand taken by the War Industries Board virtually means commandeering of the iron and steel industries and placing them under Government control. To get on with the war is becoming more and more the single aim of the United States.

Canadian industries dependent on iron and steel from the United States and importers of finished products will watch with unusual keenness the recommendations of the joint committee.

THE WINNIPEG STRIKE

STREET car men, telephone operators, freight handlers, railway employees, totalling 40,000, went on strike last week in Winnipeg, tying up business considerably. Freight sheds were congested, and it was impossible for jobbers to fill the orders for country merchants. The latter must have suffered considerable inconvenience, but will understand why when they realize what it means for 40,000 men to go on strike.

On Saturday morning, May 25, when the strike had been partially settled, and some of the strikers were at work again, a Winnipeg jobber issued the following message to the trade:

"The strike is over. This is the message that has just come to hand. The negotiations pending for the last few days have resulted in a successful winding up of what threatened to be a most disastrous calamity.

"In so far as we as merchants are concerned the freight tie-up is the most serious thing that we have had to consider. In conversation with the railroads to-day, we learn that the amount of incoming freight held for distribution is something stupendous, and it is very doubtful whether they will be able to move any of these cars that are to be delivered to wholesalers in Winnipeg for some days.

"Now that the strike is over, all outgoing freight will be rushed to destination, and any orders placed with us will be given extra attention so that delivery will be made to you at the very earliest moment. The first shipments leaving Winnipeg may be the only ones that will get through in anywhere near regular time; authorities say the congestion may be most felt after the freight service is resumed."

THE CLERKS' CONTEST

ON page 53 of this issue of HARDWARE AND METAL there appears the announcement of a contest for the clerks. It is to be hoped that every clerk will consider this proposition carefully, will feel that it is addressed to him personally and will decide to enter this contest. The idea of the contest is to prove first and foremost that the clerk is a large factor in selling goods. That is in the clerks' interest beyond a question. Moreover, it is in the interests of the clerk that he should let people know that he is a selling factor. We believe that many a hardware clerk is a live, aggressive salesman who need not take off his hat to the best salesman in any other branch of work. We are asking the clerks themselves to prove it and we are expecting a generous response. Don't put this matter off, do it at once.

WELSH TINPLATE SHUT OFF

ONE of the shifts in trade occasioned by war conditions is the shutting off entirely of Welsh tinplate from the Canadian market. Arrangement has apparently been reached between Great Britain and the United States to the end that the United Kingdom would cease to ship tinplate to countries to which the United States is now exporting.

The output of the Welsh mills has been greatly curtailed since the outbreak of war. Last year the output was estimated at 350,000 tons compared with 825,000 tons in 1913. The British output is taken up for munition requirements for herself and some of the Allies, for the Board of Agriculture and Fisheries, the Ministry of Food, the Railway Executive Committee, the High Commissioners for Australia, South Africa, New Zealand, the crown agents for the colonies and the Egyptian State Railways.

It will be seen that with the decreased output of the Welsh mills there is quite a sufficient demand from other sources to forego the Canadian trade in favor of United States mills. The United States will also supply South America and the East with tinplate.

EVENTS IN THE TRADE

Business Changes

Paynton, Sask.—James W. Bone, hardware, has sold out.

Ernfold, Sask.—R. P. Eades, hardware, has dissolved firm partnership.

Eyebrow, Sask.—S. Bookhalter, general store, has sold his hardware business to Mrs. E. M. Booth.

Galt, Ont.—C. M. Brown, who for some five years was manager of the McMurtry & Co.'s hardware store, has purchased the general store of E. M. Bond at Sheffield, Ont. E. B. Litz, who has been manager of the St. Thomas store of McMurtry & Co., is to take charge of the Galt store.

Ayton, Ont.—The hardware and tinware business of James Walch of Ayton, Ont., has been sold to F. W. Meyer & Son of Neustadt, Ont., dealers in stoves, ranges, tinware and graniteware, who will conduct the business as a branch store. The new firm would like catalogues and prices from wholesale houses addressed to them at the Ayton branch.

Obituary

Herbert Sheridan Blackstock, formerly a traveller with Beatty Bros., Fergus, Ont., died recently at Thornton, Ont.

William B. Rogers, who had been postmaster of the city of Toronto since 1903, died suddenly of heart failure recently. Mr. Rogers commenced his business career as a clerk with Rice Lewis & Son, wholesale hardware, Toronto.

Fire Losses

Montreal, Que.—The King Radiator and Boiler Company's premises were badly damaged by fire on Friday, May 24, which broke out in the George Hall coal yards. The flames leaped across the street from the coal yard and caught the buildings of the King company.

Personals

J. T. MacLennan, Dunchurch, Ont., called on the wholesale trade during the week.

N. A. Malcolm, Malton, Ont., was in Toronto during the week on a buying trip.

J. M. Shellenberger, representing Baeder, Adamson & Co., Philadelphia, Pa., and branches, was calling on the trade during the past week in the interests of his firm.

James Dandie, hardware merchant, Streetsville, Ont., was a visitor in Toronto on Tuesday of this week.

The trade will be pleased to learn that Mr. G. F. Stephens, paint and varnish manufacturer, Winnipeg, is feeling much better after his holiday in California. He is returning to Winnipeg via Vancouver.

George Primm, who has been identified with the automobile trade for a number of years, has become connected with the Canadian Pneumatic Tool Company, Limited, of Montreal, as sales manager for their truck department. The company has opened new and well-equipped showrooms at 345 Craig Street West and will have in conjunction therewith an up-to-date and efficient service station.

Ontario News Items

The British America Nickel Corporation, Ltd., has announced that on or about June 1 the offices of the corporation will be removed from Toronto to the Citizen Building, Sparks Street, Ottawa, Ont.

Ingram & Davey Hardware, Ltd., of St. Thomas, have added a ton motor car to their delivery service. This gives them two motor cars and one wagon for delivering and carting freight.

The London retail hardware merchants started closing Wednesday afternoons this week, as usual during the past few years. This will continue until the end of August. One of the holidays in July will be used for their annual big picnic to the lake at Port Stanley.

J. H. McKee, hardware merchant, of Kincardine, Ont., recently moved his stock into the store formerly occupied by A. Shields, hardware. A. Shields sold his stock to Peter Shields.

The stock and fixtures of Parson's Fair and Hardware of Orillia, Ont., have been sold to Mr. Waite, of Orillia.

R. S. Nelson, the manager of the Parson's Fair and Hardware, has purchased the stock and fixtures of the Orillia Fair, and will take possession on June 8. The stock consists of china, notions, tinware, graniteware, and light hardware.

Incorporations

Stratford, Ont.—McDermid & Kyle, Ltd., has been incorporated with a capital of $40,000 to carry on business as hardware merchants, plumbers, etc.

Hamilton, Ont.—Walker-Vallance Ltd. has been incorporated with a capital of $40,000 to manufacture and deal in automobiles, bicycles and motor vehicles and accessories.

Montreal News Items

Mr. Gladman, with Taylor Instrument Companies, is in Montreal this week.

A. H. Jenkins, of A. C. Leslie & Co., spent a few days in the northern fishing grounds during part of last week.

James Kinsman, representing North Brothers Manufacturing Co., Philadelphia, was in Montreal this week calling on the trade.

W. J. Bland, sales manager for the Canada Paint Company at Winnipeg, was this week a visitor at the parent plant in Montreal.

The Montreal branch of the Canadian Manufacturers' Association elected officers for the coming year on Wednesday of this week.

George Henderson, president of Brandram-Henderson, Ltd., is on a Western trip. Mr. Henderson will visit Winnipeg and go through as far as Vancouver before his return in a few weeks.

W. H. Thomas, manager of the tire division of the Canadian Consolidated Rubber Co., has resigned his position and joined the forces of the King and Empire, going with the Royal Canadian Horse Artillery. He was made the recipient of a purse of gold by his friends.

Through the explosion of a gasoline tank on the premises of the Canadian Car and Foundry Co. a few days ago, Ville St. Pierre was killed. The smoking of cigarettes by fellow workmen is assigned as the cause of the explosion.

Leo McLaughlin, sales manager for the Canadian Roofing Manufacturing Co., Ltd., of Windsor, was a caller at the Montreal office of HARDWARE AND METAL this week. Mr. McLaughlin was through to Halifax and reports conditions there normal, with the outlook satisfactory.

B. Frankel, of Frankel Bros., scrap metal merchants, Montreal and Toronto, returned from a fishing trip in the north country. Mr. Frankel says that this is his first fishing trip there but so impressed with it was he, and so excellent was the fishing that he has already made arrangements to repeat his experience next year.

Sir Charles Gordon, in presiding over the annual meeting of the Dominion Textile Co. here a few days ago, stated that Canada would receive from the United States a great many war orders that would spell increased industrial activity for us. He bases his information on a talk he had had with Mr. Daniels, di-

rector and general manager of his company. One of the very gratifying improvements noted by Sir Charles in going over the matter was that of finding the adverse trade balance of $311,000,000 of last year was now reduced to $189,000,000 for the ten months of the present fiscal year.

The National Shotgun Association is this week holding an "Old Timers'" shoot on Saturday next in Notre Dame de Grace at its grounds. It is being held in honor of the old veterans, and prizes are being awarded by the Dupont Powder Company of Wilmington, Del. Bronze buttons also will be distributed as souvenirs of the shoot.

After a trip of several weeks in Western Canada, H. Kearns, sales manager for B. & S. H. Thompson & Co., Ltd., returned last week. Mr. Kearns was as far west as British Columbia. Asked by HARDWARE AND METAL as to his impression of conditions there, Mr. Kearns stated that if conditions continue favorable there will be a great crop and that the farmers and tradesmen of the West will be very prosperous as a result. "There is a considerable amount of activity around Calgary in farm properties, and this is a good sign. In a general way the outlook is splendid, and the only problem that may become a great one is that of labor to take off the crop which is expected," was Mr. Kearns manner of sizing up his view of the situation.

Branch Managers Changed N.B. News Notes

William A. Church, who has been New Brunswick manager for Brandram-Henderson, Limited, with headquarters in St. John, for several years, has left for Medicine Hat, Alberta, to manage new interests acquired by the company there. Carl B. Fraser of Parrsboro, N.S., who has been on the company's travelling staff, will replace Mr. Church in St. John.

W. H. Thorne & Co., Ltd., have sent a cheque for $100 to the St. John firemen's relief fund in recognition of the excellent work of the firemen at the time of the recent fire in their hardware store.

It is the intention of the majority of the merchants in St. John to observe the King's birthday on June 3 as a full holiday, this decision being made partly in the interests of the men who wish to give the time to work in war gardens. As the holiday comes on Monday, the summer half-holiday season will not commence until the following Saturday.

The Enterprise Foundry, Sackville, closed down for two days last week to enable their men to assist in the work of greater food production, either by working in their own gardens or by assisting farmers in the surrounding country. The results were satisfactory.

George W. Hoyt, for many years employed with W. H. Thorne & Co., Ltd., St. John, and who went to Sussex, N.B., six years ago to take charge of the hardware department of the Sussex Mercantile Co., Ltd., died last week after a short illness.

The common council of the city of St. John has been engaged lately in an attempt to determine what is paint and what is not. The question has arisen over a bill for painting a city warehouse, which totalled more than $1,300. The allegation was made that the material used for painting the structure was "dry red," mixed with gasoline and japan. The city has invited the contractor to enter suit for the amount of his bill.

The announcement that the Government was to sign the $7,000,000 contract for the construction of a dry dock, steel shipbuilding and repair plant and for the construction of steel steamers in Courtenay Bay two weeks ago evidently was premature, but R. W. Wigmore, M.P., now announces that the contract will be signed in a day or two.

Returns Money After 38 Years

A. A. Westman, formerly proprietor of the Westman's hardware in London, Ont., but who recently disposed of his interests in the firm, was greatly surprised to have thrust into his hand the sum of $75 as the first instalment of $600, which the donor claimed he had stolen from Mr. Westman when he had burglarized his store some 38 years ago. The surprise came to Mr. Westman while he was working in his garden on Victoria Day. At the time of the burglary Mr. Westman refused to yield to the pleadings of the boy's parents that the charge be withdrawn and the offender had to spend two years in the penitentiary. The man in question stated those two years were sufficient to separate him from his evil companions and started him on an upright way of living. The man is now in Toronto, and is embarking on a new business venture. He stated that he did not wish to feel that he had wronged anyone.

Iron Merchants are Now in New Quarters

The general offices of the Drummond-McCall Co., 373 Front Street East, Toronto, were moved this week into the handsome new quarters just completed, immediately in front of their premises. The office fittings, lighting schemes, and general arrangement of the layout are all that could be desired, and will be much more convenient for the carrying on of the business. The old office upstairs, and in rear of the new one, will still be used for a portion of the work.

View Showing Fancy Dress Bicycle Parade Held in Winnipeg, Man., on May 4, as a Preliminary Event in Bicycle Week. Reports from the West Indicate the Bicycle Trade Has Started Well.

WOULD ATTRACTIVE HEADLINES HELP YOU?

Merchants Have Stated They Often Find it Difficult to Get Attractive Headlines for Their Advertising Material—Some Suggestions Are Offered —Put News in Your Headlines in Order to Attract

MANY merchants are imbued with the advisability of getting attractive headlines for their advertisements. It is comparatively easy for them to make the appeal once the advertisement is started off with a catchy heading. It is with a view to offering some suggestions that HARDWARE AND METAL presents herewith some timely phrases that might be used to good advantage in advertisements:

Paint for the Sake of Insurance.
Paint to Protect Your Building from the Summer Sun.
Plant Your Garden Without Delay.
Lawns Now Need Cutting.
Get Your Lawn Mower Sharpened.
Garden Hose Essential to Good Crop.
Screen Doors Are Needed Now.
Keep Out the Fly Pests.
Flies in the House Are Dangerous.
Protect the Baby from the Flies.
Garden Trowels Make Better Flower Beds.
Stepladders Help You Houseclean.
Stepladders Save Time and Reaching.
Your Car Needs Accessories.
Make Night Driving Safe by Using Proper Lights.
Make Your Car Comfortable With Accessories.
What is Use of Driving Car if You Cannot Drive in Comfort?

Bicycle Business in Western Ontario Good

"The bicycle dealers in Western Ontario are in a very optimistic state of mind at present," stated B. B. Halladay, sales manager of the Canada Cycle & Motor Company, to HARDWARE AND METAL, on his return from a short business trip into Western Ontario, during which time he visited the cities of Chatham, Windsor, and London. "Business is in splendid shape in that section of the province. Bicycle week had much to do in getting the trade started right. Big bicycle events were held in Chatham and in Brantford on May 24, when the old-time races were again revived. At Chatham an exciting performance in racing was made by one young man, who rode fifty miles to the meet and then cleaned up all the feature events. Reports of conditions in British Columbia are very promising. Our branch manager in that province recently sent in a sorting order for a carload of 315 bicycles to take care of the additional trade that has developed in that province. In Ottawa one bicycle dealer sold no less than twenty bicycles on May 11 up to five o'clock in the afternoon."

Indications That More Munitions Orders Coming

Large wholesale jobbers in machines for making munitions and for machine tools report an increased inquiry from munition makers for additional tools for this purpose. It is reported that additional large orders from the United States are seeking placement with Canadian firms and should these contracts be placed it will mean the extension of the plants of some of the Canadian concerns. On this account the munition makers have been making inquiries as to the possibility of their being able to secure the necessary equipment to turn out these orders. Present conditions seem to indicate an increased activity in making of munitions.

Canadian Manufacturers Elect Officers for Year

The Montreal branch of the C. M. A. elected last year's officers for a second term and the following are therefore returned for 1918, with the exception of Wm. Rutherford, resigned, and who presided at to-day's meeting: Chairman, C. Howard Smith; vice-chairman, Lt.-Col. W. J. Sadler; executive committee, G. F. Benson, A. H. Brittain, B. W. Coghlan, N. R. Feltes, Art Harries, Michael Hirsch, A. D. Huff, W. Jamieson, R. H. McMaster, H. E. Moles, S. J. B Rolland, Eugene Tarte, John Lowe (Valleyfield) and F W. Stewart.

Representation to the executive council of the C. M. A. is made through the following personnel: Wm. Rutherford, George A. Slater, J. R. Colby, W. A. Desbarats, S. W. Ewing, D. J. Fraser, Chas. E. Frost, Lawford Grant, Geo. W. Sadler, J. H. Sherrard, R. E. Jamieson and Fred Van Bruyssell.

CONTEST FOR CLERKS—$10 FIRST PRIZE

IS the clerk a real salesman? Does he merely hand goods across the counter or does he actually make sales?

We are asking the salesmen and salesladies behind the counter to answer these questions from their own experience.

Here is a contest in which we are anxious that every clerk shall join.

What is the selling power of the clerk?

For the best answer to this question, based on a definite experience, HARDWARE AND METAL offers a prize of $10. For the second best answer a prize of $5. That no clerk may think that this is wasted effort, we will pay $1 for every reply that we are able to use in our news pages.

In this contest literary merit counts not at all. We don't care in what form your answer comes. The prizes will be awarded on the value of the idea and how it actually sold goods. The idea may be a window display, a sales talk, an idea of following up former sales, anything in fact that produced results in sales.

The only conditions of the contest are these:

1.—That the contestant shall refer to sale of some definite line of goods.

2.—That these goods shall have been sold at regular and not cut prices.

3.—That there shall be stated the amount or value, or both, of goods sold within a certain specified time.

HARDWARE AND METAL believes that every retail salesman has used ideas to sell goods that have been real winners. Tell us about these ideas.

The contest closes June 22, 1918, and the winners, with their experiences, will be announced in the June 29 issue—an issue that will feature articles of special interest to the salesman behind the counter.

Coming into this contest, giving your story of the best selling experience you have ever had, will make you even a better salesman. Tell in your own words what sales talk you used to create the demand for the line of goods you select. State what quantity was sold in a definite time, such as a day, a week, a fortnight, etc.

Everybody come in!

Rebuilding of Halifax Will Make City Prosperous

There is still a great deal of activity in Halifax, and this will be greater when the plans to rebuild now being considered by the government are completed. Such is the opinion of Leo McLaughlin, sales manager for the Canadian Roofing Mfg. Co., Ltd. of Windsor, Ontario, who has just returned from a three weeks' trip through the Maritime Provinces, and who was interviewed on his way through Montreal by HARDWARE AND METAL.

In a general way conditions are probably somewhat quieter just now through parts of the country in the Eastern Provinces, but the outlook as reported by Mr. McLaughlin is good and there will be considerable business improvement later in the season. The greatest need, and particularly in Halifax, is for goods. These are wanted in large volume and price is no barrier if the merchants can secure what they require. Care is still exercised in the selection of the stocks carried and as a general thing the better grade of merchandise meets with the best reception. There will be an active trade for the better building materials when permanent building plans are available, and Mr. McLaughlin states that there will apparently be ample funds to carry out this programme.

"One of the greatest difficulties confronting the dealers in Halifax at the present time is that of warehousing accommodation," said Mr. McLaughlin. It appears that the need for housing is so great that neither time nor material can be at present spared to afford the much-needed protection for goods brought in. This will be available later, of course.

Tax on Second-hand Cars Still in Effect

According to advice received by dealers in second-hand automobiles in Stratford, Ont., recently, the report was made that second-hand automobiles are not to be taxed. The Inland Revenue office at Toronto states that they have received no notification from Ottawa that second-hand cars in dealers' hands are not to be taxed. The last information advised that second-hand cars in dealers' hands were taxable.

J. U. Vincent, Deputy Minister of Inland Revenue, was in Toronto during the present week, and gave instructions to the Toronto office that the tax was still in effect on second-hand cars in dealers' hands.

No Contracts Can be Placed in United States

"It is impossible to place contracts for steel commodities of any description with producers in the United States at the present time," stated Lorn D. Campbell, Toronto manager for B. & S. H. Thompson & Co., Limited, dealers in metals, chemicals and glass. Mr. Campbell has recently returned from a short business trip to the Province of Quebec. "Business conditions in the Eastern province are good in spite of the handicap with respect to raw materials," stated Mr. Campbell. "Supplies of raw materials are, of course, being allowed to come into Canada from the United States under permit from the War Trade Board at Washington, acting in conjunction with the same body in Canada. Any hardware lines that it is shown are essential to the carrying on of the war are being taken care of with sufficient supplies. In this class would come such articles as cooking utensils, preserving utensils and railroad supplies and numerous other articles which in any way contribute to the efficiency of the country in this war time."

Great Future for Steel Trade After War

W. D. Ross, vice-president of the Nova Scotia Steel and Coal Co., has returned to Toronto after spending some time at the properties in the East. In referring to the talk of a deal whereby the Scotia and Dominion companies would come together in a merger, Mr. Ross stated very definitely that the proposal was out of the question now. "It is absolutely off," was the way he stated the case to HARDWARE AND METAL.

The Future of Steel

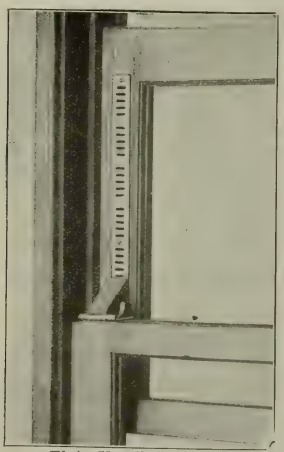
"I have no two opinions in regard to the future of the steel business in Canada," stated Mr. Ross. "My contention is that for almost four years the steel companies of the world have produced very little of a real or permanent nature. You may argue that the plants are all running to capacity, but what is being done with the capacity production? It is being largely sent to the bottom of the ocean or shot off in the air. We are living in a period of destruction, and it must of necessity be followed by one of construction."

NEW HARDWARE GOODS

OFFERED TO CANADIAN HARDWAREMEN

NEW WINDOW VENTILATING LOCK

A new window lock that, it is claimed, is entirely unlike the usual window fastener has recently appeared on the market called the Elgin ventilating lock, and is being manufactured by the Elgin Lock Company of Elgin, Illinois. The company claims that the new lock has at least two distinct advantages: namely, that it will lock a window in an open as well as a closed position, and that the design of the new lock makes it much more secure than the ordinary type of window fastener. It is asserted a window equipped with an Elgin ventilating lock need not be in any particular position, when open, to be locked, but may be changed to suit climatic conditions, and that in whatever position the window is locked there it is bound to stay.



Elgin Ventilating Lock

Any attempt to force the window open farther only makes the lock hold more securely. By withdrawing the operating key, it is claimed, the lock becomes proof against a would-be housebreaker reaching in the open window and releasing the lock. The operating key is at the base of the lock at the right, the operating principle of the new lock being somewhat similar to the old-time stick placed between the window sashes. It is claimed the screws which hold the lock in place are so situated that whatever strain that comes on them is at right angles to them, which makes it practically impossible to pull these screws out in trying to open the window.

Goss Coffee Flask

NEWFORM CAN CUTTER

The Louis McLain Company, Limited, 451 Portage Avenue, Winnipeg, is placing on the market two new commodities—one the Lo-Vis Newform can cutter and the other the "Goss" workman's coffee flask. For the can cutter it is claimed that it is made of 80 per cent. carbon cutlery steel, ground to a chisel edge and highly nickel-plated, the handle being of cocoa-bola wood. It is claimed for it that it is entirely sanitary and will remove the top of a can and form a smooth lip, thereby permitting the contents to be removed in its whole formation.

Lo-Vis Newform Can Cutter

The "Goss" workman's coffee flask is asserted to be non-breakable, and that contents can be heated on any hot surface without removing the bottle from the guard. The glass flask is protected by a removable metal guard which may be utilized as a drinking cup.

CAST IRON TANK HEATER

The Anthes Foundry, Limited, Winnipeg, have just placed a new cast iron tank heater on the market, which is to be supplied to the retail trade through jobbers. Some of the features claimed for it by the manufacturers are that it will not leak, burn out or rust out, being constructed entirely of high grade cast iron. The tanks are made in two sizes, diameter 12 inches, height 22 inches, weight 125 pounds; and diameter 14 inches, height 24 inches, weight 150 pounds. The new Anthes tank heater is constructed on the principle of an air-tight stove, the draft is outside the main body, thus leaving the fire box free from obstruction. The top can be removed and the grate and ash pan easily taken out for cleaning. It is furnished with a length of pipe fitted with a spark arrester. It is self-sinking, but support rods are supplied for the purpose of anchoring it securely in position when used in a wooden tank.

Anthes Tank Heater

EIGHTY-FOUR YEARS IN BUSINESS

T. McAvity & Sons, Ltd., St. John, N.B., have just completed their eighty-fourth year in business. The business was first established on May 19, 1834, by Thomas McAvity, Sr. During that period the company have made changes in quarters and the firm now employs 1,000 hands. The younger generation of McAvitys are quite prominent in military circles, and, as pointed out in previous issues of HARDWARE AND METAL, members of the McAvity family are taking a prominent part in connection with the great war.

Albert Hancock, of the office staff of Stark, Seybold and Co., is this week reporting for service with the King's forces.

WEEKLY HARDWARE MARKET REPORTS

STATEMENTS FROM BUYING CENTRES

THE MARKETS AT A GLANCE

THE trade is still rather upset as regards the future outlook of steel as it affects sheet and manufactured products. From some local sources there are intimations that sheets are coming along in very good quantities, and reports are to the effect that Canada will receive a very fair share of supplies. Orders are being accepted by at least one mill on a delivery basis of September-October.

Interest is apparent in work of the joint committee appointed in the United States by the Government and the steel makers, which is now endeavoring to improve the steel situation. Their work will be to determine amount of steel available and how long it will take to consume each batch. It will then be possible to arrive at some conception as to how far distribution has to be regulated, and whether it will be necessary to allocate supplies other than those going directly into war work.

There is a feeling in the steel trade to the South that developments will show there is enough steel for most of the commercial industries, and better service in the matter of supplies is looked for in the near future. The situation in Canada, however, contains no little element of uncertainty, and that war work will get first call on all supplies is without question.

Ingot metals have held firm and unchanged during the week. Tin is very scarce, and although declines have been registered at primary points, this has not been reflected here. Lead holds firm, with little commercial demand existing. Spelter is in very dull tone, with prices unchanged.

The high price on pig tin, along with scarcity, is given as reason for very firm tone in retinned ware. As a matter of fact all tinware is strong, and the sheet situation is reflected to a large extent in enamelware. Supplies are hard to get and that higher levels may be reached in quotations is thought quite possible.

There have been few changes in prices on miscellaneous lines during the week. Agricultural wrenches are again up, along with cobblers' sets and garden barrows. Hay forks, pulleys and rafter brackets are also up in price. Prices on wire nails are very firm, and higher levels are expected almost daily. A new list of extras on railroad spikes has been issued. Business generally is reported good.

MONTREAL MARKETS

MONTREAL, May 30. — Price changes have been fairly numerous during the week, and include pumps, seine twines, brush hooks, sleigh bells, coil chain and pipe wrenches. Several lines of automobile accessories have been marked up as well, the lines to undergo revision being hot blast torches, piston assemblies, fan belts, motometers, reboring machines and steering wheels. Conditions generally in the trade remain about normal, a very fair amount of business being transacted and markets holding firm.

Torches, Assemblies, Roller Bearings up

Montreal.

TORCHES, PISTON ASSEMBLIES.—New prices showing an advance have been arranged as applying to Samson hot blast torches. In lots of three-style 204 were $6.84 and are advanced to $8.35, and in single lots the old price was $7.20, and is now $8.80. No. 418, selling in the three-quantity lot before at $8.83 each, is advanced to $9.65, and in singles from $9.30 to $10.15. Piston assemblies are up from $1.68 each to $2.08, this applying to the various numbers. Roller bearings of the drive shaft and rear axle varieties are higher, the advance being from 10 to 25 per cent. On all these lines special discounts apply.

Pump Prices up; Also Seine Twines

Montreal.

PUMPS, SEINE TWINES.—Advances are being made this week in the prices of various pumps. These will include pitcher spout and force cistern, and also well pumps. In some cases the increase is as much as 15 per cent. over former prices. Seine twines are very high, and a 2½c advance was made this week, new prices being as follows:—No. 6, per pound, 75c; No. 9, 71½c; No. 12, 68½c; Nos. 15 to 36, 68c; and Nos. 42 to 100, 67½c.

Fan Belts and Cleansers Higher

Montreal.

FAN BELTS, CLEANSER.—Detachable leather fan belts are revised and prices are higher. These are for 1909-1916 Fords, and the former prices of 33 1/3c each trade, 31½c for lots of 25, and 29c for 100 lots have been advanced to 40c, 37½c, and 34½c respectively. A discount of 33 1/3 per cent. applies. Buckeye cleanser sold in 5-lb. cans previously for $1.33 in single cans, $1.25 in case lots, and $1.15 per can in four-case lots. The new prices respectively are $1.50, $1.40, and $1.30. The same comparative prices for 10-lb. tins are: Old, $2.67; new, $3; cases, $2.50 to $2.80; and four cases, $2.30 and $2.60. Twenty-five-lb. tins: $6.34-$7.00, $5.95-$6.50, and $5.47-$6.00. The dealer's discount is 33 1/3 per cent.

Brush Hooks up; Sleigh Bells, Locks

Montreal.

BRUSH HOOKS, BELLS, LOCKS.—Among the advances recorded this week is that of a new price for brush hooks of the cast steel variety. These sold at $14.50 formerly and now are $15.75 per dozen. Certain lines of padlocks are further advanced, some of the Corbin line being affected. The latter change is small, however—only a very few cents per dozen. Sleigh bells, back and body, have registered an advance of about 10 per cent.

Motometers and Machines, Steering Wheels Advance

Montreal.

MOTOMETERS.—Special model Boyce motometers are up. The advance is about 15 per cent. Old prices were $2.63 trade, $2.45 for lots of 6, and $2.27 for lots of 24. The new list prices are $3, $2.80 and $2.60; a special discount applies. Heiser improved cylinder reboring machines are now quoted at $68.85, as against the former price of $60.16. A special discount applies here as well, as also with plain steering wheels, which have advanced from $2.73 to $3.32 for single lots, and from $2.60 to $3.15 for lots of six.

Coil Chain Advances Seven and Half Per Cent.

Montreal.

COIL CHAIN.—Further readjustments of prices on coil chain have been made. It is only a few weeks since these were readjusted. The new prices will be found in the current market quotations, and the advances recorded this week approximate about 7½ per cent. They become effective immediately.

Pipe Wrench Prices Show an Advance

Montreal.

PIPE WRENCHES.—Perfect handle pipe wrenches record an advance this week of about 15 per cent. Eight-inch price before in dozen lots was $1.25 each, and is now $1.44 each. Similar comparative prices for 10-inch are $1.41-$1.63; 12-inch, $1.87-$2.15; and 18-inch, $2.30-$2.65; the discount applying to this line is 33 1/3 per cent.

Locally Gasoline and Coal Oil Steady

Montreal.

COAL OIL AND GASOLINE.—While there has been some inclination outside that an upward revision of petroleum prices would be made, the local situation is without feature and prices rule as quoted last week. For coal oil there is still a fair demand in the province, and the greater use of oil stoves in the city also makes a trade difference. Royalite still is quoted at 19c, while Electroline and Palacine are 22c per gallon. The greater use of gasoline is a feature, and this is held still on the same price basis—34c per gallon.

Wares And Stoves Still Sell Well

Montreal.

WARES, STOVES, ETC.—The season has been a particularly good one for some of the ware lines made here. Dairy supplies in particular have bulked large in sales, and until the present there has been an ample supply to meet requirements. For milk cans, etc., the demand is easing down somewhat, but orders still sift through. Sales of oil stoves have been large this spring, and deliveries pretty well made to the retail trade. For ranges and stoves some demand exists, although the high prices have made a more careful purchasing of requirements essential.

Complete Rope List Firm With up Tendencies

Montreal.

ROPE AND CORDAGE.—The whole tendency of the rope situation savors of firming features. As has been pointed out in these columns, the situation on soft fibres has been a constantly changing one, each week usually reporting several advances. Consequently jutes are high, and prices on twine rule high, and will be higher. In the matter of rope it is expected that advances will have to be made ere long. In the meantime there are no actual changes, pure Manila base price being 39c and British Manila 33c, while sisal holds at 27½c per pound. For binder twine the demand has somewhat lessened until the crop prospect is more clearly defined.

Hoop Steel Scarce; Iron and Steel Firm

Montreal.

IRON AND STEEL.—"I cannot see anything but that higher prices are likely to rule for iron and steel products.". Such was the statement of a heavy goods manager to HARDWARE AND METAL this week. For the immediate present there has been no change of any kind in the regular lines used from day to day. There is much scarcity of hoop steel, however, and in view of this the price has advanced. Trading is fairly well maintained for the other lines and delivery has been good from the mills thus far.

Common bar iron, per 100 lbs.	$ 4 55
Refined iron, per 100 lbs.	4 80
Horseshoe iron, per 100 lbs.	4 80
Norway iron	12 00
Mild steel	5 05
Band steel	5 05
Sleigh shoe steel	5 05
Tire steel	5 25
Toe calk steel, per 100 lbs.	5 95
Mining tool steel, per lb.	0 17½-0 19
Black Diamond tool steel, per lb.	0 18 -0 19
Spring steel	6 50
Single reeled machinery steel	6 50
Iron finish machinery steel	5 10
Harrow tooth steel	5 20
Black Diamond cast steel, lb.	0 20-0 21

New Nail Prices Now Effective

Montreal.

WIRE AND NAILS.—The new base price on wire nails is now generally adopted here. The market rules with a firm undertone, and sales are made in fair volume, with all sizes obtainable. The outside demand is better than that within the city, as the farmers are prosperous and have the money for repairs and new work. Standard wire nails are based at $5.35; cut nails at $5.60 per 100 pounds, and the base of $6.25 per 100 pounds still holds for smooth steel wire.

Sheet Trade Quiet With Firming Outlook

Montreal.

SHEETS AND PLATES. — While there is not a great deal of movement in sheets and plates this week, some trade is reported for odd lots. Prices for the most part give promise of firming somewhat, for the supply is not being replenished to any extent; in fact, shipments coming to hand are reported as almost nil. In view of the situation higher prices may be effected ere long.

BLACK SHEETS—		100 lbs.
10 gauge	$9 50	$9 00
12 gauge	9 25	9 65
14 gauge	7 00	9 00
16 gauge	7 10	9 15
18-20 gauge	7 25	9 25
22-24 gauge	7 75	9 60
26 gauge	9 45	9 75
28 gauge	....	9 90
10¾ oz. (28 English)	10 55	10 75

GALVANIZED SHEETS—	
10¾ oz.	$10 00
28 ga.	9 65
26 ga.	9 25
22 and 24 ga.	9 05
20 ga.	8 85
18 ga.	8 85
16 ga.	8 70

Little Movement In Lead, Solder or Zinc

Montreal.

LEAD PRODUCTS.—In view of the high ruling market for all products containing tin there is little trading reported. Those who need solder will buy only as much as is required for immediate use. Lead lines in a general sense are quiet and trading confined to a small compass. Solder holds firm, but without change, although a revision on the part of a wholesale jobbing house was reported.

Lead pipe, lb.	....	0 14
Lead waste pipe, lb.	....	0 15
Lead traps and bends	Net list	
Lead wool, lb.	....	0 12
Lead sheets, 3 to 3½ lbs. sq. ft., lb.	....	0 11½
Lead sheets, 4 to 8 lbs. sq. ft.	....	0 11
Cut sheets, ¼c lb. extra, and cut sheets to size, 1c lb. extra.		
Solder (guaranteed)	....	0 68
Solder, strictly, lb.	....	0 57
Solder, commercial, lb.	....	0 53
Solder, wiping, lb.	....	0 53
Solder, wire (8 gauge)—		
40-60	....	0 58½
45-55	....	0 63¾
Zinc sheets, casks	....	....
Do., broken lots	....	....

Cast Iron Centre of Old Metals Interest

Montreal.

OLD MATERIAL.—The one feature of interest, and that which has been of most central mention for some time, is that of old cast iron. The demand for this is constant, and for the heavier and better grades a good price is being paid. In a general way the movement of old scrap is not marked, but at the same time there is some activity—probably a little improvement—over past weeks. No changes of any kind have been made, and prices through the line will be found in the list following.

Tea lead	$ 0 05	$0 06½
Heavy lead pipe	....	0 07
Yellow brass	0 12½	0 13½
Red brass	0 22½	....
Light brass	0 08	....
Scrap zinc	0 05½	0 06
Heavy copper	0 22	0 23
Wrought iron, No.1, per gr. ton	27 00	....
No. 1 machinery cast	36 00	37 00
Heavy melting steel	20 00	21 00
Pipe scrap	18 00	20 00
Stove plate, per ton	22 00	23 00
No. 2 busheling	13 00	14 00
Old rubbers, boots and shoes	0 08	0 08¼
Overshoes, lumbermen's rubbers boots	0 07	....
Bicycle tires	0 04¼	....

Ingot Markets Steady; Spot Tin Very Scarce

Montreal.

INGOT METALS.—The week has not brought forth any changes, and trading operations are about what they were for the last two or three weeks. The spot situation on tin is a tight one, and little is obtainable at any reasonable price. No outstanding feature is reported in any of the items in the list.

COPPER.—The settling or continuing of the price basis as it is for another period of 75 days has settled this interesting point. Some trading is done here on the unchanged basis of 29-30c lb.

TIN.—The man wanting tin at its present high price is the only one buying, and for the most part there is little doing. Prices range from $1.15 to $1.30 per pound, according to grade and quantity.

SPELTER.—Fair business is reported, and the price has firmed a little for present delivery. For future 10c per lb. is quoted.

LEAD.—The outside markets have firmed somewhat and the "Independent" prices are now quoted higher than those of the "Trust." Locally sales are made at 9½-10c lb.

ANTIMONY.—Stocks of this are just fair, with only slight trading going on at 15c to 16c lb.

ALUMINUM.—No changes of consequence are made, and with respect to trading and price this applies. Quotations are still made at 50c lb.

TORONTO MARKETS

TORONTO, May 30.—Very few changes in prevailing quotations have been noted during the week, all markets holding firm. Rumors of an advance in galvanized sheets are floating around in some quarters and a stiffening of the price on nails is expected before the end of the week. Ingot metals have held unchanged, tin remaining scarce and other lines uninteresting. An advance in practically all lines of jute and hemp twines has been recorded of from 2c to 5c per pound. Enamelware and tinware are very firm and an advance would not come as any great surprise. Miscellaneous lines to change include agricultural wrenches, cobblers' sets, garden barrows, hay fork pulleys, rafter brackets and Canton hoists, advance being reported in each line. Business is said to be very good.

Sportsmen's Specialties To Advance 10 Per Cent.

Toronto.

SPORTSMEN'S SPECIALTIES.—With the exception of two or three lines, the first advance to take place in Marble specialties for sportsmen since war started is announced for August 1. Prewar prices have been maintained, until conditions have now reached a point where a change has become necessary and this will be taken care of in an advance of 10 per cent. on the list for the entire line. List prices only will change, it is said, discounts remaining the same as at present. This change will affect hunting axes, hunting knives, match safes, compasses, cleaning rods, etc.

Hay Fork Pulleys; Sheaves Register Advance

Toronto.

HAY FORK PULLEYS, SHEAVES.—New prices have been named on hay fork pulleys during the week which provide for an advance over previous ruling quotations. The present scale of prices is as follows: No. 319, $8.35 dozen; No. 317, $6.95 dozen; No. 433, $5.40 dozen; No. 434, $6.65 dozen.

Wood sheaves only have also come in for revision in price, 6-inch now being quoted at $2.00 dozen, which represents an advance.

Hoists Go Higher; Rafter Brackets Up

Toronto.

HOISTS, RAFTER BRACKETS.—A revision has been made in quotations applying on Canton hoists. The present scale of prices is higher than that formerly ruling, the No. 34 now selling at $5.50 and the No. 40 at $3.75.

Rafter brackets have followed the general trend of other lines and quotations now being made of 95c dozen for No. 424 and $1.50 dozen for No. 640 reveal an upward trend. Hooks for wood track are also higher, 10-inch selling at $1.45 dozen.

Higher Prices Named on Wrenches, Clamps

Toronto.

WRENCHES, CLAMPS.—A new discount has been named on agricultural wrenches of 37½ per cent., the former discount being 42½ per cent. Wrenches of practically all kinds have shown steadily mounting prices and present change is in line with others recently mentioned in HARDWARE AND METAL.

Quilting frame clamps are being quoted at $1.10 per dozen for No. 30 and $1.30 per dozen for No. 50, which is an advance over former figures. Another line of lamp burners to be affected by change noted in these columns last week is the Ontario, size A selling at 95c dozen and size B at $1.15 dozen.

Garden Barrows Up; Door Knobs Higher

Toronto.

GARDEN BARROWS, DOOR KNOBS—Indications are that boys' garden barrows are very hard to get. Prices have registered an advance during the week to $39.00 per dozen, which represents a new high level for this line.

The prices now prevailing on white and jet porcelain knobs, established when recent advances on builders' hardware went through, is given as $2.50 per dozen pairs.

10 to 15 P.C. Advance In Cobblers' Sets; Stick-Fast

Toronto.

COBBLERS' SETS, STICK-FAST.—A 10 to 15 per cent. advance in cobblers' sets has become effective during the week, establishing new high levels for the lines affected.

Stick-Fast paste has also gone to higher levels and prices established are as follows: Barrels, $10.50 per 100 pounds; kegs, $11.50 per 100 pounds; 50-pound boxes, 14c per pound; 25-pound boxes, 15c per pound; 2-pound packages, $24.00 gross; 1-pound packages, $19.00 gross.

New List Extras on Rail Road Spikes

Toronto.

RAILROAD SPIKES.—A new list of standard extras has been adopted on railroad spikes, under date of April 20, 1918. This is as follows:

Diam.	Lgth., in.	Per 100 lbs.
9-16 in.	5½	Base
½ in.	3, 3½, 4, 4½	$0.15 extra
7-16 in.	3½, 4, 4½	.25 "
¾ in.	3, 3½, 4, 4½	.40 "
5-16 in.	2½, 3, 3½	.95 "
5-16 in.	2	1.30 "

Other lengths than list 25c extra per 100 pounds in addition to standard extras.

Higher Enamelware and Tinware Possible; Stoves

Toronto.

STOVES, ENAMELWARE.— The movement of all summer lines of stoves continues big. The outlook for the future on cast and steel stoves and ranges contains a decided element of uncertainty, and manufacturers generally evince little desire to book orders for very far ahead.

The situation on tinware and enamelware is very firm. Sheets are scarce and hard to procure and the price of pig tin to-day, in addition to its scarcity, adds materially to the cost of the retinned ware. Manufacturers generally intimate that higher prices would not occasion any great surprise and under existing conditions advances are looked for nearly any time.

Twines Make Further Advances; Cordage Firm

Toronto.

CORDAGE, TWINE.—Further advances are reported in prices applying on both hemp and jute twines, the new quotations ranging from 2c to 5c per pound over previous figures.

Cordage has held unchanged during the week. The demand is rather light and prices firm at 39c base for pure manila; 33c base for British manila; and 27½c base per pound for sisal.

Binder twine orders are coming to hand quite freely and booked orders are already moving forward. A good busi-

ness in binder twine is looked for. The price, 500-foot basis, remains steady at 23½c per pound.

Splendid Movement Oils and Gasoline

Toronto.

OILS, GASOLINE.—Sales of coal oil have been maintained at a high average during the week, and dealers all report business in a flourishing condition. Prices have been firmly held, the Royalite selling at 18c per gallon and Palacine at 21c per gallon. Lubricating oils are also moving out very freely, the motor oils particularly enjoying a heavy sale. Prices have held firm at levels reached a couple of weeks back. Gasoline is also in good demand, and a heavy consumption is manifest in the free movement of this commodity. The price of 33c per gallon is unchanged.

Nails Expected to Reach Higher Point

Toronto.

NAILS, WIRE.—A further strengthening of the market on wire nails is noticeable during the week, and that an advance of 10c or 15c will be made before the week is out is confidently expected.. This is in line with views expressed in HARDWARE AND METAL a couple of weeks ago, when attention was drawn to the firm tone of this line, and intimating that an advance was not beyond the realm of possibility. The base of $5.20 per 100 pounds is now ruling, while cut nails have a base of $5.65 per 100 pounds.

Smooth steel wire, though firm, is not expected to undergo any revision at the present time. The base of $6.25 per 100 pounds is held, with rather a light demand in evidence.

Iron and Steel in Ample Quantities

Toronto.

IRON AND STEEL.—Indications are that iron and steel bars are available in sufficient quantities to take care of present requirements. The demand is only fair, and orders are being filled with reasonable promptness. The range of prices has held firm and unchanged.

TORONTO—		Per 100 lbs.
Common bar iron	....	$ 5 25
Common bar steel	....	5 50
Refined iron	....	5 65
Angle base	....	5 75
Horseshoe iron	....	5 50
Tire steel	....	5 70
Mild steel	....	5 50
Norway iron	11 00	13 00
Toe caulk steel	....	6 25
Sleigh shoe steel	....	5 50
Band steel, No. 10	....	5 75
Do., No. 12	....	6 00
Spring steel	9 50	11 50
Mining drill steel	19 00	30 00
Sheet cast steel	0 42	0 45
Tool steel	0 20	0 42

Advance in Corrugated Sheets Looked for

Toronto.

CORRUGATED SHEETS, EAVETROUGH.—That higher prices may rule on corrugated sheets and other lines of manufactured sheet metal is the view held by manufacturers of these products. Some difficulty in getting shipments through is expressed, and doubt as to the future seems to be growing. Quotations during the week are unchanged on corrugated sheets, as shown below.

Conditions in eavetrough and conductor pipe will be largely governed by the situation in sheets, and whereas present stocks are in very fair shape, how long this state of affairs may last is uncertain. The demand shows a little improvement. Prices shown in current market quotations are unchanged.

TORONTO—	Per 100 Sq. Feet Galvanized	Painted
No. 28 gauge	$ 8 25-$ 8 75	$6 75-$7 25
No. 26 gauge	9 00- 9 50	7 75- 8 25
No. 24 gauge	13 00-	10 50
No. 22 gauge	16 00-	13 25
No. 20 gauge	19 00-	16 50
No. 18 gauge	23 00-	20 00

Discount 7½%.

WATCH YOUR CORDAGE STOCKS

In speaking this week with the manager of one of the largest cordage companies in Canada, HARDWARE AND METAL gathered some interesting tendencies which are likely to be large factors in affecting supplies later in the season.

At the present time the markets are firm. This has been repeatedly pointed out in these columns, and the reasons for a strong undertone are several and all important ones. Take soft fibres in particular. These come from the Far East, and while it was expected that they might be obtained in quantities sufficient to meet the demand, in many cases it was ascertained later that the needs of Great Britain were such as to require even larger supplies than had been arranged for. As a consequence some shipments have been diverted to meet this demand.

"During the past month or six weeks advances in soft fibres have been frequent and many. This has had an immediate effect on the price of twines and certain kinds of bags. And it is altogether probable that there will be further advances."

Continuing, this infcrmant stated that there was every indication of a strong market for all lines of rope. "These are in demand and will be so to an increasing extent by the United States Shipping Board. With the increased turnout of boats more cordage will be required and all lines of rope there used to a greater extent than ever before. In my opinion the merchants of the country will not be amiss in looking well to their stocks and keeping themselves protected against a market that gives every indication of becoming a rising one."

Sheets are Firmly Held; Supplies Fair

Toronto.

SHEETS, PLATES.—A very firm tone is evident in respect to sheets, and in some quarters an advance in galvanized is hinted at. One large importer refuses to worry over the outlook, intimating that their source of information is authoritative and convincing in that supplies will come through, as there is no desire to put Canadian firms out of business. It is recognized that war work is, of course, essentially first, but there is a feeling that production will reach a point where commercial requirements to a fair degree will be taken care of. Good-sized shipments are in transit, which will keep stocks in very good condition. Other sources indicate that great difficulty is being experienced in getting shipments through and look at the future with foreboding. Some mills are accepting a limited amount of sheet business with a shipping date of September and October. Prevailing quotations follow:

BLACK SHEETS—		Per 100 lbs.	
10 gauge	....	$9 50	$12 00
12 gauge	7 15	9 60	10 00
14 gauge	7 20	8 15	8 40
16 gauge	7 25	8 25	8 50
18-20 gauge	7 30	7 80	8 05
22-24 gauge	7 35	7 85	8 10
26 gauge	7 40	7 90	8 15
28 gauge	7 50	8 00	8 25
3/16-inch plate	....	9 10	10 25
¼-inch boiler plate	....	9 00	10 00
GALVANIZED SHEETS—			
10¾ oz.	$9 00	$9 25	$9 50
U.S. 28	8 70	8 95	9 20
U.S. 26	8 40	8 65	8 90
22 and 24	8 25	8 50	8 75
16	7 95	8 20	8 45
14	7 85	8 10	8 35

Wrot. Iron Pipe Unchanged; Boiler Tubes

Toronto.

WROUGHT IRON PIPE, BOILER TUBES.—There is little new to report in respect to wrought iron pipe during the week. Supplies of raw materials are hard to obtain, but prices on standard buttweld and lapweld are unchanged. An advance in extra heavy and double extra heavy pipe is reported. Prices are shown in current market quotations.

Boiler tubes are unchanged for the week. Supplies are not available in any more liberal quantities than heretofore, and all orders are subject to approval before shipment. Quotations follow:

Boiler Tubes—	Cold Drawn	Lapweld
1 inch	$36 00	$ ....
1¼ inch	40 00	....
1½ inch	43 00	36 00
1¾ inch	43 00	36 00
2 inch	50 00	36 00
2¼ inch	53 00	38 50
2½ inch	55 00	42 00
3 inch	64 00	50 00
3¼ inch	....	58 00
3½ inch	77 00	60 00
4 inch	90 00	75 00

Solder Holds Firm; Manufactured Lines Steady

Toronto.

LEAD AND ZINC PRODUCTS.—Solder has shown no further change during the week, prices holding at high levels recently established. The tin market holds firm locally, and supplies are very scarce. Manufactured lead and zinc products remain in an uninteresting position, with prices holding firm and demand within narrow channels. Quotations are shown herewith:

Lead pipe, lb.	0 14	....
Lead waste pipe, lb.	0 15	....
Lead traps and bends	Net list	
Lead wool, lb.		0 16
Lead sheets, 3 to 3½ lbs. sq. ft., lb.		0 13¼
Lead sheets, 4 to 8 lbs. sq. ft.		0 12½

Cut sheets, ¾c lb. extra, and cut sheets to size,

Solder, guaranteed, lb.	0 66	0 70
Solder, strictly, lb.	0 60	0 66½
Solder, commercial, lb.	0 55	0 62
Solder, wiping, lb.	0 54½	0 56
Solder, wire, lb.	0 65	0 70
Zinc sheets, per lb.	....	0 26

Uninteresting Tone in Old Materials

Toronto.

OLD MATERIALS.—Another week shows no change of interest in the situation as regards old materials. There is little moving and prices have held unchanged at figures shown below. What the future may bring forth is very uncertain, and there are none who will hazard a guess.

Tea lead	$ 0 04½	....
Heavy lead pipe	0 07	0 07½
Yellow brass	0 12	0 13
Red brass	....	0 21
Light brass	....	0 09½
Heavy zinc	0 05½	0 06
Heavy copper	0 21½	0 22
Stove plate, per ton	17 00	18 00
Old cast iron, per ton	25 00	26 00
Overshoes, trimmed Arctics	....	0 06¼
Auto tires	0 04½	....
Bicycle tires	0 03½	....
	Per gross ton.	
No. 1 railroad wrought	26 00	27 00
No. 2 railroad wrought	15 00	16 00
Pipes and flues	....	12 00
No. 1 busheling	16 00	17 00
No. 2 busheling	....	12 00
Country mixed scrap	....	16 00

Waste Holds Firm; Oakum Unchanged

Toronto.

WASTE, OAKUM.—Little new business is offering in waste, but manufacturers are very busy filling contracts on hand. Prices have held firm and unchanged for the week, as shown in current market quotations.

Oakum is rather quiet at the present time, orders being none too free and quantities rather limited. Prices shown in current market quotations are unchanged.

Ingot Metals Hold Firm and Unchanged

Toronto.

INGOT METALS.—All lines of metals have held firm and unchanged during the week. Tin remains in scarce supply, with price unchanged. Indications point to an unchanged position on copper for another three months at least. Spelter is dull, with only a fair amount moving. Lead is unchanged.

COPPER.—Indications point to the established price of 23½c per pound in the United States being maintained for the next three months' period. This will result in the position locally remaining steady, though little change had been expected. The local price is around 29c to 30c per pound.

TIN.—Supplies of tin grow increasingly scarce, and though primary points report an easing off of prices, this has not been reflected locally where price remains around $1.50 per pound. The outlook is uncertain and not altogether satisfactory.

SPELTER.—The market is very dull, with quotations holding around 9c per pound. The very free offering of this metal in an endeavor to force sales has kept prices at a low point and resulted in more or less stagnation.

LEAD.—Primary points report lead as firm, and the same condition may be expressed as applying locally. Quotations range around 9¼c to 9½c per pound, with demand for commercial requirements at a comparatively low point.

ALUMINUM.—No change is shown in existing conditions. The demand is light and prices unchanged at around 50c per pound locally.

ANTIMONY.—A very light demand is reported for this metal, and the situation locally is without feature. The price of 16c per pound shows no change over last week's figure.

PIG IRON.—Reports indicate that little pig iron is available for commercial uses. Production is being speeded up, but heavy demands for Government work are absorbing the output very largely. There are no new features to report.

LONDON MARKETS

LONDON, May 30.—Locally price changes have been fairly numerous during the week and advances are provided for in new quotations prevailing on bevels, bit braces, planes, levels, gauges, mitre boxes and screwdrivers and automatic drills. Sweat pads have also gone higher and new levels have been reached on lamp and lantern burners. The hardware trade here continues exceptionally good. The warm weather has speeded up the sale of summer goods wonderfully. Merchants find it hard to take care of all the business offered at present.

Advance in Planes, Levels Braces and Other Tools

London.

PLANES, LEVELS, BRACES,ETC.—New prices issued on Stanley tools range from 5 to 15 per cent. higher than former quotations. The advance includes tee bevels, bit braces, gauges, levels, mitre boxes, planes, plane parts, screwdrivers and vises. New net prices on some of the best selling numbers of planes and recvised figures on Hurwood screwdrivers are given herewith:

Planes—No. 3, iron smooth, $2.85 each; No. 4, $3.15; No. 5, iron jack, $3.60; No. 9½, iron block, $1.50; No. 9¾, 4 in., $1.80; No. 17, $1.85; No. 18, $1.80; No. 19, $1.90; No. 101, 28c; No. 102, 54c; No. 103, 77c; No. 110, 74c; No. 120, $1.07; No. 130, $1.10; No. 26, wood bot., jack, $2.10; No. 27, $2.40; No. 28, $2.70; No. 35, wood bot., smooth, $2.40; No. 36, $2.70.

Stanley Hurwood Screw Drivers.—No. 20 x 3 in., $2.90 doz.; 4 in., $3.50; 5 in., $4.10; 6 in., $4.95; 7 in., $5.30; 8 in., $6.10; 9 in., $6.85; 10 in., $7.60.

Sweat Pads Higher; Rope Unchanged

London.

SWEAT PADS, ROPE.—A new price has been established on red edge sweat pads during the week of $7.20 dozen, which represents an increase. No change in Ventiplex is reported, quotations holding firm at $6.00 dozen. Rope has held firm and unchanged with the demand within rather narrow limits. Prices are as follows: Pure manila, 39c base per pound; British manila, 33c base per pound; New Zealand hemp, 33c base per pound; sisal, 27½c base per pound.

Screw Drivers in Upward Movement

London.

SCREWDRIVERS, AUTOMATIC DRILLS.—An advance of about 7½ per cent. is reported in Yankee tools which affects among other lines ratchet and spiral screwdrivers, chucks and drills for saw and automatic drills. The new prices established on these lines are given below:

Ratchet Screw Drivers—No. 11 x 2 in., $5.55 doz.; 3 in., $7.15; 4 in., $7.80; 5 in., $8.55; 6 in., $10.05; 8 in., $11.45.

No. 12, $9.10 doz.

No. 15 x 3 in., $6.90 doz.; 4 in., $7.45; 5 in., $7.90.

Spiral Screw Drivers—No. 20 x 1 in., $18.80 doz.; 2 in., $21.40.

No. 30, $28.10; No. 31, $37.50; No. 35, $21.50; No. 130, $41.60 doz.

Chucks and Drills for Yankee Spiral Drivers—No. 30, $9.35 doz.; No. 31, $9.35.

Countersink Bits for Yankee Spiral Drivers—$2.15 doz.

Sets of Screw Driver Bits for Yankee Spiral Driver—50c per set.

Yankee Automatic Drills.—No. 40, $26.80 doz.; No. 41, $26.80; No. 42, $20.45; No. 43, $13.40, No. 44, $29.75.

Drill Points for above, assorted sizes, $1.10 doz.

Drill Points in Sets—75c per set.

Garden and Harvest Tools Moving Out Freely

London.

GARDEN, HARVEST TOOLS.—Sales of garden and harvest tools are being maintained at a good average and prices have been firmly maintained at the discount of 17½ per cent. Spades and shovels are also moving out in very good quantities at a maintained discount of 50 per cent. Some question as to prices ruling on D spade and shovel handles has been raised, and quotations ruling are given at $5.00 dozen locally, with no higher prices having been reported as yet.

New Prices Named on Lamp and Lantern Burners

London.

LAMP, LANTERN BURNERS.—Quotations have been revised on lamp and lantern burners and prices named herewith are advances over former figures. The present range of prices is: Lamp burners—Correct, A, $2.00 doz.; B, $2.25 doz.; Banner, 0, $1.50 doz.; A, $1.50 doz.; B, $1.90 doz.; D, $3.75 doz.; Ontario, A, 95c doz.; B, $1.20 doz. Lantern burners, No. 2 Cold Blast, $2.00 doz.

Nails Moving Freely; Scythe Stones Firm

London.

NAILS, SCYTHE STONES.—A very good sale of nails is reported during the

week. A very firm undertone to the market is noticeable and indications point to higher price levels being reached. The present basis of quoting is for wire, $5.20 per 100 pounds, and for cut, $5.60 per 100 pounds, while from the miscellaneous wire list the discount remains at 60 per cent. Scythe stones are holding firm and some movement is reported. Quotations now being made on a couple of lines are: Carborundum scythe stones, No. 190, $2.04 doz.; No. 191, $3.00 doz.; No. 192, $3.00 doz. list. Carborundum files, No. 57, $9.00 doz. list. All subject to a discount of 15 per cent.

White Lead in Light Demand; Glass, Putty

London.

WHITE LEAD IN OIL, GLASS, PUTTY.—Sales of white lead in oil are rather inclined to be light at the present time and dealers report a very restricted movement. Quotations are unchanged as follows: Pure, in ton lots, $16.20 per 100 lbs.; less than ton lots, $16.55 per 100 pounds. Pure Elephant, in ton lots, $16.70 per 100 pounds; in less than ton lots, $17.05 per 100 pounds. A fair movement of glass is reported but this is not expected to reach large proportions for some time to come. Prices remain firm on the following basis: Cases, single dia., 25 per cent.; double dia., 25 per cent.; cut lights, 10 per cent. Putty holds steady on an unchanged basis of prices and the movement is within narrow channels. Standard in 100-lb., 50-lb., and 25-lb. drums holds at $5.40 per 100 pounds, with pure $2.00 per 100 pounds higher.

Turpentine Scarce; Linseed Oil Moving

London.

TURPENTINE, LINSEED OIL.—Turpentine is in light supply and shipments are not coming to hand very freely. The price has now reached a 78c level in 1-bbl. lots. The demand is reported good and difficulty in taking care of orders noted. Prices now ruling are: 1 brrl. lots, 78 cts.; 2 to 4 bbl. lots, 77c; 5 gal. lots, 88c per Imperial gal. Linseed oil is in fairly good demand and no change in prices herewith have been made: 1 to 2 bbls, raw, $1.95; boiled, $1.98 per gal.; 3 to 5 bbls., raw, $1.94; boiled, $1.97 per gal.; 6 to 9 bbls., raw, $1.92; boiled, $1.95 per gal.; less bbls. add 10c per gal.

Wood Tubs and Pails Move Up Again

Winnipeg.

WOOD TUBS, PAILS.—Manufacturers of wood tubs and pails have just issued new selling prices covering their products which show heavy advances over previous figures. Present prices adopted on some sizes of wood tubs are higher than fibre. Prices now in effect are: Wood tubs: No. 3 $14.00, No. 2 $16.40, No. 1 $18.80, No. 01 $2.35 dozen. Wood pails: $4.30 dozen.

Higher Levels Reached In Lubricating Oils

Winnipeg.

LUBRICATING OILS.—Price adjustments have been found necessary on many lines of lubricating oils, coal oil, gasoline, etc., brought about by the recent advance in freight rates combined with increased production costs and container costs. Prices now ruling are shown in the Winnipeg current market quotations.

WINNIPEG MARKETS

WINNIPEG, May 30.—Price changes again show an upward trend affecting the following lines: Lubricating oils, coal oil, gasoline, cordage, bar iron, Reach sporting goods, Vulcan anvils, bevels, braces, levels, planes, screw drivers, try squares, wood tubs and pails.

Business for the past week has been at a standstill due to the strike of the freight handlers both at the head of the lakes and Winnipeg, but a settlement has been arrived at and shipments are again moving forward.

Bar Iron Moves Up 25c; Cast Steel Too

Winnipeg.

BAR IRON, STEEL.—A further revision is recorded on bar iron due to manufacturing conditions, with the result that the base price is advanced from $5.25 to $5.50 per 100 pounds. Prices on steel with the exception of cast tool remain firm at former quotations which are given herewith: Sleigh shoe steel, $5.80 base; spring steel, $6.50; machinery steel, $8.00; angle steel, $5.35; harrow tooth steel, $5.50; tire steel, $5.60; mild steel, $5.75 base per 100 pounds. Cast tool steel, both octagon and square, has advanced from 18c to 20c per pound.

Striking Bags, Boxing Gloves, Etc., Up 10 P.C.

Winnipeg.

STRIKING BAGS, BOXING GLOVES—Due to the extreme shortage of leathers, combined with the advancing prices, new lists have been issued covering Reach striking bags, boxing gloves, shin guards, etc., on which the advance is from 5 to 10 per cent. New prices just announced are quoted herewith:

Striking Bags, Single End, Doz.—No. S1 $32.00; No. S3, $45.00; No. S5, $52.00; No. S7, $64.00; No. S8, $72.00.

Striking Bags, Double End, Doz.—No. S1D, $36.00; No. S2D, $45.00; No. S3D, $52.00; No. S4D, $60.00.

Striking Bag Cables.—No. 16, $4.80 doz.

Basket Balls.—No. 1½, $6.00 each.

Basket Ball Goals.—No. 6P, $4.50 each.

Boxing Gloves, Doz.—No. B0, $36.00; No. B2, $48.00; No. B3, $57.00; No. B6, $72.00; No. B7, $81.00; No. B9, $96.00.

Shin Guards, Doz.—No. 023, $10.80; No. 024, $12.60; No. 026, $21.00.

Striking Bag Platforms.—No. 01, $9.00 each.

Cordage Goes to Higher Levels

Winnipeg.

CORDAGE.—Prices on cordage, which have remained firm since last September, again show a marked increase in price. New quotations are more in line with prices ruling in United States markets. For comparison, both the old and new prices are quoted as follows:

	Old Price Per lb. base	To-day's Price Per lb. base
Pure Manila	0.38½	0.39¾
Sisal	0.27½	0.28¼
British Manila	0.32½	0.33¾
Lath yarn	0.27½	0.28¼

10 P.C. Advance in Vulcan Anvils

Winnipeg.

VULCAN ANVILS.—Prices on Vulcan anvils again move up in price approximately 10 per cent. due to increased costs of production. New prices now effective are as follows: No. 8, $14.40 each; No. 9, $16.20 each; No. 10, $18.00 each; No. 11, $19.80 each; No. 12, $21.60 each; No. 13, $23.40 each; No. 14, $25.20 each; No. 15, $27.00 each; No. 16, $28.80 each; No. 20, $36.00 each.

Bevels, Braces and Other Tools Higher

Winnipeg.

BEVELS, BRACES, OTHER TOOLS.—A general revision in prices has become effective on Stanley products, new quotations showing only a moderate advance over former figures. To-day's ruling prices on a number of the more familiar lines are shown below:

Sliding "T" Bevels—

	6 in.	8 in.	10 in.
No. 25, doz.	$4.45	$5.00	$5.70
No. 18, doz.	7.45	9.50	10.40

Bit Braces—

	10 in.	12 in.
No. 923	$36.25	$37.60
No. 946	15.35	.....
	8 in.	**10 in.**
No. 966, doz.	$8.30	$8.60
No. 975, doz.	.....	14.90

Pocket Levels, Doz.—No. 38½, $6.25; No. 39½, $7.50.

Plumbs and Levels.—No. 102, $4.90; No. 103, $6.65; No. O, $10.45; No. 3, $18.40; No. 00, $9.40; No. 104, $7.10, doz.

Plane Irons, Single, Each.—2 in., 42c; 2⅛ in., 45c; 2¼ in., 48c; 2⅜ in., 49c; 2⅝ in., 53c.

Planes, Each.—Nos. 3 and 3C, $2.90; Nos. 4 and 4C, $3.20; Nos. 4½ and 4½C, $3.65; Nos., 5 and 5C, $3.65; Nos. 6 and 6C, $4.70; Nos., 7 and 7C, $5.35; No., 24, $2.00; No. 35, $2.45; No. 26, $2.15; No. 27, $2.45; No. 27½, $2.50; No. 28, $2.75; No. 31, $2.05; No. 32, $3.15; Nos. 603 and 603C, $3.30; Nos. 604 and 604C, $3.55; Nos. 605 and 605C, $4.10; Nos. 606 and 606C, $5.15; Nos. 607 and 607C, $5.95.

Block Planes, Each.—No. 101, 29c; No. 103, 78c; No. 110, 75c; No. 130, $1.10; No. 220, $1.10.

Hurwood Screw Drivers, Doz.—No. 20: 3 in., $3.05; 4 in., $3.65; 5 in., $4.30; 6 in., $5.15; 8 in., $6.35; 10 in., $8.00; No. 21, 1⅛ in., $2.65.

Spoke Shaves, Doz.—No. 51, $4.00; No 52, $4.00; No. 53, $5.10; No. 55, $3.50; No. 65, $6.85.

Try Squares.—No. 12: 6 in., $4.85; 8 in., $6.15; 10 in., $8.05. No. 20: 4¼ in., $3.90; 6 in., $5.25; 7½ in., $5.70; 9 in., $7.35.

Linseed Oil Steady; Turpentine Firm

Winnipeg.

LINSEED OIL, TURPENTINE.—Prices on linseed oil still hold firm despite a drop in flax seed, being quoted to-day at $2.00 per gallon for raw and $2.03 per gallon for boiled.

Turpentine prices again show no change over former figures. Ruling prices are given herewith. Barrels, 80c gallon; ½ barrels, 83c gallon; 5-gallon lots, 85c gallon; 1-gallon lots, 85c; plus the usual extras for containers.

PITTSBURG MARKETS

PITTSBURGH, Pa., May 30.—Production continues to increase in both pig iron and steel. The Carnegie Steel Co., easily the largest single producing company, has put one more blast furnace in operation in the week and is now operating 54 of its 59 stacks. For a few days last winter it was down to 29 furnaces actually in operation, many being entirely out of blast while a number were banked. The company's pig iron production is now running at 94 per cent. of capacity and its steel ingot capacity at 93 per cent. of capacity. The fact that these percentages are so close together indicates that the company is fairly well supplied with scrap, despite the extreme scarcity of most grades of scrap in the open market. Without a full supply of scrap the steel production could not make as good a showing in proportion to the pig iron supply. It may be surmised that, as is the case with many steel producers, much shell discard steel and other material is being melted up for scrap by reason of the requirement of the government that there be maximum production of war steel. Otherwise the shell discards could in large measure be rolled into various merchantable products, including light rails, concrete reinforcing bars, bedstead angles, etc.

By-Product Coke

The scarcity of coke is now almost completely ended. While shipments of Connellsville coke are running at only about 340,000 to 350,000 tons a week, that is a gain of about 100,000 tons a week over the average in the early weeks of the year, and there is aid from some by-product ovens that have been completed and put in operation. The beehive coke produced, moreover, is of better quality. When car supplies were so irregular coke frequently had to be held in ovens 96 hours and longer, at the expense of quality.

New by-product coke ovens completed since the first of the year represent about 1,600,000 net tons of coke a year. Ovens to be completed in the next two or three months represent about 4,750,000 tons a year. Three additional contracts have just been let, involving ovens that will be rushed to completion as rapidly as possible, the three projects being 128 ovens at Clairton, in addition to the 640 ovens now almost completed, and which will begin making coke next month; 300 ovens for the Jones & Laughlin Steel Sompany. Pittsburgh, and 110 ovens for a merchant plant at Fairmont, W. Va.. the three plants having a total capacity of about 2,150,000 tons a year.

These and the other by-product coking plants can be counted upon to operate practically full next winter. Interruptions to coke supply last year were a matter of transportation, chiefly of the coke from beehive ovens. Two points are in favor of the by-product ovens, that the government is vitally interested in getting the by-products, and that the by-product plants can store coal in large quantities while with few exceptions they are located adjacent to the blast furnaces they serve. Thus it looks as though restriction in iron and steel production from shortage of coke is about ended and is not going to return. There has been very little restriction in output from any other cause.

New Price Regulations

Within the past few days changes have been announced by the Institute committee in charge of iron and steel prices. These relate chiefly to differentials for charcoal iron and silicon irons, and to extras for certain descriptions of tin plate and formed sheets. One important thing, however, is strictly new, and that is the adjusement of the band situation, which the hoop and band mills have claimed right along was very badly handled in the original price fixing. Bands had formerly been sold, as a rule, at the same base price as merchant steel bars, having of course their own list of extras. Hoops were sold at a separate base price, with their own extras, running from 13 gauge up, while the band card ran from 12 gauge down. The original prices fixed were 2.90c for both bars and bands, and 3.50c for hoops. This made it that 12-gauge bands were placed very much lower than 13-gauge hoops, and for a time at least the mills practically refused to sell bands. There is some reason to believe that they sold a material not visually distinguishable from bands, but designated by a different name and with a price that was derived from the hoop base price.

Under the new ruling hoops and bands are both put at the base price of 3.50c, with a new card covering all gauges. From 13-gauge up this card is practically identical with the old hoop card, while 12-gauge down it is practically identical with the old band card, minus 20 cents per 100 pounds, or $14 a ton. Thus, in substance, the base price of bands has been advanced $12 a ton and the extras reduced $4 a ton, making an advance of $8 a ton. There are some slight divergences, but in general these figures represent what has occurred.

Steel Supplies

There is no improvement in supplies of steel for ordinary commercial purposes. One cannot place new orders for steel, or secure deliveries of steel already on order, unless there is involved either a war order or an activity that will clearly aid very materially in prosecuting the war. There is quite a free distribution to industries that have already been given a clear preference, including the oil trade generally and the agricultural implement makers.

The joint committee appointed May 17, representing the government and the steel makers, is hard at work endeavoring to improve the situation and in particular to secure the fullest information bearing on steel supplies and requirements. It is considering the various war requirements, which hitherto have been stated chiefly in terms of the total tonnage required, in the light of the time it will require to consume each batch of steel and thus it is hoped to arrive at an idea of how much steel per month will be required for the direct war activities. With a study likewise of probable supplies, it will be shown in a measure how much steel will likely be left and it will then be possible to determine how far it will be necessary to go in regulating the distribution of steel, whether it will be necessary to allocate all the remainder to industries that are helpful in winning the war, in the order of their helpfulness.

The steel trade continues to entertain expectations that in the long run there will be enough steel for most of the commercial industries, and certainly for all that can show that they are distinctly helpful in an indirect way to the war work. The jobbers, who were getting somewhat better supplies a month or two ago, have lately been practically shut off, but they are likely to have much better service in the near future, as it is recognized that they have in large part depleted their stocks through furnishing material used in filling war orders, but without getting credit for such steel, by way of priorities for fresh deliveries from the mills.

CATALOGUES and BOOKLETS

Catalogue on Washing Machines

William A. Kribs, Hespeler, Ont., has issued an attractive twenty-page catalogue describing the various lines of washing machines manufactured by this firm. The line includes hand, water-motor, gasoline and electric washing machines. In the foreword to the trade the manufacturers state that they have made a number of changes in the design of their machines. The various models are minutely described, telling the various uses to which the machines are adapted. The catalogue is well printed on a fine quality of paper, with gray paper cover.

Issues Wall Circular

The Star Manufacturing Company of Carpentersville, Ill., has issued some attractive wall circulars for use of jobbers to send out to dealers and blacksmiths handling plow shares and steel shapes. These wall circulars are attractively printed in three colors, namely, red, black and blue. The circular on plow shares gives the various sizes and numbers manufactured by the company for the various makes of plow. The company is of the opinion that it is of vital importance that the farmer should be supplied with agricultural repairs at this time.

Colfax, Sask.—E. B. Cryderman, dealer in hardware and groceries, has sold his business to A. Canavan.

WEEKLY PAINT DEPARTMENT

Thrift Idea Should Sell Paint

People Are More Susceptible to Conservation Plea Than They Have Ever Been — Doctrine is in the Air, Because it is Being Preached From the Housetops—Paint is a Protector

PAINT keeps things as they are. It does not allow them to deteriorate. Deterioration means loss—loss in actual money. It is loss at a time when the country is imbued with the necessity for saving in almost every other field of endeavor. Paint properly applied fills the dry, hungry pores of the wood and seals the surface. In this way it protects and preserves. An application of this preservative stops deterioration that would otherwise take place.

"The annual loss through lack of painting exceeds the annual loss by fire," asserts Prof. H. H. King, of Kansas, who has spent several years in conducting tests of paint. The preventable fire loss in the United States amounts to $250,000,000 each year. The loss in Canada is proportionately as large, compared with the number of population. In other words the preventable loss from fire in the United States amounts to $2.50 for every man, woman and child in that country, taken on a per capita basis. On the same basis in Canada the preventable fire loss each year would amount to $20,000,000. If this amount were distributed over the various dwellings and buildings of the land it will be seen that the amount of deterioration through lack of painting is an astounding item.

THRIFT APPEAL IS STRONG

There can be no doubt that the thrift appeal is one of the strongest that can be made in this year of grace. People are not so much interested in the beautification of their homes. The seriousness of the war has caused them to get a more practical, saner viewpoint. An appeal that could previously be made to their aesthetic sense of beauty now largely loses its force. People in the bygone days before the war did not have to consider the practical things to such an extent. But the war has changed all that.

With the cost of the war money has become dearer and it is impossible to purchase the same amount of commodities for a given sum. This is a truism that is apparent to everyone who has in any way to deal with commodities, whether they be for the household dining table or for raiment or working tools for the household. The great central idea is revolving around conservation of that which we already have. And it is true economy. "A dollar saved is a dollar earned," runs the old adage. This is true of buildings no less than of every other commodity.

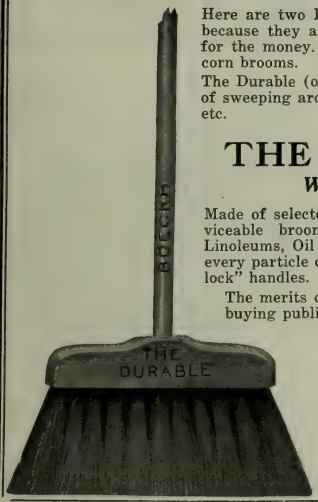
Perhaps the deterioration is not quite as apparent each year as the wear and tear on a suit of clothes. But it takes but a very short time for the actual process of disintegration to become apparent on walls and buildings. Suddenly and without warning the owner will awaken to the fact that his building has gone a long way on the down grade if he has neglected it for some three or four years.

VALUE TO THE NEIGHBORHOOD

There is another sense in which the painting idea can be made to hold up the value of property. Initiative along the line of painting will often start the upbuilding of the neighborhood values. For thrift and cleanliness and civic pride are contagious. The value of any house or building is made to a large extent by the environment in which it is placed. No matter how well a house may be kept in itself it will lose some of its value if all other houses in the neighborhood are in a poor state of repair. Real estate and building values are largely neighborhood values. The value of one poor building in a neighborhood counteracts on every other building in that immediate district.

And so it becomes a matter of selfish interest for each individual owner to see that his buildings are kept in the best state of repair possible in order that his property value might be maintained. This is a doctrine that can be preached by the paint dealer to excellent advantage.

Outlasts several corn Brooms It's a Boeckh, of course!



Here are two Boeckh products that are sure to outsell all other makes because they are the best and most serviceable brushes on the market for the money. One of these put to an actual test will outlast several corn brooms.

The Durable (on the left) is a floor broom admirably suited for all kinds of sweeping around the Home, Warehouse, Factory, Mill, Stable, Garage, etc.

THE "CLEAN SWEEP"

With "Screw Lock" Handles

Made of selected Grey Fibre, is a sanitary, economical and serviceable broom. Specially adapted for sweeping Carpets, Linoleums, Oil Cloths, Hardwood Floors, etc. Gathers forward every particle of dirt and dust. Buffed blocks, adjustable "screw lock" handles. Sizes 10, 12 and 14 inches.

The merits of these two brushes are sure to appeal to the buying public.

Write for prices.

Manufactured by

The Boeckh Company, Ltd.

TORONTO :-: CANADA

Best Paint Value

One reason why you should have Moore's House Colors always well stocked is that there is a steady demand for it, because **it has a reputation for good results in any season.** Made from the very best and most lasting pigments combined with Pure Linseed Oil and the best liquid dryers, it dries hard but retains sufficient elasticity to prevent cracking and peeling. "A high quality product at a low price."

Write for agency proposition. It will pay you well.

Benjamin Moore & Co., Limited

West Toronto Ontario

WEEKLY PAINT MARKETS

MONTREAL

MONTREAL, May 30.—Paint is used on every hand these days, as evidenced by the healthy repeat business coming in to paint makers here. Many jobs have been deferred long and now are being completed, because it is generally realized that lower markets cannot be immediately looked for. Indeed, with all the factors considered prices would seem likely to hold on present levels for some time to come. Linseed oil is no easier, but the position is reported somewhat improved regarding supply. Turpentine still is scarce and no prices are quoted. In a general way the activity is greater than usual for the end of May and the only difficulty mentioned is that of getting ample supply of raw materials.

Middle of June for Oil Deliveries

Montreal.

LINSEED OIL.—The week has brought forth some little improvement. This is almost absolutely essential, as stocks have been low and demand great. Out of a 450,000 bushel lot of seed at the head of the lakes last week shipments of 150,000 bushels were made. The receipts by the elevators from outside were only 24,000 bushels, so that the reduction of the available supply there for shipment down the lakes to crushers here was very much reduced. What there is in the country for shipment to terminal elevators remains to be seen. In the meantime there is a good demand for oil, but some are not promising any delivery until the middle of June, feeling that they must in the meantime take care of the accumulated orders from their trade. Prices hold firm and unchanged. It is not expected that the slightly easier feeling at Duluth will be reflected here at present in any case.

Linseed Oil—	Raw, Imp. gal.	Boiled, Imp. gal.
1 to 4 barrels	$1.82-$1.86	$1.84½-$1.88½

Turpentine Outlook Says Relief Three Weeks

Montreal.

TURPENTINE.—There is very little change. The situation is still a tight one with stocks low. These will be short for some time, one large importer expressing his belief that there will be none to hand before three weeks, that is in quantities ample to meet the present accumulation of orders. No actual suffering is reported. However, there is no denying the fact that this is one of the commodities which is much needed, and paint manufacturers have had difficulty in securing what they themselves need. No prices are named in view of the present situation.

Turpentine—	Per Imp. Gallon
1 to 4 barrels	....
5 barrels and over	....

Small quantities 10c advance over 1 bbl. prices.

Putty Sharing in General Good Demand

Montreal.

PUTTY.—There is a general demand for putty supplies now that a large amount of outside painting is being done. Prices are held on an unchanged basis, with the undertone continuing firm. There is evidence of this ruling strong with all factors surrounding such as to make even an advance possible. Prices for various quantities are as follows:

Standard Putty—	Per 100 lbs. 5 ton	1 ton	Less
Bulk, in barrels	$4.00	$4.15	$4.35
Do., ½ barrels	4.15	4.30	4.50
Do., 100 lb.	4.85	5.00	5.20
Do., 25 lb.	4.85	5.00	5.20
Do., 12½ lb.	5.10	5.25	5.45
3 and 5 lb. tins	6.85	7.00	7.20
1 and 2 lb. tins	7.35	7.50	7.70

Pure linseed oil putty, $2.00 per 100 lb. advance on above prices.

Glaziers' putty—$1.60 per 100 lb. advance on above prices.

Terms: 2%, 15 days, net 60.

White Lead in Oil Firm, but Unchanged

Montreal.

WHITE LEAD IN OIL.—It might be said that some white lead in oil is always selling, and while some use less of this and more of ready-mixed goods than formerly, such a commodity is always required in greater or less bulk. The position is an unchanged one, but the undertone one of firmness. Five-ton lots are quoted at $15.50 per 100 pounds; ton lots at $16, and in small quantities $16.35 is asked.

Every Indication of General Painting

Montreal.

MIXED PAINTS.—There is more indication this year than ever that paint is recognized as an essential in the protection of one's property. As a consequence of deferred treatment of houses, barns, garages, and so on, the demand has shown particular activity. Very often about May 20 the season "breaks," and there is a gradual lessening of activity, but this year the condition is reported better and much business has come to hand from many quarters. The market is a firm one, and for regular colors and also shelf goods there is good demand and a healthy outlook.

TORONTO

TORONTO, May 30.—The heavy demand for all lines of mixed paints and wall coatings continues and prospects look bright for activity for some time to come. Wall coatings have registered an advance over previous figures. Linseed oil supplies are none too plentiful although some slight improvement in the movement of seed is reported. Turpentine is scarce and there is a tendency on the part of some dealers to withhold quotations. Business generally is reported good and the outlook encouraging.

Linseed Oil None too Plentiful

Toronto.

LINSEED OIL.—Supplies of linseed oil are none too plentiful. Shipments of seed are coming through in somewhat better numbers but with the heavy demand and accumulation of orders, jobbers and dealers have had little opportunity to provide for any surplus whatever and the market is rather bare of stocks. There is some hesitation about making quotations on account of short supplies, and figures shown below are only nominal. There is no effort being exerted to secure oil business, and in some quarters prices have been withdrawn altogether. Nominally quotations range as follows:

	Raw, Imp.gal.	Boiled, Imp. gal.
1 to 2 bbls	$1.86-$1.95	$1.88½-$1.98
3 to 5 bbls.	.....	.....
6 to 9 bbls.	.....	.....

Less than barrel lots 10c per gallon higher than single barrel price.

Turpentine in Scarce Supply

Toronto.

TURPENTINE.—This commodity is in very scarce supply and prices where quoted are very firm. There are some who have withdrawn quotations altogether until supplies are available, and orders are only being accepted subject to being able to supply. All-rail routing from southern points is the only means of transportation now and shipments are not coming through as freely as when water routes to New York were

PROFITABLE LINES

EVERY HARDWARE DEALER CAN SELL

RAMSAY'S AUTOMOBILE PAINT ACCESSORIES

Auto-Finishes

Auto-Engine Enamel

Auto-Tire Paint

THEY ARE ALL THE SAME RAMSAY QUALITY

THE RIGHT PAINT OR VARNISH TO PAINT OR VARNISH RIGHT

A. RAMSAY & SON COMPANY

Makers of Paints and Varnishes Since 1842

Toronto **MONTREAL** **Vancouver**

utilized. The demand has been fairly free. Prices nominally range about as follows:

	Imp. Gal.
1 barrel	$0 72½-$0 78
2 to 4 barrels	0 72½- 0 77
5 gallon lots	- 0 88

White Lead in Oil Shows no Change

Toronto.

WHITE LEAD IN OIL.—There has been no change in the position of white lead in oil during the week. The movement is rather slow, the high price and scarcity of linseed oil undoubtedly being a factor in restricted sales of lead. Prices have been firmly maintained during the week on the following basis: Pure, in ton lots, $16.20 per 100 pounds; smaller quantities, $16.55 per 100 pounds.

Mixed Paints Enjoy Splendid Movement

Toronto.

MIXED PAINT.—Sorting business for mixed paint continues to come to hand in splendid quantities, and manufacturers and jobbers are being kept very busy taking care of the orders. Present conditions will, it is thought, continue for some time now that good painting weather has arrived. Prices shown in current market quotations are unchanged.

Higher Levels Reached in Wall Coatings

Toronto.

WALL COATINGS.—Higher levels have been established on Alabastine, new prices now ruling for colors and white in 2½ lb. packages, being $8.60 per 100 pounds, and in 5-lb. packages, $8.40 per 100 pounds; bulk in barrels takes a new price of $5.75 per 100 pounds. A very heavy demand is reported and orders are being taken care of as promptly as possible, though some trouble in getting materials through is reported. Another wall coating to make an advance is Muresco, the tints in 5-lb. packages now being quoted at $8.40 per 100 pounds and white in 5-lb. packages at $7.80 per 100 pounds. Difficulty in securing sufficient supplies of raw materials is said to be holding up orders to some extent. The volume of business is reported heavy and shipments are going forward as freely as supplies will permit.

Little New in Glass or Putty; Demand Light

Toronto.

GLASS, PUTTY.—The position of glass remains unchanged and no new developments are reported for the week. Supplies are ample for present demands which can be termed light. Prices are shown in current market quotations at figures ruling for some time past. Putty is only enjoying a fair sale. Stocks are equal to orders being received with prices unchanged as follows: Standard bulk in casks, $4.55; 100-lb. drums, $5.30 to $5.40; bladders in barrels, $5.45 to $5.65 per 100 pounds. Pure putty is $2 per 100 pounds higher than above quotations on standard.

Active Demand for Batteries; Supplies Short

The manager of one of the large manufacturing concerns on batteries reports that there is a keen demand for this class of goods at the present time. There is a shortage of help in some plants, and raw materials have been scarce and hard to obtain. One large plant is now working three shifts of eight hours each in order to keep up with the orders. A somewhat serious situation may develop in the manufacture of these goods as a resu't of the prohibitive order of the United States Government, which forbids the export of all ammoniacal salts. White sal ammoniac is one of the principal ingredients in the manufacture of batteries, and is being used extensively in the manufacture of munitions in the United States. There is a shortage of this product in Canada at the present time. If the embargo is not relaxed battery manufacturers may find themselves face to face with a serious problem.

Freight Shipments Hampered By Strike

Advice from the West by HARDWARE AND METAL'S representative located at Winnipeg states that the recent strike in the city of Winnipeg has had a bad effect on shipments of goods to points served by Winnipeg. With the resumption of work by a considerable portion of the strikers things were somewhat improved and it was expected that conditions would right themselves in a short time. Freight shipments of necessity had to back up in the warehouses and wholesalers were straining every effort to facilitate the distribution of the accumulated orders. A dispatch from Winnipeg on Thursday of this week stated that the freight handlers have agreed to settle and return to work.

Manitoba Retailers To Meet June 18 To 20

The Manitoba Branch of the Retail Merchants' Association of Canada will meet in convention in Winnipeg from June 18 to 20. Some excellent speakers have been secured and there is promise that the convention will be a very successful one. Among the speakers will be Thomas A. Knapp, formerly with the *Drygoods Economist* but now with Sheldon's; W. E. Hotchkiss, director of business education at the University of Minnesota; and H. M. Clark, hardware merchant of Lakefield, Minn. One of the features of the convention will be a display of merchandise showing the products in the course of manufacture.

U. S. FIXES GASOLINE PRICE

According to a dispatch from Washington the oil division of the Fuel Administration has fixed the price of gasoline to the Allies as follows: F. o. b. Gulf ports, 21c per gallon; f.o.b. Atlantic seaboard, 23½c per gallon. When the difference in the size of the gallon is taken into consideration this would make the price equivalent to 28c to 29c for Imperial gallon, the Canadian standard measure, for Atlantic ports.

An attractive paint display in a hardwareman's window.

GET RID OF GRAFT. GET ON WITH THE WAR

INSTEAD of a unanimous Government and Parliament we have today a mess of disgusting intrigue with outside groups of grafting hypocrites playing for power or near-power, control of Government or a share of the spoils.

Premier Borden strengthened himself with the country when he said to the House: "Stop this damnable intriguing, and let us get on with the war—or get another Government."

Conscript Big Executives

With sentences like these in a powerful leading article on page 1 of the issue dated May 25, THE FINANCIAL POST OF CANADA makes again the business-like suggestion that the best brains of Canada, the big business executives capable of carrying out undertakings unhampered by red-tape or the entanglements of political intrigue, should BE CONSCRIPTED for the country's help during the war. Get hold of a copy of this issue of THE POST. To miss this article is to miss a mighty contribution to **the kind of thought that is winning the war.** You can have a sample copy of THE POST for May 25th if you just send for it.

Other Valuable POST Artic'es

In the same issue of this outstandingly constructive business and investment newspaper of Canada the following important articles appear amongst others which would make a much longer list:—

Crop Outlook Holds Strong in All Canada.
Future of Steel Business After the War Assured.
Speculation as to Canada's New York Financing.
Benefits Are Won by British Labor.
Readjusting U.S. Exchange by Melting Down Dollars.
Japanese Banks Expanding to Philippines.
Banking's Place in Developing Foreign Trade.
Threatened Spoliation of Property Rights.
An Air-craft Maker in the Making.
Charter Amendments to Help Edmonton.
Deadlock in Montreal Over Property Tax.
House Shortage in Toronto Causes Concern.

These are just a few titles taken at random from THE POST of May 25 which contains much valuable business and investment information besides. Send for a samole copy and see, or order a trial subscription using this form:—

The MacLean Publishing Co.,
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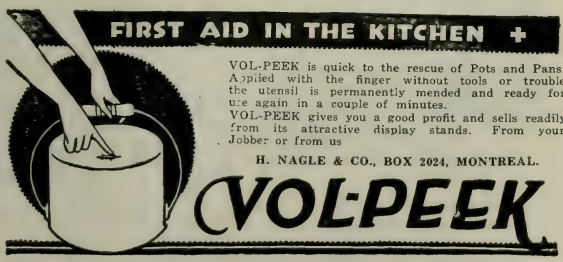


Say you saw it in HARDWARE AND METAL

CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION

Dominion Metallics — B.B. Caps, 25% B.B. Caps, 20%; 22 short, black, 22 long black, 22 long, smokeless, 20%; 22 short lesmok or 22 long lesmok, 20%; 22 short, smokeless, 30%; 22 long rifle, black, 22 long rifle, smokeless, 7½%; other rim fire, 10%; center fire pistol, add 35% list; center fire sporting, add 60%; shot cartridges, same as ball; brass shot shell, 20%; primers, add 35% list; empty shot shells, 5%; blanks, add 25%; bullets, add 40%.

Terms: Net 90 days, or 2% discount for cash in 30 days.

"Dominion" Loaded Paper Shells "Crown" Black Powder, 10% on list; "Sovereign" Bulk Smokeless Powder, net list; "Regal" Dense Smokeless Powder, net list; "Imperial" Shells, both Bulk and Dense Smokeless Powder, net list; "Canuck" Smokeless, net list; Empty Shells, 5%; 90 days net.

F.O.B. Montreal, Toronto, London, Hamilton.

AMERICAN AMMUNITION

List Prices.

Subject to 10% advance on list.

B.B. caps, $3.50 per M.; B.B. caps, concave ball, $4.40; 22 short, $5; 22 long, $6; 22 long rifle, $7; 22 short smokeless, $5.35; 22 long smokeless, $7.50; 22 long rifle, smokeless, $8.75 per M.

Sporting Cartridges—Centre Fire Smokeless 303 Winchester, $72.25 per M.; 303 Savage, $72.25; 303 British, $95; 32 Winchester special, $72.25; 38-55 Winchester, $76; 401 Winchester self-loading, $76 per M.

Primers—Nos. 1, 1½ and 2½, $2.60; Nos. 1 and 2 (100 in box), $8.80; Nos. 1-W, 1½-W, 2½-W and 3-W. and 5, and 5½, 100, in box, $3.80; Berdan Nos. 1, 1½, 2 (250 in box), $8.60; Berdan Nos. 1, 1½, 2 (100 in box), $8.80; new No. 4, $5.50; U.M.C., 83, $5.50.

Shot, standard, 100 lbs., Toronto, $17.35-$19.75; Montreal, $18; net extras, as follows, subject to cash discount only: Chilled, $1.50; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

AUGER BITS

Standard List Prices per dozen.

3/16	$ 6.00	18/16	$12.00
4/16	5.00	19/16	14.00
5/16	5.00	20/16	14.00
6/16	5.00	21/16	16.00
7/16	5.00	22/16	16.00
8/16	5.00	23/16	18.00
9/16	6.00	24/16	18.00
10/16	6.00	25/16	21.00
11/16	7.00	26/16	21.00
12/16	7.00	27/16	24.00
13/16	8.25	28/16	24.00
14/16	8.25	29/16	27.00
15/16	9.50	30/16	27.00
16/16	9.50	31/16	30.00
17/16	12.00	32/16	30.00

Discounts from Standard List prices:

Beaver, 57½ to 60%; London, 60%.
Ford's Auger Bits, 35 to 27½%.
Gilmour Auger Bits, 47½%.
Gilmour Car Bits, 37½%.
Gilmour Eye Augers, 35%.
Gilmour Ship Augers, 12½%.
Rockford Auger Bits, 50 and 10%.
Irwin Auger Bits, 15% to 17½% off list in Catalogue No. 10, 1905.

F.O.B. Toronto, Montreal London and Hamilton.

AXES

	Single Bit	Double Bit
Single Bits, doz.	$14 00	$16 00
Double Bit	16 50	19 50
Boys' Axes	12 00	14 00
Hunters' Axes	11 00	12 00
Bench—No. 2, doz.	12 50	13 20
No. 3, doz.	13 50	14 20
No. 4, doz.	14 50	15 25
Sager	$15 00	$20 00
Dominion Pride	14 50	19 50
St. Clair handled	15 50	....
Sager Boys	12 50	....
Kitchener Boys	12 00	....
Sager Hunters	11 50	....
Kitchener Hunters'	11 00	....

F.O.B. Montreal, Toronto, Hamilton, London.

BABBITT

Prices on babbitt fluctuate with the metal markets and prices are quoted on application. Prices range from 14c to $1.15 a lb.

BELTING (Leather)

Discounts apply to Revised List of Feb. 14, 1907.
Extra Quality, 30, 5%.
Standard Quality, 40%.
Side Lace Leather, lb. ..$1.40-$1.75
Cut Lace Leather, lb. .. 1.60- 1.95

F.O.B. Montreal, Toronto.

BELLS (Farm)

No. 1 x 40, lb. $4 00
No. 2 x 50 lb. 5 00
No. 3 x 60 lb. 7 50
No. 4 x 100 lb. 10 00

F.O.B. Montreal, Toronto.

BOLTS AND NUTS

Discounts apply to list of Feb. 1, 1913.

Carriage Bolts ($1 list), ⅜ in. dia. and smaller, 10%.
Carriage Bolts ($1 list), 7-16 dia. and larger, net list.
Machine Bolts, ⅜ in. dia. and smaller, 10%.
Machine Bolts, 7-16 in. dia. and larger, net list.
Sleigh Shoe Bolts, all sizes, net list.
Coach and Lag Screws, 25%.
Skein Bolts, 20%.
Square Head Blank Bolts, net list.
Bolt Ends, net list.
Plow Bolts, net list.
Elevator Bolts, net list.
Fancy Head Bolts, net list.
Shaft Bolts ($3 list), net list.
Step Bolts, large head ($3 list), net list.
Whiffletree Bolts, net list.
Nuts, square, blank, add to list $1.50.
Nuts, square, tapped, add to list $1.75.
Nuts, hexagon, blank, add to list $1.75.
Nuts, hexagon, tapped, add to list $2.
Stove bolts, 55%.
Tire bolts, 35%.
Terms: 2% off 30 days from date of shipment.

F.O.B. Montreal, Toronto, Hamilton, London, Ont.

BORAX

Lump Crystal Borax, lb. 14-14½
F.O.B. Montreal, London, Toronto.

BRASS Per lb.

Spring sheets, 24 gauge and heavier, base $0 43
Rods, base ½ to 1 in. round..38-40
Tubing, seamless base......45½-50
Tubing, iron pipe size, base ¾ in. and up to 3 in.....45½-50
Copper tubing, iron pipe size, base ¾ in. up to 3 in.....47½-53

F.O.B. Montreal and Toronto.

BOILERS (Range)

30-gal. extra heavy ......$14.50-$17
30-gal. Standard 14 00

F.O.B. Montreal and Toronto.

BOARDS (Wash)	Tin Plate	Zinc
Pony ....Dozen	....	$2 00
Crown	....	4 05
Dandy	....	4 25
Improved Globe	3 15	4 35
Standard Globe	3 25	4.45
Original Globe	3 50	4 75
Newmarket King	....	4 75
Diamond King (glass)	....	5 50
Western King (enamel)	....	6 25
Wood, double faced		2 20

Subject to small discounts for quantities

F.O.B. Newmarket.

BUTTS Wrought Steel:—

No. 840 .... 5%
No. 800 .... 2½%
No. 838 .... 5%
No. 808 .... 5%
No. 804 .... 15%
Nos. 802, 842, 844 .... 5%
Nos. 810 and 814 ....net list
No. 830 .... 2½%

F.O.B. Toronto, Montreal, London, Hamilton.

Spring Butts

Chicago Spring Hinges, List.
Triplex Spring Hinges, 20-10-5%.
Chicago Mortise Floor (5000), 33 1-3%.
Chicago Relax Floor (6000), 25-10-10-7½%.
Chicago Premier (4000), 16 2-3%.
Chicago Ajax (3000), 16 2-3%.
Chicago Fire Station, add 10% to list.
Lavatory Door Hinges, 20-5%.
Chicago Screen Door (2000), 40-7½%.
Chicago Screen Door (3000), 16 2-3 and 5%.
Non-Hold Back Screen Door, on application.

F.O.B. Chicago.

CANS

For discount on milk and cream cans, etc., see list under head of wares, etc.

CHAIN

	B.B. Fire Welded Proof Coil Mont'l	Tor'to	B.B.B. Fire Welded Mont'l	Tor'to
3-16 in.	$22.75	$19.85	$.....	$.....
¼ in.	16.75	15.25	21.75	20.25
5-16 in.	14.15	13.65	19.00	17.00
⅜ in.	13.00	12.75	15.90	16.50
7-16 in.	12.75	12.45	15.65	16.00
½ in.	12.50	12.15	15.50	15.75
9-16 in.	12.50	12.15	15.50	15.75
⅝ in.	12.35	12.00	15.25	15.50
¾ in.	12.25	11.85	15.10	15.25
⅞ in.	12.05	11.65	15.00	15.25
1 in.	11.90	11.50	14.85	15.25

Electric Welded

	B.B.		B.B.B.	
3-16 in.	$16.95	$17.40	$.....	$.....
¼ in.	13.15	13.30	13.75	15.55
5-16 in.	11.85	11.75	12.00	14.00
⅜ in.	11.65	10.50	11.75	12.75
7-16 in.	10.45	10.50	11.75	12.75
½ in.	10.20	10.50	11.75	12.75
⅝ in.	10.10	10.50	11.75	12.75
¾ in.	9.95	10.50	11.75	12.75

Montreal and Toronto.

American Proof Coil Chain

	B.B.	B.B.B.
3-16 in.	$16.75	....
5-16 in.	12.00	$12.75
⅜ in.	11.00	11.90
7-16 in.	10.75	11.70
½ in.	10.50	11.60
⅝ in.	10.35	....

Electric Welded B.B.B.—Chain, ¼ in., $13.75; 5-16 in., $12 F.o.b. Toronto.

Cow ties, 12½-15%; trace chains, net list; dog chains, 25 to 32½%; halter chains, 25 to 32½%; tie-out chains, 50%; stall fixtures, net list; breast chains, 2½%. F.O.B. Montreal, Toronto, Hamilton, London.

CEMENT

Cement, per bbl., $2.70 in carlots; $3.25 bbl. in small lots.

Paris plaster, five-barrel lots, $3.25; single barrel, $3.25.

F.O.B. Toronto.

CHURNS

List price hand churns:—No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.

List prices power churns:—No. 0, $11; No. 1, $11; No. 2, $12; No. 3, $13; No. 4, $17; No. 5, $20.

Discount of 20% f.o.b. Toronto, Hamilton, Fergus, London, St. Marys.

Discount of 17½% f.o.b. Montreal, Ottawa, Kingston.

St. John, N.B., 20%.

CHOPPERS, FOOD

Universal (doz.)—
No. 0 .... $17.75
No. 1 .... 21.50
No. 2 .... 27.00
No. 3 .... 35.00

F.O.B. Montreal, Toronto.

Russwin—
No. 0 .... $17 70
No. 1 .... 21 70
No. 2 .... 24 95
No. 3 .... 34 60

CLOTHES LINE (Galvanized)

No. Per 1000 ft.
17—7-strand, 100 ft. lengths..$6 80
17—7-strand, 50 ft. lengths... 7 00
18—6-strand, 100 ft. length... 5 40
18—6-strand, 50 ft. lengths... 5 45
19—6-strand, 100 ft. lengths.. 4 75
19—6-strand, 50 ft. lengths.. 5 00

F.O.B. Montreal, Toronto, London

COPPER	Montreal	Toronto
Casting ingot, see weekly report.		
Bars, ½ to 2 in.	$42 50	$48 00
Plain sheets, base 16 oz. and heavier	46 00	44 00
Copper sheet, tinned, 14x60 in., 14 oz.	48 00	....
Copper sheet, planished, base 16 oz. and heavier	57 00	45 00
Braziers' in. sheets, 6x4 base	45 00	44 00

Above prices are full sheets and bars. Cut sheets and bars are 5c per lb. higher.

COMBS

Curry combs, list, plus 25%.

F.O.B. Montreal, Toronto, Hamilton, London

CORD (SASH)

No. 6, lb. 72
No. 7, lb. 71
Nos. 8, 9, 10, 12 70

F.O.B. Montreal, Toronto, Hamilton, London

CANADA PLATES

Prices nominal.	Montreal	Toronto
Ordinary, 52 sheets	$11 75	$ 8 50

Galvanized

	Apollo	Crown	Gorbals
18x24x52	......	....	....
60	......	....	....

CHARCOAL, TIN PLATES

M.L.S. and Famous— Per box
IC, 20x28 base $28 00
IX, 20x28 base (nominal)... 32 00
IXX, 20x28 base (nominal).. 36 00
IXXX, 20x28 base (nominal) 40 00

F.O.B. Toronto

Raven and Murex Grades—
IC, 20x28 base, 112 sheets..$40 00
IX, 20x28 base, 112 sheets.. 39 00
IXX, 20x28 base, 56 sheets.. 20 00
IXXX, 20x28 base, 56 sheets 21 00

(Nominal) f.o.b. Montreal.

TERNE PLATES

I. C, 20 x 28, 112 sheets.. .....

F.O.B. Montreal.

COKES, AMERICAN

Bessemer Steel—
20x28 IC, 112 sheet 30 00

F.O.B. Montreal.

"DOMINION CROWN BEST"—DOUBLE COATED TISSUE

Nominal
IC, 14x20 base $20 00
IX, 14x20 base.......... 18 75
IXX, 14x20 base 19 50

F.O.B. Montreal.

CLOCKS

Big Ben $2 92
Good Morning, each 1 15
Lookout 1 45-1 50

F.O.B. Montreal, Toronto, London Hamilton.

CROWBARS, $8.50-$9.50 per 100 lbs.

DRILLS

Bit Stock Drills, 30 to 37½%.
Rd. Shk., 30 to 37½%.
Wood Drills, 37½%.

DOORS, SCREEN

Kasement, No. 1, $24.84 to $27.2? doz.; No. 2 and 3, $28.20 to $30.?? doz.

F.O.B. Toronto.

EMERY CLOTH

See under Sandpaper.

ENAMELWARE

See prices under heading Wares etc.

EVERYTHING IN METALS

BABBITT METAL
SOLDER
SHEET LEAD
LEAD PIPE
INGOT TIN
PIG LEAD
THE CANADA METAL CO. LIMITED
TORONTO

EVERYTHING FOR THE PLUMBER

CATALOGUE "A" MAILED FREE ON REQUEST

THE VERY BEST BRUSHES YOU CAN SELL YOUR CUSTOMERS ARE "SIMMS' SET IN RUBBER" BRUSHES, for this process of holding bristles in the ferrule overcomes the most frequent difficulty experienced with brushes, viz.: the shedding of bristles.

In SIMMS' SET IN RUBBER BRUSHES the bristles are securely embedded in Hard, Vulcanized Rubber that is not detrimentally affected when used in any of the following solvents: alcohol, water, turpentine, grease, oil, benzine, naphtha, kerosene, crude oil, banana oil, varnish, paint, enamel, lacquers, boiling water, glue, paste.

Imitations under various proprietary names are offered, but are worthless when used in many of the above solvents.

SIMMS' SET IN RUBBER BRUSHES are made by skilled workmen under expert supervision and the methods and equipment used are unequalled in any other brush factory in the world.

The growing demand for Brushes made in this way is a very evident sign of the appreciation of Brush users.

QUALITY TRADE SIMMS SET IN RUBBER MARK MARK

Made in Canada only by

T. S. SIMMS & COMPANY, Limited

ST. JOHN, N.B.

If interested, tear out this page and keep with letters to be answered.

FILES AND RASPS

Discounts below apply to list of Nov. 1, 1899.

	%
Great Western, Amer.	50
Kearney & Foot, Arcade	50
J. Barton Smith, Eagle	50
P.H. and Imperial	50
Disston Brand	40
Globe	50
Nicholson	30
Black Diamond	37½
Delta Files	37½

F.O.B. Toronto, Montreal, London, and Hamilton.

FITTINGS

Cast iron fittings, 10% off list. Malleable bushings, 20%; cast bushings, 20%; unions, 35%; plugs, 17½% off list. Net prices: Class B black, 24-26c lb.; Class C black, 16-17c lb.; galvanized. Class B, 34-36c lb.; Class C, 24-26c lb. F.o.b. Toronto.

GRILLS, ELECTRIC

Single heat, round $6 00
Three heat, round 7 15

F.o.b. Toronto.

GRINDSTONES Per 100 lbs.

Over 40 lbs. and 2 in. thick 1.80-2.25
Under 40 lbs. 1.90-2.35
Bi-Treadle, each 6.25

F.o.b. Toronto.

HALTERS (SNAP AND RING)

	Doz.
Russet rope shank, 1"	$11.25-$12.75
Russet rope shank, 1¼ in.	13 85
Black rope shank, 1 in.	13 75
Black rope shank, 1¼ in.	12.50- 13.85
Hand sewn, no shank, 1 in.	17.40
Hand sewn, no shank, 1¼ in.	20.20

Halters (Sisal).

7-16 in. gross, $24; 9-16 in., $36. F.o.b. Toronto. London—7-16 in., $2.10 doz.; ½ in., $2.65 doz.

HAMMERS, SLEDGE

Can., 5 lbs. and over, cwt. ...$17 50
Masons, 5 lbs. and over, per cwt. 20 00
Masons, 5 lbs. and under 22 50
Napping, up to 2 lbs. 25 00

F.o.b. Montreal, Toronto, Hamilton, London.

HANDLES (WOOD)

All hickory handles, 10%. All neckyokes, whiffletrees and doubletrees, 10%. All ash and maple handles, wood hay rakes, horse pokes, 20%.

F.o.b. St. Thomas, London, Strathroy, Toronto.

HANGERS, BARN AND PARLOR

	List
Atlas, No. 0	12 50
Atlas, No. 1	12 95
Atlas, No. 2	15 90
Stearns, 4 in.	7 40-7 65
Stearns, 5 in.	10 25-10 65
Perfect, No. 1	10 45
Perfect, No. 1½	13 20-13 80
Storm King and safety hangers, doz.	10 25-10 65
Steel track, 1¼ in.	9.00-12.00

F.o.b. Montreal, Toronto.

HEATERS, ELECTRIC

Majestic, 1 Burner 7 50
Majestic, 2 Burner 11 25

F.o.b. Toronto.

HINGES, TEE AND STRAP

Heavy, Net Prices.

	Strap	Tee
4-inch, dozen pairs	$2 34	$1 99
5-inch	2 89	2 50
6-inch	3 12	2 81
8-inch	4 22	3 21
10-inch	7 49	5 70
12-inch	9 28	9 05
14-inch	10 61	9 20

Light, List Prices.

3-in., doz. pairs	$1 00	$1 00
4-in., doz. pairs	1 20	1 10
5-in., doz. pairs	1 40	1 30
6-in., doz. pairs	1 70	1 50
8-in., doz. pairs	2 50	1 80
10-in., doz. pairs	3 50	2 40

Discount 20 and 2½% off list.

Screw Hook and Strap Hinge—
Under 12 in., per 100 lbs. 8 00
Over 14 in., per 100 lbs. 7 50
Extra hooks for above ⅝ in., per lb. 8
Extra hooks for above, ¾ in., per lb. 7¾

F.o.b. Toronto, London, Hamilton and Montreal

HAY KNIVES

Spear Point $14 00
Lightning 12 50
Heath's 12 50

HOES, Grub $7.25

HOOKS, GRASS.

	Canadian	English Fox
No. 2, per doz.	$3 40	$5 50
No. 3, per doz.	3 50	6 40
No. 4, per doz.	3 60	7 49
Little Giant	5 25	....
Berden	5 25	....

F.o.b. Montreal, Toronto.

HORSESHOES Price per keg

Patterns	Sizes made	No. 2 and larger	No. 1 and smaller Less 20c
Light iron	0-7	$6 25	$6 50
Long heel light iron	3-7	6 25	....
Medium iron	1-8	6 25	6 50
Heavy iron	6-8	6 25	....
Snow	1-6	6 50	6 75
New light "XL" steel	1-6	6 70	6 95
Featherweight "XL" steel	0-4	8 10	...
Special countersunk	0-4	8 60	....
Toe weight (front only)	1-4	9 10	....

*All sizes.

Packing—Up to 3 sizes in one keg. 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra. F.o.b. Montreal and Belleville.

Terms Cash in thirty days, less 2% discount.

TOE CAULKS

Nos. 0, 1, 2 and larger, sharp and blunt, $2.25 to $2.90 box.

HOSE, LAWN Toronto

Corrugated, ½ in., 100 ft. ...$15 75
Corrugated, ⅝ in., 100 ft. 18 75
Corrugated, ¾ in., 100 ft. ... 21 50
Corrugated, 1 in., 100 ft. 31 50

Less 5% for full reels, 500 ft.

F.o b. Toronto and London.

HAT AND COAT HOOKS

Coppered wire, 3 in., 95c gross. F.o.b. Montreal, Toronto, Hamilton, London.

IRON AND STEEL.

See weekly report.

IRON, TINNED

Prices nominal. Subject to premium where stocks are obtainable.

72x30 up to 24 gauge, case lots ....
72x30, 26 gauge, case lots .. ....

Less than case, 50c per 100 lbs. extra. F.o.b. Montreal.

IRONS (SAD)

Mrs. Potts, No. 55, polished, per set 2.20-2.30
Mrs. Potts, No. 50, nickel-plated, set 2.30-2.40
Mrs. Potts, handles, japanned, doz. 1.30- 1.50
Sad irons, common, plain, 3, 4 and 5 lbs. 9 20
Sad irons, plain, 6 lbs. up. 7 00
Sad irons, common, plated ... 5 50
Princess Electric, each 3 35
Canadian Beauty Electric Irons—
Style A $3 75
Style B 4 12
Hotpoint Domestic Electric Iron, each 4 75
Gasoline Sad Irons, each.... 4 25

F.o.b. Montreal, Toronto, London, Hamilton.

LADDERS, ETC.

Step Ladders	Per ft.
Crescent	19c ft.
Household	15½ ft.
Standard, 4-12 ft.	21c ft.
Electrician	30c ft.
Heavy duty	47c ft.
Extension	35c ft.

Common and Roped Extension.

	Per ft.
Up to 32 ft.	21c ft.
34 to 44 ft.	24c ft.

London—32 ft., 18c; 34-44 ft., 20c.

Fire Ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

Single and Fruit Picking.

10 ft. to 16 ft. .... 17c ft.
18 ft. to 22 ft. .... 18c ft.
Chair ladders, each 2 00

F.o.b. Toronto, Hamilton, London, Montreal.

LANTERNS Per doz.

Short Globe, doz. $12 50
Jap'd Dash, doz. 15 00
Search Dash, doz. X-ray.15.75-16.10
Little Bobs ....$2.10-$4.20
Copper, well japd., doz.... 18.25

F.o.b. Toronto, Hamilton, London, Montreal.

LANTERN GLOBES Dozen

Cold blast, short ....95c-$1.10
Cold blast ....95c-$1.10

3 doz. cases, 85-90c doz.; 6 doz. cases, 85c dozen.

Cold blast, short ruby.... 4.00-4.20
Cold blast, common ruby. 4.00-4.20

Less 5c a doz. in 6 doz. lots.

F.o.b. Toronto, London, Hamilton and Montreal.

LATCHES

Steel Thumb, No. 2, per doz. 1 90
Steel Thumb, No. 3, per doz. 2 50
Steel Thumb, No. 4, per doz. 4 70
Barn Door, No. 5, per doz. 2 55
Barn Door, No. 9, doz. 4 70

F.o.b. Montreal, Toronto, London.

LEAD

For pig lead and lead and zinc products see weekly report.

MACHINES (WASHING)

	List Each
Canadian	9 00
Dowswell	9 00
Noiseless	15 50
Hamilton	11 00
Snowball	15 00
Momentum	16 50
New Century, style A	16 50
New Century, style B	18 00
Playtime, engine drive	19 50
Ideal Power	28 00
Seafoam, electric	102 00
Seafoam, engine drive	44 00
New Idea, electric	134 00
Sunshine	8 50
Popular, No. 1	9 50
Economic	11 50
Champion	17 00
New Excell-All	18 00
Blue Bell, without stand	16 50
Puritan Water Motor Washer, complete	28 00
Hydro, One Tub, engine drive	45 50
Low pressure water motor washer, each	30 00
Connor ball-bearing, with rack	**18 50**
I X L	**18 50**
Gem	16 50
Winner, plain	13 50
Connor Improved	9 00
Jubilee	15 00
Canada First	19 00

Discount, 40%. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

MALLETS Per doz

Tinsmiths, 2½ x 5½ in.$1.00-$1.75
Carpenters', No. 3 .... 5.80

F.o.b. Montreal, Toronto, Hamilton

MATTOCKS

Cutter, doz. $12 00 $12 50
Pick doz. 12 00 12 50

F.o.b. Montreal, Toronto, London, Hamilton.

MOPS

Mops, O-Cedar, doz. net $12 00
Sprustex, No. 2, doz....$8 00 8 40
S. W. Mops, complete, doz... 4 85
Mop Sticks, doz., No. 8....1 55-1 85
Cast Head Mops, doz. 2 00
Crescent, doz. 8 10
Crank wringing, doz. 6 25

F.o.b. Montreal, Toronto, Hamilton London.

MOWERS, LAWN

Adanac	50%
Woodyatt	40%
Empress	40%
Mayflower	40%
Star, Ontario, Daisy	40%

F.o.b. Toronto, Guelph, London, Hamilton.

NAILS

List adopted July 10, 1912.

Advances over base on common wire nails in kegs.

		2¾ inch	15c
1 inch	$1	3 inch	10c
1⅛ inch	1	3¼ inch	10c
1¼ inch	65c	3½ inch	10c
1½ inch	40c	4 inch	5c
1¾ inch	40c	4½ inch	5c
2 inch	30c	5 inch base.	
2¼ inch	30c	5½ inch base.	
2½ inch	15c	6 inch base.	

6½ to 12 inch-2 Ga. and heavier, 25c over base.

Standard Steel Wire Nails, f.o.b Toronto, London, Hamilton, Milton $5.20 base.

Freight equalized on above points.

F.o.b. Montreal, Gananoque, Collingwood and Owen Sound, $5.25 base.

Freight equalized on above points.

Windsor, Walkerville, Sandwich fo.b. factory points, carload freight allowed, $5.32½.

Sault Ste. Marie, Port Arthur Fort William, $4.95-$5.25 base, f.o.b. factory; no freight allowance.

Moulding, Flooring, Slating, Box Fence, Barrel Nails, 25c per 100 lbs. over common nail price. Finishing Nails, 50c per 100 lbs. advance over common nail price Clinch Nails and Sash Pins, 75c per 100 lbs. over common nail price.

Miscellaneous wire nails, 60% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton, London.

Cut Nails—Montreal, $5.70 base Toronto, $5.65 base; London, $5.60 Hamilton, $5.65. No equalization of freights.

Roofing Nails — American, large head, keg, $8.50. London, $8.25.

F.o b Montreal, Toronto, Hamilton, London.

NAILS (HORSE)

Size	C Brand Per box of 25 lbs.
No. 3	$37 87½
No. 4	12 87½
No. 4½	11 62½
No. 5	4 87½
No. 6	4 62½
No. 7	4 37½
No. 8	4 37½

JAMIESON'S

True in quality since 1858, improved with progressive invention and chemical genius

Business Building Qualities *plus* Big Profits

THAT CUSTOMER OF YOURS, THAT ASKS FOR JAMIESON'S PAINT

He Knows

THAT IF BETTER PAINT COULD BE MADE

Jamieson's

WOULD MAKE IT; TO THE BETTER SERVE THE BEGINNER AS WELL AS THE SHREWD OLD VETERAN PAINTER.

Ask the dealer who sells Jamieson's

R. C. JAMIESON & CO., Limited, Montreal, Canada

ESTABLISHED 1858

CALGARY — Owning and Operating P. D. DODS & CO., LIMITED — VANCOUVER

If interested, tear out this page and place with letters to be answered.

No. 9	4 12½
No. 10	4 12½
No. 11	4 12½
No. 12	4 12½

Discount from above is 10% in small quantities and 10 and 5% in full boxes.

F.o.b. Montreal, Toronto, Winnipeg, Vancouver, St. John.

"M.R.M." BRAND

No.	Net Price List Lengths	Per box of 25 lbs.
3	1⅝"	$19 00
4	1¾"	9 00
5	1 15-16"	4 00
6	2⅛"	3 75
7	2 5-16"	3 50
8	2½"	3 50
9	2 11-16"	3 25
10	2⅞"	3 25
11	3 1-16"	3 25
12	3¼"	3 25

F.o.b. London, Hamilton, Montreal, Toronto

NETTING, POULTRY

List prices per roll of 50 lineal yards. Adopted March, 1909.

2-inch mesh and 19 ga. wire.

12 inch	$1 80	48 inch	$ 6 20
18 inch	2 65	60 inch	7 70
24 inch	3 40	72 inch	9 20
30 inch	4 00	84 inch	10 50
36 inch	4 75	96 inch	12 00
42 inch	5 50		

1½ inch mesh and 19 ga. wire.

12 inch	$3 50	42 inch	$10 50
18 inch	5 00	48 inch	12 00
24 inch	6 30	60 inch	15 00
30 inch	7 75	72 inch	18 00
36 inch	9 90		

1 inch mesh and 20 ga. wire.

12 inch	$4 00	42 inch	$12 00
18 inch	5 50	48 inch	14 00
24 inch	7 00	60 inch	17 00
30 inch	8 50	72 inch	20 00

¾ inch mesh and 20 ga. wire.

24 inch	10 50	36 inch	$15 00
30 inch	12 75		

½ inch mesh and 22 ga. wire.

24 inch	$16 50	36 inch	$24 00
30 inch	20 10		

Discounts at present quoted apply only to 1 and 2 inch mesh netting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Canadian netting 15% off list.

Montreal, 15% off list.

American netting, 10% off list.

	Per rod
Invincible—1640	$ 0 75
1848	0 85
2060	0 95

Put up in 10, 20 and 30-rod rolls. F.o.b. Montreal.

OAKUM

Best (American)	$21 00	
U.S. Navy (unspun)	.....	
Clipper (spun)	21 00	
Clipper (unspun)	19 50	
U.S. Navy, Eng., (unspun)	.....	
U.S. Navy, Eng., (spun)	.....	
Plumbers (spun)	$8 00	$10 50

F.o.b. Montreal, Toronto

OIL

	Montreal	Toronto
Royalite	0 19	0 18
Palacine	0 22	0 21
Gasoline, gal.	0 34	0 33
Black oil (Summer)	0 16	0 15
Black oil (Winter)	0 18	0 15½
Imperial Cylinder	....	0 66½
Capital cylinder	0 50½	0 49½
Machine oil, regular grades	25½-42	26½-36½
Standard gas engine oil	38½	0 42½
Paraffine	0 21	0 24
XXX machine	0 24½	0 38½
Fuel oil, bbls.	0 14½	0 13½
Fuel oil, tank cars	0 13	0 12

OLD MATERIALS

See weekly report.

PACKING

	Per lb.
Fine jute	$0 15
Coarse jute	0 12
Hemp	0 34
Square braided hemp	0 38
No. 1 Italian	0 44
No. 2 Italian	0 36

F.o.b. Montreal and Toronto.

PAPER

	Per 400-ft. roll
Dry Fibre, No. 1 roll	1 10
Dry Fibre, No. 2 roll	0 59
Anchor Brand	1 10
Glazed sheeting	0 59
Tarred Fibre, No. 1 roll	1 25
Tarred Fibre, No. 2, roll	0 72
Surprise Fibre	0 66
Tarred felt, per cwt.	3.30-3.45

Asbestos sheeting (per 100 lbs.)	0 12	0 14
Carpet Felt, 16 oz., per 10 lbs.	$4 50	$5 50

F.o.b. Toronto, Hamilton, London, Montreal, freight equalized thereon.

PICKS—

Clay—

5 to 6 lbs., doz.	$10 75	$11 80
6 to 7 lbs., doz.	11 50	12 60
7 to 8 lbs., doz.	12 25	13 50

Rock—

7 to 8 lbs., doz.	12 25

F.o.b. Montreal and Toronto.

PINS, CLOTHES

	Per case
5 gross, 4-in. (loose)	80c-97c
4 gross (cartons), 4½ in.	85c-$1.00

F.o.b. Montreal and Toronto.

PIPE, STANDARD WROUGHT

Effective Feb. 26, 1918.

Standard Buttweld

	Black Per 100 feet	Galvanized
⅛ in.	$ 6 00	$ 8 00
¼ in.	5 16	7 29
⅜ in.	5 16	7 29
½ in.	6 55	8 12
¾ in.	8 28	10 41
1 in.	12 24	15 39
1¼ in.	16 56	20 82
1½ in.	19 80	24 89
2 in.	26 64	33 49
2½ in.	42 72	53 53
3 in.	55 85	70 00
3½ in.	70 84	87 86
4 in.	83 93	104 10

Standard Lapweld.

2 in.	29 60	36 08
2½ in.	44 46	54 70
3 in.	58 14	71 53
3½ in.	72 68	90 62
4 in.	86 11	107 37
4½ in.	97 79	122 56
5 in.	114 00	142 82
6 in.	147 80	185 28
7 in.	192 80	241 57
8 L in.	202 50	253 75
8 in.	233 30	292 32
9 in.	279 50	350 18
10 L in.	259 20	324 80
10 in.	333 70	418 18

Terms 2% 30 days, approved credit.

Prices—Ontario, Quebec and Maritime Provinces. .. ....

While the foregoing prices on iron pipe are the nominal prices, it has been found in practice that prospective buyers should ask for quotations on sizes 2½ inches and larger on account of the shortage of these sizes and the extra difficulty of procuring supplies.

WROUGHT NIPPLES

4" and under, 45%.

4½" and larger, 40%.

4" and under, running thread 25%.

Standard couplings, 4" and under, 35%.

4½" and larger, 15%.

Terms 2% 30 days. Approved credit, Ontario, Quebec and Maritime Provinces.

PIPE (Conductor)

	Plain List
2 in., in 10-ft. lengths, list	$8 00
3 in., in 10-ft. lengths, list	9 70
4 in., in 10-ft. lengths, list	12 80
5 in., in 10-ft. lengths, list	17 50
6 in., in 10-ft. lengths, list	21 30

Discount 10%.

F.o.b. Toronto, Ottawa, Oshawa

PIPE, LEAD

See weekly report

PIPE (SOIL)

	Montreal %	Toronto %
Medium and extra heavy, 6" and under	35, 2½	35, 2½
8" soil pipe	30	30
Medium and extra heavy fittings, 6" and under	40, 2½	40, 2½

PIPE (STOVE)

See prices under Wares, etc.

PITCH

Pine, black, per bbl.	4 75
Navy pitch, per bbl.	6 50

F.o.b. Montreal, Toronto.

POLISH (O-Cedar)

4-oz. bottles, doz.	$ 3 00
12-oz. bottles, doz.	6 00
1-qt. can, doz.	15 00
½-gal. cans, doz.	24 00
1-gal. cans, doz.	36 00

Discount, 33 1-3 per cent.

Liquid Veneer—

4 oz., doz.	$2 00
12 oz., doz.	4 00
32 oz., doz.	8 40
64 oz., each	1 20
128 oz., each	2 10

F.o.b. Toronto, London.

PUMPS

Pumps, Well	....
Cistern Pumps	....
Set Lengths	....
Brass Lined Cylinders	....
Brass Body Cylinders	....

F.o.b. Montreal, Toronto, Hamilton, London.

RIVETS AND BURRS

Iron rivets, blacked and tinned. 25%; Iron Burrs, 25%.

Copper rivets, usual proportion of burrs, add 30%; burrs, add 50%.

Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¼-lb. pkgs., 2c lb. Coppered Rivets, net extras, 3c per lb.

F.o.b. Montreal, Toronto, London.

ROOFING

	Per square
Samson, 1-ply, roll	1 90
Samson, 2-ply, roll	2 50
Samson, 3-ply, roll	3 10
R. S. Special, 1-ply	1 25
R. S. Special, 2-ply	1 50
R. S. Special, 3-ply	1 75
Amazon, 1-ply	1 95
Amazon, 2-ply	2 25
Amazon, 3-ply	2 55
Everlastic, 1-ply	1 65
Everlastic, 2-ply	1 95
Everlastic, 3-ply	2 25
Good Luck, 1-ply	1 60
Good Luck, 2-ply	1 80
Good Luck, 3-ply	2 10
McCombe Sp., 1-ply	1 35
McCombe Sp., 2-ply	1 55
McCombe Sp., 3-ply	1 75
Black Cat, 1-ply	1 85
Black Cat, 2-ply	2 15
Black Cat, 3-ply	2 45
Liquid roofing cement, per gal. in barrels	0 27
5 and 10 gal. lots, per gal.	0 38
Coal Tar, bbl.	$5.75-$6.00

Roofing Pitch, $1.05 to $1.10 cwt.

F.o.b. Toronto, London, Montreal.

ROPE

	Lb.
Pure Manila basis	39
British Manila basis	33
New Zealand hemp basis	33
Sisal basis	27½

Above quotations are basis prices ⅝ and larger diameter. The following advances over basis are made for smaller sizes:—Smaller than ⅝ and down to 7/16 dia.—½c above basis; ⅜ dia., 1c above basis; ¼ and 5/16 dia. 1½c above basis: 3/16 dia., 2c above basis.

Single lath yarn basis	27½	
Double lath yarn	28	
Yacht marline, tarred	57	
Halyards	50	
Hemp, deep sea line basis	50	
Hemp, tarred ratline basis	43	
Hemp, tarred bolt rope basis	45	
Marline and Houseline	45	
Italian rope basis	On application	
Cotton, ⅛ in.	0 73	0 77
5-32 in.	0 72	0 75½
3-16 in.	0 69	0 72½
¼ in. and up	0 68	0 71½

F.o.b. Toronto, Montreal, Brantford, London, Hamilton.

SANDPAPER

B. & A. sandpaper, 10% to 15% on list.

B. & A. emery cloth, 5% on list.

B. & A. sandpaper in rolls, 33 1-3 per cent. on list. F.o.b. Toronto, Montreal.

SCALES

Champion—	Scale List	Stamping extra
4 lb.	$ 4 60	$0 20
10 lb.	6 00	0 30
240 lb.	10 00	0 50
600 lb.	25 00	1 00
1200 lb.	30 00	1 00
2000 lb.	39 00	1 00
2000 lb. Drop lever	46 00	1 00
10-lb. Household	5 00	0 10
25-lb. Household	6 00	0 30

Champion list prices subject to a discount of 10%; Standard scales, 20%; Household scales subject to 25% discount. No discount allowed on stamping charge. F.o.b. Toronto, Montreal, Hamilton.

SCYTHES

	Doz.
Cast Steel	$12 50
Golden Clipper	13 50
Little Giant	14 50
Little Giant, Genuine	15 00

F.o.b. Toronto, London.

SNATHS

Net list.

SCREWS

Discounts off Standard List adopted Aug. 1, 1903.

Wood, F. H., bright	72½
Wood, R. H., bright	67½
Wood, O. H., bright	67½
Wood, F. H., brass	37½
Wood, R. H., brass	32½
Wood, O. H., brass	32½
Wood, F. H., bronze	27½
Wood, R. H., bronze	25
Wood, O. H., bronze	25
Square cap	20
Hexagon cap	20

F.o.b. Toronto, Hamilton, London and Montreal.

Wooden Bench Screws

Dozen	$7 00

SHEETS, BLACK

See Montreal and Toronto report

SHEETS, CORRUGATED

See weekly report.

SHEETS, GALVANIZED

Premier Galvanized

	Per 100 lbs.
10¾ oz.	$9 25
U.S. 28	8 95
U.S. 26	8 65
22 and 24	8 50
18 and 20	8 35
16	8 20
14	8 10

F.o.b. Hamilton and Toronto.

Colborne Crown — 16-20 gauge, $12.55; 22-24 gauge, $12.75, 26-gauge, $13; 28 gauge, $13.25. Less 25c in cash lots. F.o.b. Montreal.

Apollo Brand	Montreal	Toronto
14 gauge	$12 05	$ 8 10
16 gauge	12 05	8 20
18-20 gauge	10 30	8 35
22-24 gauge	10 45	8 50
26 gauge	.....	8 65
28 gauge	.....	8 95
10¾ ozs.	11 05	9 25

Add 20c for less than ton lots.

B.W. gauge	Queen's Head	Fleur-de-Lis	Gorbals "best-best"
16	$12 55	$12 55	$ 8 70
18-20	12 55	12 55	8 85
22-24	12 25	12 25	9 05
26	12 25	12 25	9 25
28	13 00	13 00	9 65
10¾ oz.	.....	.....	10 00

Less 25c in case lots.

F.o.b. Montreal.

SHINGLES

	Per sq.
Standard galvanized	$10 25

Shipping weight, 90 lbs.

Standard painted	8 00

Shipping weight, 80 lbs.

Discount 7½%.

F.o.b. Toronto, Ottawa, Oshawa

SIDING METAL

Standard galvanized	$8 75
Standard painted	7 00

Discount 7½%.

F.o.b. Montreal, Toronto, Ottawa, Oshawa.

SOLDERING COPPERS

Base, 3-8 lbs., 64c lb. F.o.b. Toronto and Hamilton.

SOLDER, BAR

See Weekly Report.

STAPLES

See Wire Products.

STOVES

Oil Burning Cooking	Each
Perfection 2-burner	$12 75
Perfection 3-burner	$16 50
Perfection 4-burner	21 00
No. 22G oven for above stoves	5 00
McClary Glass Front Oven No. 70	4 25
Detroit Glass Front Oven No. 85	4 50

F.o.b. Sarnia, London, Toronto, Ottawa

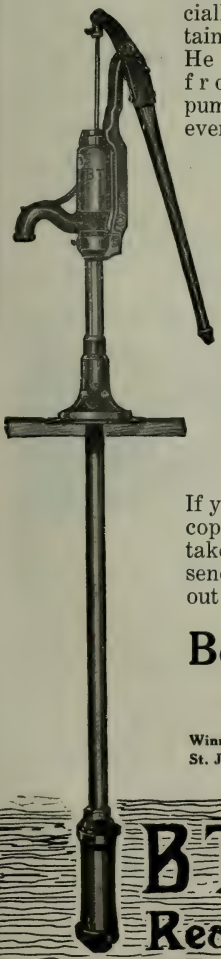
Oil Burning Heaters.	List
No. 525 (125), each	6 50
No. 530 (130), each	7 25
No. 630 (230), each	9 25

F.o.b. Toronto, Sarnia, London, Hamilton, Ottawa.

Discount 25% off list.

Your prospect is not confused

"7 Pumps that take the place of 700" means that your prospective customer has only seven pumps to choose from. He's not confused by an endless array of slightly different styles, shapes and sizes. He sees just seven pumps, all different, and each specially adapted for certain peculiar conditions. He can quickly select from the seven one pump perfected in every detail, that will do the work he has in mind better than any pump he has ever seen.



Specializing on seven pumps has enabled our mechanics to more nearly attain perfection, and it enables you to sell more quickly and to satisfy more completely.

If you have mislaid your copy of "7 Pumps that take the place of 700," send for another without delay.

Beatty Bros.

Head Office:

Fergus, Ontario

Winnipeg Edmonton
St. John, N.B. Montreal

BT Pumps Ready-to-Ship

DOUGALL NOGLOSS INTERIOR VARNISH

"the varnish that lasts longest"

when dry shows no lustre whatever. Is almost invisible, but develops the grain pattern.

It retains its velvety appearance. Will not become SHINY after repeated dustings.

Shall we send you further information about this remarkable varnish?

A postal card will bring you our proposition.

The Dougall Varnish Co. Limited

"the varnish that lasts longest"

Montreal - - Canada

If interested, tear out this page and place with letters to be answered.

SPADES, SHOVELS AND SCOOPS

	1st Grade	2nd Grade	4th Grade
Plain Back Shovels and Spades....	50%	50%	50%
Draining Tools	50%	50%	....
Hollow Back Scoops	50%	....	50%
Sand Shovels	50%	....	50%
Hollow Back Shovels	50%	....	50%
Hollow Back Coal Shovels	50%	....	50%
Riveted Back Scoops	50%	50%	50%
Miners' Spring Point Shovels	50%	....	....

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List; Black List prices being as follows:

BLACK LIST PRICES

Plain Back Shovels and Spades..	$29.00	$28.00	$25.00
Draining Tools, No. 2, black	29.00	27.50	....
Hollow Back Scoops, No. 2, black.	34.50	....	32.00
Coal Shovels, Hollow Back, No. 2, black	32.00	....	30.00
Sand Shovels, No. 2, black	27.50	....	24.00
Hollow Back Shovels, No. 2, black	27.50	....	24.00
Riveted Back Scoops, No. 2 black	37.50	35.50	34.00
Miners' Spring Point Shovel, No. 2, black	36.50	....	....

NET EXTRAS—

For each size larger than No. 2, add 25c dozen net.
Full polished ....$1.00 per dozen net
Half polished .... 50c per dozen net

F.o.b. London, Hamilton, Toronto, Gananoque, Ottawa, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon.

SWEEPERS, CARPET .. Bissell's
American Queen, nic'd trim, ball bearing ....Doz. $39 00
Club, nic'd trim., "Cyco" bearing 82 00
Champion, nic'd trim 30 00
Champion, Jap'd trim 27 00
Elite, nic'd trim., B.B....... 41 00
Grand Rapids, nic'd trim., B. B. 36 00
Grand Rapids, Jap'd trim., B. B. 32 00
Parlor Queen, nic'd trim., B. B. 42 00
Princess, nic'd trim., B.B.... 37 00
Standard, nic'd trim 32 00
Standard, Jap'd trim 29 00
Universal, nic'd trim, "Cyco" bear 34 00
Universal, Jap'd trim., "Cyco" bear 30 00
F.o.b. Toronto, Hamilton, London,

SWEEPERS (VACUUM)
Grand Rapids, nic'd trim.... 81 00
Household, Jap'd trim...... 67 00
Superba, nic'd trim......... 96 00

SWEEPERS (ELECTRIC)
Steel frame 33 75
Aluminum frame 41 25
Attachments, set 7 50
F.o.b Toronto, Hamilton, London.

TACKS Discount
Wire Tacks ....60 and 10%
Revised Hardware Tack List adopted Jan. 1, 1916 ....60 and 15%
Double pointed tacks....60 10%
Shoe findings list adopted July 5, 1917—Net list.
List of Capped Goods adopted Jan. 1, 1916..60 and 15%
F.o.b. Toronto, Hamilton, Montreal, London.

TINNERS' TRIMMINGS
See prices under head of Wires.

TOASTERS, ELECTRIC
Upright, with rack $4 00

TOOLS, HARVEST
Waverly, Wellandvale, Rixford, Maple Leaf, Bedford, 17½% discount. Samson, 12½% discount.
F.o.b. Montreal, Toronto, Hamilton, London.

TROUGH (EAVE)
O. G. Square bead and half round.
Size in girth Per 100 ft.
8 in.....$ 6 90 15 in.....$12 50
10 in..... 7 70 18 in..... 16 00
12 in..... 9 10 Discount 10%.
F.o.b. Toronto, Oshawa, Ottawa

TRAPS (GAME) Doz. with chain
Victor, No. 1 .... 2 20
Jump, No. 1 .... 2 95
Hawley & Norton, No. 1.... 3 45
Newhouse, No. 1........... 4 70
F.o.b. Toronto, London, Hamilton Montreal.

TWINE (BINDER) Per lb.
500 ft. $0 23½
550 ft. 0 25¼
600 ft. 0 26½
650 ft 0 28
In 5-ton lots ¼c discount from above; 10 tons and upwards, ½c discount. Freight paid on 300 lbs. and over to nearest station.

F.o.b. Montreal, Toronto, Brantford, Hamilton, London

TWINE (COTTON)
3-ply wrapping, lb...........69-72
4-ply, wrapping, lb...........73-76
F.o.b. Toronto, Hamilton, London.

WOOD TUBS
No. 0, per dozen $19 80
No. 1, per dozen 17 60
No. 2, per dozen 15 40
No. 3, per dozen 13 20
F.o.b. Newmarket

VALVES %
Ground work 50
Compression work, standard.. 52
High grade 45
Cushion work 46
Fuller work, standard 50
High grade 43
Basin cocks, No. 0 standard.. 46
High grade 46
Bath cocks 53
Flatway stop and waste cocks, standard 53
High grade 50
Roundway Stop and Waste Cocks, standard 53
High grade 50
Brass Steam Cocks, standard.. net
Radiator valves, standard.... 15
High grade 7½
Globe, angle and check valves, standard 10
Do., high grade 7½
Patent quick opening valves.. 35
F.o.b. Toronto

WARES, ETC.
Scotch Grey Ware, 50, 5%.
Colonial, 33 1-3%.
Imperial Ware, 33 1-3%.
Pearl, 33 1-3%.
Premier, 10%.
Canada Ware, 10%.
Diamond, 10%.
White Ware, 50%.
Japanned Ware, list plus 20%.
Japanned Ware, White, list, plus 30%.
Plain and Jap Sprinklers, list plus 20%.
Stamped Ware, plain, 50%.
Stamped Ware, retinned, 45%.
Copper Bottoms, list, plus 10%.
Tinners' Trimmings, plain, 50%.
Tinners' Trimmings, retinned, 45%.
Tinners' Trimmings, general, list plus 10%.
Factory Milk Cans, list plus 50%.
Milk Can Trimmings, list, plus 60%.
Cream Cans, list ,plus 25%.
Railroad Cans, list, plus 20%.
Pieced Tinware, C.B., list, plus 50%.
Sheet Iron Ware, list, plus 10%.
Pieced Ware, ordinary, list, plus 30%.
Fry Pans, 40 and 10%.
Spiders, steel, 10%; cast iron, 17½%.
Fire Shovels, Japanned, list, plus 10%.
Steel Sinks, painted, list, plus 10%
Steel Sinks, galvanized, list plus 15%.
Light Galv. Pails and Tubs, list plus 20%.
Heavy Galv. Pails and Tubs, list, plus 10%.
Garbage Pails, list, plus 10%.
Jap. Coal Hods, list, plus 25%.
Galv. Coal Hods, list, plus 40%.
Paper Lined Boards, 40 and 5%.
Wood Lined Boards, 30 and 10%.
Stove Pipe, patent, per 100, 6 in., $20.36; 7 in., $21.83.
Common, made-up, per 100, 5 and 6 in., $21.00; 7 in., $23.00.
Polished, made-up, per 100, 5 and 6 in., $23.00; 7in., $25.00.
Stove Pipe Thimbles, 50, 10%.
Copper Boilers, list, plus 10%.
Copper Tea Kettles, list, plus 10%.
Copper Tea Kettles, 3 doz. lots, list, plus 10%, less 10%.
Copper Tea and Coffee Pots, list, plus 10%.
Copper Tea and Coffee Pots, in 3 doz. lots, list, plus 10%, less 10%.
F.o.b. Montreal, Toronto, London, Hamilton.

WASHERS, IRON
Full box, 10% on list. Net prices per 100 lbs.: ¼ in., $21.80; 5-16 in., $18.50; ⅜ in., $16.30; 7-16 in., $13.55; ½ in., $13; 9-16 in., $12.15; ⅝ in., $11.70; 11-16 in., $11; 13-16 in., $11.70; 15-16, $11.70; 17-16 in., $11.70; 50 lbs. of one size, $2 per 100 lbs. less.
F.o.b. Montreal, Toronto, London

WEIGHTS, SASH

	Tor'to	Lond'n	Mont'l
Sectional, 1 lb. per 100 lbs...	$4 50	$4 25	$4 75
Section, ½ in. per 100 lbs...	4 50	4 50	4 75
Solid, 3 to 30 lbs. per cwt.	3 00	3 50	3 40

WHEELBARROWS
Navvy, steel wheel, doz..37.50-51.50
Garden steel wheel, doz.51.00-75.00
Light garden, doz. 37.00-54.00
F.o.b. Montreal, Toronto, London.

WIRE PRODUCTS
F.o.b. Toronto, London, Hamilton, Montreal

Cut Hay Baling Wire Per 100 lbs.
No. 9 .... $6 60
No. 10 .... 6 65
No. 11 .... 6 70
No. 12 .... 6 85
No. 13 .... 6 95
No. 13½ 6 95
No. 14 .... 7 10
No. 15 .... 7 35

Stovepipe Wire
No. 18 .... 8 25
No. 19 .... 8 75

Hay Wire in Coils
No. 13 .... 6 80
No. 14 .... 6 90
No. 15 .... 7 05
No. 16 .... 7 20

Smooth Steel Wire.
Nos. 0-9 gauge, base 6 25
Extras over base sizes on smaller gauges are as follows:
No. 10, 6c extra; No. 11, 12c; No. 12, 30c; No. 13, 30c; No. 14, 40c; No. 15, 55c; No. 16, 70c extra.
Extra net per 100 lbs.—Oiled wire, 10c; spring wire, $2.50; bright, soft drawn, 15c; charcoal (extra quality), $1.25; packed in casks or cases, 15c; bagging and paperings, 10c; 50 and 100-lb. coils, in 25-lb. coils, 15c; in 5 and 10-lb. coils, 25c; in 1-lb. coils, 50c; in ½-lb. coils, 75c; in ¼-lb. coils, $1.

Fine Steel Wire
List Price on Fine Steel Wire
No. 17......$5 00 No. 26....$ 9 50
No. 18...... 5 50 No. 27.... 10 00
No. 19...... 6 00 No. 28.... 11 00
No. 20...... 6 65 No. 29.... 12 00
No. 21...... 7 00 No. 30.... 13 00
No. 22...... 7 30 No. 31.... 14 00
No. 23...... 7 65 No. 32.... 15 00
No. 24...... 8 00 No. 33.... 16 00
No. 25...... 9 00 No. 34.... 17 00
For prices of fine steel wire add 45% to above list.

Extra net
List of extras in 100-lb. lots, net.
Tinned wire, Nos. 17-25 .... $3 00
Nos. 26-31 .... 5 00
Nos. 32-34 .... 7 00
Coppered 0 75
Oiling 0 10
In 25-lb. bundles 0 15
In 5 and 10-lb. bundles.... 0 25
In 1-lb. hanks 0 25
In ½-lb. hanks 0 28
In ¼-lb. hanks 0 50
Packed in casks or cases.... 0 15
Bagging or papering......... 0 16

Oiled and Annealed Wire
No. 10 .... $6 45
No. 11 .... 6 47
No. 12 .... 6 55

Wire Bale Ties
No. 12 .... $ 75
No. 13 .... 6 85
No. 13½ 6 90
No. 14 .... 7 00
No. 15 .... 7 20
No. 16 .... 7 45

Fence Wire. Toronto
Barb ....$6.25-$6.50
No. 9 pl. galv........... 5.35- 5.90
No. 12 pl. galv.......... 5.50- 6.00
No. 13 pl. galv.......... 6.00- 6.15
No. 9 coil sp............ 5.50- 5.90
No. 12 coil sp........... 5.80- 6.20
Quotations are at times made on wire at lower figures than the general market by jobbers having large stocks to dispose of.

Fence Staples
Fence staples, bright $5 50
Fence staples, galvanized.$6.25-6.50
In 25-lb. boxes add 25c extra

Poultry Netting Staples
Poultry netting staples, galvanized, list $12 00
Less discount of 12½%.
Bright poultry netting staples $1.10 less than galvanized after discount has been made.

Copper and Brass Wire
Copper wire list, plus.........10%
Brass wire, 3 to 24 gauge, add 40%
25 to 36 gauge, add 25%

Wire Cloth
Black Fly Screen Cloth, per 100 sq. ft. in 100-ft. rolls...$3.50
In 50-ft. rolls 3 55
Galvanized, per 100 sq. ft. in 100 ft. rolls 4 75 5 50
Bronze, sq. ft. 0 14
F.o.b. Toronto, Hamilton, London.

Wire Goods
Discounts apply to list adopted Nov. 20, 1916.
Bright Screw Eyes Suits, A.B.C.M. 82½%
Bright Iron Gate Hooks and eyes 82½%
Bright square cornered screw hooks, and stove pipe eyes 82½%
Brass, screw eyes suits, A.B.C. 70%
Brass Screw Hooks 70%
Brass Gate Hooks and eyes 70%
F.o.b. Toronto, Montreal, London, Hamilton.

WRINGERS
Royal Can., 11 in., doz. list $84 72
Eze, 11 in., per doz. 91 80
Trojan, 12 inch 185 00
Favorite 511E 105 80
Unexcelled, 1041E 129 60
Easy Work 90 50
Challenge, 3111E 94 30
Gem, 141E 91 80
Sunlight, 111E 82 80
Ottawa, 341E 103 30
Empire, 11 in. 93 80
Superior, 11 in. 84 80
Majestic, 11 in. 88 00
Perfect, 11 in. 97 50
Bicycle, 11 in. 108 30
Daisy, No. 2 .... 114 72
Daisy, No. 1 .... 105 84
Maple Leaf No. 2 .... 103 20
Maple Leaf No. 1 .... 94 32
Sun 78 90
Rapid 82 80
Universal 63 00
Eureka, 10 in. 65 00
Eureka, 11 in. 71 00
Eclipse 97 70
Discount off above list 40%.
Freight equalized on shipments of ¼ doz. and upwards on Montreal Toronto, Kingston, Hamilton, London, St. Mary's.
For zinc products and zinc sheets See weekly report

WRENCHES
Trimo— Doz. net Doz. net
8 in.....$14 20 18 in.....$31 50
10 in..... 15 75 24 in..... 45 70
14 in..... 22 00
Coes— Doz. net Doz. net
6 in....$13 00 15 in....$31 20
9 in.... 15 60 18 in.... 41 60
10 in.... 18 20 21 in.... 50 70
12 in.... 23 40

Stillson—	Each	Dozen	Net
6 in.	$1 10	$12.00	$12 50
8 in.	1 25	13 50	14 00
10 in.	1 40	15 00	15 60
14 in.	1 95	21 00	21 85
18 in.	2 75	30 00	31 20
24 in.	3 95	43 50	45 25
36 in.	....	81 00	84 25
48 in.	....	...	124 80

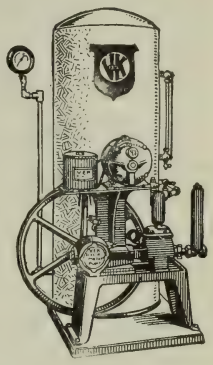
Empire Water Supply Systems

A good, modern water supply system in the country home and for homes in the village or suburban district is not now considered a luxury, but a necessity.

The successful performance of Empire Systems is, in a very great measure, due to the fact that each system is planned separately and specially to meet the requirements of the home or institution in which it is placed.

Empire Water Supply Systems consist of Hand Pump, Gasoline Engine and Electric Outfits.

We have just issued a very interesting booklet, entitled "The Empire Way." Write us for a copy.



EMPIRE MFG. CO., LIMITED

LONDON TORONTO

CARTER'S

The Best Quality of Genuine Dry Red Lead and Genuine Dry Powdered Litharge

Paper manufacturers want a Red Lead to protect their steam and water pipes, and a Litharge to reline their digesters. Rubber and Color Makers need them. Shipbuilding firms must have them. Railways and Ironworks use them. Are you ready to supply the requirements of such firms in your district. Also

YOUR PAINTER

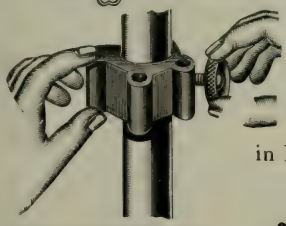
must have Genuine Red Lead and Litharge to meet his requirements. Do not delay in putting in a stock or you will lose good business which is rightly yours.

The Carter White Lead Co. of Canada, Limited, 91 Delorimier Avenue, Montreal

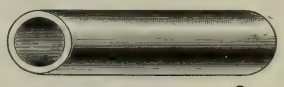
TRADE MARK. WBB

WILLIAMS BROS. & PIGGOTT, LTD.

Small Heath, BIRMINGHAM

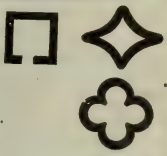


Patent Grip-Tight Socket



Specialists in **TUBES** Seamless, Brazed Iron-cased Mouldings, Beadings, Rolled Metals in Brass, Copper, Nickel Silver, and other Metals.

Over 1000 different sections



GENERAL BRASSFOUNDERS

SHOP WINDOW FITTINGS MANUFACTURERS

TRADE MARK. WBB

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE
Colors and white—2½-lb. packages, $8.60 for 100 lbs.; 5-lb. packages, $8.40 for 100 lbs. F.o.b. Montreal, Toronto, London.

BEESWAX Per lb.
Small quantities $0 45
Larger quantities 0 40
F.o.b. Toronto.

BLUE STONE Montreal Toronto
Per lb. 13-14 14-16

BRONZING LIQUID
Bronzing liquid, No. 1.$1.50-$2.00
Banana oil, gal. 3.50- 7.00
F.o.b. Montreal, Toronto.

BRUSHES
Weighted, 15 lbs., each..$1.35 $2.00
Weighted, 20 lbs., each.. 1.60- 2.25
Acme, 15 lbs., each...... 1.75
Aeme, 20 lbs., each... .. 2.00
Aeme, 25 lbs., each...... 2.35
F.o.b. Toronto.

COATING
Cement Coating $8 00 $3 75
F.o.b. Montreal, Toronto.

COLORS (DRY) Per lb
Raw Umber, No. 1, 100-lb. kegs 0 07
Do., pure, 100-lb. kegs.... 0 15
Burnt Umber, No. 1, 100-lb. kegs 0 07
Do., pure, 100-lb. kegs.... 0 15
Raw Sienna, No. 1, 100-lb. kegs 0 07
Do., pure, 100-lb. kegs.... 0 15
Burnt Sienna, No. 1, 100-lb. kegs 0 07
Do., pure, 100-lb. kegs.... 0 15
Imp. green, 100 lb. kegs.... 0 28
Chrome green, pure 0 85
Chrome yellow 17-31
Brunswick green, 100 lb. k.. 0 12
Indian red, 100-lb. kegs.... 0 15
Indian red, No. 1, 100 lb. k.. 0 06
Venetian red, best bright... 0 04
Venetian red, No. 1 .... 0 02½
Drop black, pure dry....... 0 15
Golden ochre, 100 lb. kegs.. 0 06½
White ochre, 100 lb. kegs.. 0 04
White ochre, barrels 0 03
Yellow ochre, barrels 2½-3¼
Spruce ochre, 100-lb. kegs.. 4c-6c
Canadian red oxide, bbls....2 -2¼
Super magnetic red...... 2¼-2½c
Vermilion 0 40
English vermilion 2 50
F.o.b. Montreal, Toronto.

COLORS IN OIL, PURE
1 lb. tins—
Venetian red 0 15
Indian red 20-26
Chrome yellow, pure 45
Golden ochre, pure 22
French spruce ochre, pure.... 16-18
Chrome green, pure 18-26
French permanent green, pure 28
Signwriters' black, pure 25
Lampblack 0 24
Marine black, 5 lb. irons.... 0 17
F.o.b. Montreal, Toronto.

ENAMELS (White) Gal.
Duralite 6 50
Albagloss 6 05

GLUE Per lb.
Brantford All Round Glue—
Case No. 7—50-lb. pkgs......$28 00
Case No. 8—100 ½-lb. pkgs.. 31 00
Case No. 9—200 ¼-lb. pkgs.. 38 00
Discount.
French medal (prices withdrawn)
English common sheet....... 32-34
English prima 35-38
White pigsfoot 0 50
Cake bone, 112-lb. bags...... 0 35
Hide, 112-lb. bags 0 45
Gelatine, 112-lb. bags........ 45-60
Ground glues, 112-lb. bags, No. 1 28-30
Ground glue, No. 2, 112-lb. bags 22-24
Do., No. 2, less than bags.. 24

GLASS

Per 100 ft.	Single Thick	Double Thick
Under 25	$16 80	$22 90
26 to 34	17 60	24 85
35 to 40	18 35	26 40
41 to 50	23 50	30 00
51 to 60	24 60	30 80
61 to 70	26 50	32 70
71 to 80	29 70	35 40
81 to 85	....	45 45
86 to 90	....	48 85
91 to 94	....	49 80
95 to 100	....	58 55
101 to 105	....	65 35
106 to 110	....	73 10

Discount box glass, 25%.
Cut lights, 10%. Cash 2%.
F.o.b. Montreal, Toronto, London, Hamilton.

GLASS, PLATE

	Sq. foot
Plates up to 1 foot, each	$0 80
Plates from 1 to 2 feet, each	0 90
" 2 to 3 "	0 95
" 3 to 4 "	1 15
" 4 to 5 "	1 35
" 5 to 7 "	1 50
" 7 to 10 "	1 70
" 10 to 12 "	1 75
" 12 to 15 "	1 85
" 15 to 25 "	1 95
" 25 to 50 "	2 15
" 50 to 75 "	2 20
" 75 to 90 "	2 25
" 90 to 100 "	2 30
" 100 to 120 "	2 60
" 120 to 140 "	2 90

Plates 101 to 110 wide containing not over 100 ft. each... 3 00
Plates 111 to 120 wide containing not over 100 ft., each... 3 40
Plates 101 to 110 wide containing over 100 ft., each..... 3 40
Plates 111 to 120 wide containing over 100 ft., each..... 3 75
Trade Discount, 25%.
City deliveries, 33 1/3%.
Montreal, London, Hamilton, Toronto, Kitchener.

GLAZIERS' POINTS
Zinc coated, $1.56-$1.62 per doz. packages 6 lbs. gross.
Zinc, pure, prices withdrawn.
F.o.b. Montreal, Toronto.

LEAD, WHITE (Ground in oil.)
Prices are per 100 lbs. in ton lots. Less than ton lots are 35c per 100 lbs. higher than quoted below.

	Montreal	Toronto
Anchor, Pure	$16 00	$16 20
Crown Diamond	16 00	16 20
Crown Pure	16 00	16 20
Green Seal	16 00	16 20
Tiger Pure	16 00	16 20
Ramsay's Pure	16 00	16 20
Moore's Pure	16 00	16 20
O.P.W. Dec. Pure	16 00	16 20
Red Seal	16 00	16 20
Decorators' Pure	16 00	16 20
O.P.W. English	16 20	16 40
Elephant Genuine	16 60	16 70

B.B. Genuine Lead, less than tons, $17.95 Toronto; $17.20 Montreal. Ton lots 5% off; five-ton lots 10% off.

LEAD (RED DRY)

Genuine, 560-pound casks, per cwt.	$14 00	$14 50
Genuine, 100-pound kegs, per cwt.	14 75	15 50
Less quantity	16 00	17 00

F.o.b. Montreal, Toronto.

LEAD, ARSENATE OF

	Dry, Pound	Paste, Pound
Barrels, 600 lbs.	....	0 24½
Half bbls., 300 lbs.	....	0 24¾
100s	0 45	0 25
50s	0 45½	0 25½
25s	0 46	0 26
10s	0 47½	....
5s	0 49½	0 29½
2s	....	0 31
1s	0 52	0 32½

F.o.b. Toronto, Montreal and Hamilton

MURESCO
Tints, 5-lb. packages, per 100 lbs., $8.40; white, 5-lb. packages, $7.80.
F.o.b. Toronto.

LINSEED OIL
For prices see weekly report.

PAINTS, PREPARED
Price per gallon
Elephant, white 3 70
Elephant, colors 3 45
B.H. English, white 3 80
B.H. English, colors 3 70
B.H. Floor 3 05
B.H. Porch Floor 3 70
Minerva, white 3 60
Minerva, colors 3 40
Crown Diamond, white 3 55
Crown Diamond, colors 3 45
Crown Diamond, floor 2 95
B.H. Fresconette, white 3 35
B.H. Fresconette, colors...... 3 25
Moore's House Colors, white.. 3 50
Moore's House Colors, colors. 3 40
Moore's Egyptian Paint, all colors 2 75
Moore's Floor Paint 2 90
Moore's Sani-Flat 3 00
Jamieson's Crown Anchor.... 3 30
C.P.C. Pure, white 3 80
C.P.C. Pure, colors.......... 3 70
O.P.W. Canada Brand, white 3 70
O.P.W. Canada Brand, colors 3 40
O.P.W. Canada Brand, floor. 2 95
O.P.W. Flat Wall, white..... 3 20
O.P.W. Flat Wall, colors 3 00
Ramsay's Pure, white 3 65
Ramsay's Pure, colors 3 35
Martin-Senour, 100%, white.. 3 80
Martin-Senour, 100%, colors. 3 70
Martin-Senour, Porch Paint... 3 70
Martin-Senour, Neutone, white 3 35
Martin-Senour, Neutone, colors 3 25
Senour's Floor Paint 3 15
Sherwin-Williams, white 3 80
Sherwin-Williams, colors...... 3 70
Flat Tone, white 3 35
Flat Tone, colors 3 25
Lowe Bros. H.S., white...... 3 80
Lowe Bros. H.S., colors..... 3 70
Mellotone, white 3 50
Mellotone, colors 3 35
Sanitone, white 3 35
Maple Leaf, white........... 3 80
Maple Leaf, colors 3 70
Maple Leaf, floor............ 3 15
Maple Leaf, flat wall........ 3 25
Pearcy's Prepared, colors 2 75
Peacy's Prepared, white 3 15
F.o.b. Montreal, Toronto.

PARIS GREEN

	C.P. Berger's and Munro's Per lb.	
In barrels, about 600 lbs.	0 60¼	0 61
In arsenic wegs, 250		
In 50 lb. and 100 lb. drums	0 61¼	0 62
In 25 lb. drums	0 62¼	0 63
In 1 lb. packets, 100 lbs. in case	0 64¼	0 65
In ½ lb. packets, 100 lbs. in case	0 66¼	0 67
In 1 lb. tins, 100 lbs. in case	0 66¼	0 67

Above prices f.o.b. Montreal, Quebec, Moncton, St. John and Halifax. Toronto, Hamilton, London, Yarmouth and P.E.I. are ¼c per lb. higher. Terms one month net or 1% in 15 days.

PASTE WOOD FILLER Pound
1 lb. cans 16-19
2 lb. cans 16-19
5 lb. cans 15-19
12½ lb. cans 14-15
25 lb. cans 14-15
F.o.b. Montreal, Toronto.

PUTTY

	Standard Less than tons Montreal	Toronto
Bulk, in casks	$4 35	$4 55
Bulk, 100-lb. drums	5 20	5.30-5.40
Bulk, 25-lb. drums	5 20	5 40
Bulk, 12½-lb. irons	5 20	5.45-5.65
Bladder, in bbls.	5 20	5.45-5.65

Ton lots standard are 20c per hundred pounds less.
Pure Putty, $2 cwt. advance.
London and Hamilton prices same as Toronto.

SHELLAC
Pure White, gal., $4.40-$4.50.
Pure Orange, gal., $4.15-$4.25.
Gum Shellac, TN, 74-76c lb.; finest orange, 79-95c; bone dry white, 82-85c F.o.b. Toronto, London.

PAINT AND VARNISH REMOVER
Taxite, 1 gal. cans........... 3 00
B.H. Vanisher $2 75
Cumoff 3 00
Takof 3 25
O.P.W. Presto 3 00
Lingerwett 2 80-3 25
Solvo 3 00
F.o.b. Montreal, Toronto.

TURPENTINE
See weekly report elsewhere in this issue for prices.

SLATING Gal.
Liquid Slating, B.B..........$2 20

VARNISHES Per gal. cans
No. 1 Furniture, extra, barrels, $1.10-$1.21 gal.; gal. tins ....$1.32-$1.45
B.H. Stovepipe Varnish, ½ pints, per dozen 1 54
Depend-on, list 3 25
B.H. Maritime Spar, list.... 7 90
Everlastic, Depend-on and Maritime Spar subject to discount of 40%.
Elastilite 2 90
Graniline Floor Finish 2 90
Hydrox Spar 3 64
Sun Varnish 2 64
Sun Spar 4 59
Sun Waterproof Floor 3 02
Jasperite Interior and Exterior 2 65
Jasperite Pale Hard Oil ... 1 90
Jasperite Indestructo Floor Finish 2 65
Jamieson's Copaline 3 02
M-S Marble-Ite Floor 3 29
M-S Wood-Var 3 29
M-S Double Spar 4 57
M-S Finest Interior 3 86
Elastic Interior 2 64
Mar-not 3 52
Quick Action House 2 47
Rexspar 4 62
Sear-Not 3 34
Kyanize Spar 4 95
Kyanize Cabinet Rubbing .. 3 85
Kyanize Interior 3 85
Luxeberry light 3 80
Luxeberry granite 3 52
Luxeberry spar 4 95
Ramsay's Universal 2 64
F.o.b. Montreal, Toronto.

WATER PAINTS
Opalite, 300 lb. bbls....... 0 13½
Opalite, 100 lb. kegs...... 0 14
1 gal. packages, per pkg... 0 75
½ gal. package, per pkg... 0 40
Coralite, 5-lb. pkgs., white 0 07
Coralite, 5-lb. pkgs., colors 0 07½
B.H. Frescota, 5 lbs. white, $6.50; colors 7 00
F.o.b. Montreal, Toronto.

WASTE
Extra Quality XXX $0 20
XX Quality 0 18
X Quality 0 17
F.o.b. Toronto

WHITE WIPING
XXX Extra 0 21
X Grand 0 19¾
XLCR 0 18½
X Empire 0 17¼
X Press 0 16

WASTE, COLORED WIPING
Quality I 0 14
Quality IA 0 11½
Quality IB 0 10½
No. 5 .... 0 15
No. 7 .... 0 13
Japanese 0 15

WIPING WASTE, COLORED
Fancy 16½
Lion 15
Standard 13½
Popular 12
Keen 10½
This line subject to trade discount for quantity.

WAX Per lb.
C. & B. Floor Wax $0 35
B.H. Wax 0 35
Ronuk Floor Wax, lb. 0 38
Berry Bros. 0 34
Imperial Floor Wax 0 40
Anchor 0 33
O.P.W. Lion Brand 0 85
Old English 0 46-0 53
Johnsons 0 46-0 57
Jamieson's liquid wax, gal... 2 75
Gold Medal 0 42
Ramsay's 0 30
S. & W. 0 40
F.o.b. Montreal and Toronto.

WHITING
Plain, in bbls. $2 50
Gilders, bolted, in bbls....... 3 00
F.o.b. Montreal, Toronto, London.

WOOD ALCOHOL per gal.
In five gallons..........$1.80-$1.90
In barrels ....- 1.70
$4 extra for barrels
F.o.b. Montreal, Toronto, London.

A Double Guarantee

"Reliable"

and

"Warranted Pure"

Linseed Oil

The Canada Linseed Oil Mills, LIMITED

MONTREAL and TORONTO

RED S BRAND WINDOW GLASS

GLASS BENDERS TO THE TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

DON ROADWAY TORONTO

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863
Twelve Medals of Award at INTERNATIONAL Expositions.

INCORPORATED 1895
Special Grand Prize
GOLD MEDAL
Atlanta, 1895.

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY - - - - PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

If interested, tear out this page and keep with letters to be answered.

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, $11.00.

Shot, soft, per cwt., $17.20; chilled, $18.70; buckshot, $18.00; ball, $18.40.

Dominion Metallics—B.B. Caps, $2.80; C.B. Caps, $3.50; 22 Short Black or Lesmok, $4; 22 Long Black or Lesmok, $4.80; 22 Short Smokeless, $4.30; 22 Long Smokeless, $6; 22 Long Rifle Black, $5.60; 22 Long Rifle Smokeless, $7 per M. net. Center Fire Pistol, 22%; Center Fire Sporting, 25% off American list.

American Metallics—B.B. Caps, $3.06; C.B. Caps, $3.85; 22 Short Black, $4.35; 22 Long Black, $5.25; 22 Long Rifle Black, $7.70; 22 Short Smokeless, $4.69; 22 Long Smokeless, $6.55; 22 Long Rifle Smoke, $7.65 per M. net. Center Fire Pistol, 10% on list; Center Fire Sporting, 10% on list.

Loaded Shells—Crown Black Powder, 12 ga., $31; Sovereign Smokeless, 12 ga., $38; Regal Smokeless, 12 ga., $38; Nitro Club Smokeless, 12 ga., $41; Canuck Smokeless, 12 ga., $41 per M. net. Empty Paper Shot Shells, $14 per M.; Empty Brass Shot Shells, $6.65 per 100.

ANVILS

Peter Wright, 80 lbs. and up, 24c per lb.; clip horn, 25c lb.

Norris, 80 lbs. and over, 16c.

AXES

Single Bit	$14 50	$20 00
Double Bit	16 50	21 50
Broad axes	32 00	35 00

AUGER BITS

Standard List Prices per Dozen

3/16	$6 00	18/16	$12 00
4	5 00	19	14 00
5	5 00	20	14 00
6	5 00	21	16 00
7	5 00	22	16 00
8	5 00	23	18 00
9	6 00	24	18 00
10	6 00	25	21 00
11	7 00	26	21 00
12	7 00	27	24 00
13	8 25	28	24 00
14	8 25	29	27 00
15	9 50	30	27 00
16	9 50	31	30 00
17	12 00	32	30 00

Discounts from standard list prices

Irwin	10%
Gilmour	45%

BARS, CROW. $10.25 per 100 lbs.

BAR IRON

Bar iron.—$5.50 base; Swedish iron, $5.25; sleigh shoe steel, $5.80; spring steel, $6.50; machinery steel, $8.00; tool steel, octagon, 100 lbs., $13.

BELTING

Rubber, 6 in. and under, 25-2½%; over 6 in., 20%.

Agricultural or No. 1 leather belting, 47½% off list.

Standard, 30, 10 and 5% off list.

The "double" list is just twice the price of "single."

BELT LACING

In sides, tanned, $1.55 per lb.; cut, $1.75 per lb.; rawhide, sides, $1.50; cut, $1.70.

Blue Stone (Vitrol), 12c lb.

BOLTS

Carriage, ⅜ and smaller, 5%; 7-16 and larger, 5% on list; machine, ⅜ and under, 5%; 7-16 and over, 5% on list; machine set screws, 25%; plough bolts, 5% on list; stove bolts, 50%; shaft belts, 5% on list; tire bolts, 25%; sleigh shoe bolts to ⅜ and smaller, 5% on list; 7-16 and up, 5% on list.

BORAX. Borax, per lb., 14c.

BUILDING PAPER

Tarred, $1.10 to $1.60 per roll, according to quality; plain, 80c to $1.45.

BUTTS

Plated—No. z41 Antique Copper and Dull Brass Finish

	Per pr.
2½ x 2½ in.	35
3 x 3 in.	37
3½ x 3½ in.	35
4 x 4 in.	47
4½ x 4½ in.	68
5 x 5 in.	80

Wrought Steel—

No. 840	Net list
No. 800	5% on list
No. 838	Net list
No. 804	5% off list

CHAIN

Coil, 3-16 in., $18.50; ¼, $13.65; 5-16 in., $12.20; ⅜, $11; 7-16, $10.70; ½, $10.40; 9-16, $10.40; ⅝, $10.25; ¾, $10.15; 1 in., $9.90. Logging, 5-16 in., 14c; ⅜, $12.80; ½, $12.20; tie-out, 47½%.

CHURNS

Barrel, No. 0, $7.20; No. 1, $7 20 No. 2, $8; No. 3, $8.80; No. 4 $10.40 each.

CLEVISES, MALL. 15c per lb

CLOCKS—Alarm

	Each
Big Ben	$2 90
Baby Ben	2 90
America	1 25
Lookout	1 50
Sleepmeter	1 55

COPPER

Sheet and planished copper, 75c per lb. Tinned, 60c.

CORD SASH

Coils or Hanks

8, 9, 10	72c lb.

DRILLS

Bit stock, 35%; Blacksmith, ½ in. round shank, 20%.

EAVETROUGH

Eavetrough, per 100 ft., 8 in., $6.50; 10 in., $7.20; 12 in., $8.45.

Conductor pipe, 2 in., per 100 ft., $7.55; 3 in., $9.15; 4 in., $12.05.

ENAMELWARE

See Wares.

FILES

Globe	Discount 45%
Nicholson Gen.	Discount 30%

FITTINGS

Malleable	Black	Galv.
Class B	$ 27	$ 38
Class C	17½	27
Bushings	20%	..
Unions	30%	..
Nipples 4" and under	45%	..

FORMALDEHYDE

400-lb. bbls., 29c lb.; 200-lb. barrels, 30c lb.; 100-lb. barrels 31c lb.; 10-lb. jugs, $3.40 each; 5-lb. jugs, $1.90 each; 2-lb. jugs, 90c each.

GALVANIZED WARE

See Wares.

GLASS, WINDOW

	Single	Double
Up to 25 in.	$13 50	$18 50
26 to 40	14 50	21 00
41 to 50	18 50	23 75
51 to 60	19 50	24 25
61 to 70	20 50	25 75

GLASS (Plate)

Net list.

GLOBES—LANTERN

	Doz.
Short Pattern	$1 10
Cold Blast, regular	1 00

GRINDSTONES

Per 100 lbs., $2.75.

Mounted on steel frames, $5.00 to $6.75.

HARVEST TOOLS. 25%.

HINGES

Light T and strap, 10%.

Corrugated Strap Hinges — 4, $1.70; 5, $$2.10; 6, $2.85; 8, $4.60; 10, $7; 12, $10.75.

Corrugated Tee Hinges—4, $1.90; 5, $2.55; 6, $3.25; 8, $5.65; 10, $8.75; 12, $12.40.

HORSESHOES

Iron, No. 0 to 1, $7.35; No. 2 and larger, $7.10; snowshoes, No. 0 to No. 1, $7.60; No. 2 and larger, $7.35; steel, No. 0 to 1, $7.80; No. 2 and larger, $7.55; featherweight, $8.95.

IRON, GALVANIZED

	Premier	Apollo and "Fleur de Lis"
10¾ oz. or 28 Eng.	$10 90	$10 90
28 Am. or 26 Eng.	10 60	10 60
26 Am. or 26 special	10 30	10 30
24	10 15	10 15
22	10 15	10 15
18 and 20	10 00	10 00
16 Am.	9 85	9 85

IRONS, SAD

Common Sad Irons, 8 lbs., 11c per lb.; 4 lbs., 14c per lb.

Mrs. Pott's No. 55, set	$1 95
Mrs. Pott's No. 50, set	2 05

Mrs. Pott's common sad iron handles, $1.55 dozen. Mrs. Pott's improved, $2 a dozen.

JACKSCREWS

10% off list.

KNIVES—HAY

	Doz.
Heath's	$12 50
Lightning	12 50

LAMP CHIMNEYS

A, per case 8 doz., $7.80 per doz., $1.05; B, per case 6 doz., $6.50; per doz., $1.15.

LANTERNS

No. 2, plain	$13 00
No. 25, Dash-board	17 50
Short Globe, doz.	13 00

LEAD PIPE, $14.40.

LEAD WASTE, $15.40.

LATCHES—THUMB, STEEL

	Doz.
2	$2 00
3	2 70
4	4 75
Barn Door	
5	2 70
8	2 90
9	5 00

LINSEED OIL

See weekly report.

MACHINES—WASHING

	Each
Dowswell	$ 5 00
New Century B	10 15
New Idea	11 35
Snowball	9 00

MATTOCKS

Pick, $11; cutter, $11.

MOPS

	Doz.
O'Cedar Polish, No. 1	$12 00
O'Cedar Polish, No. 3	12 00
Self-Wringing	5 25

MOWERS—LAWN

	14 in.	16 in.
Woodyatt	$7 75	$8 25
Empress	10 00	10 60
Daisy	6 15	.....
Star	7 00	7 50

NAILS

Wire, f.o.b. Fort William, $5.60 base; Winnipeg, $6 base. Cut f.o.b. Winnipeg, $6.55.

NETTING—POULTRY

Net Prices Per Roll

1 in. mesh x	24 in.	$5 95
	30 in.	7 20
	36 in.	8 50
2 in. mesh x	24 in.	2 90
	30 in.	3 40
	36 in.	4 05
	48 in.	5 25
	60 in.	6 55
	72 in.	7 80

NETTING. Poultry, 15%.

Banner Netting, 24 in., $4.15; 36 in., $5.30; 48 in., $6.25; 60 in. $7.40; 72 in., $8.40.

NUTS

Square, small lots, blank, 4½c tapped, 4¾c advance on list; Hexagon, small lots, blank, 4¾c; Tapped, 5c advance on list; case lots all styles, 1c less than above.

OILS

"Buffolite," 24c; Ideal Thresher, 47c; "B" Castor machine oil, 38c; Buffalo engine gasoline, 37½c; Buffalo "A" gas engine oil, 50c; Royal gasoline, 37c; Family safety coal oil, 24½c; "Engoline" engine coil oil, 20½c; Summer black oil, 22½c; Kelso engine oil, 47c; Electro oil, 45c; Royalite oil, 20c; Standard gas engine oil, 48c; Prairie Harvester oil, 49½c.

PAINTS

Stephens' Out White, $3.95; Stephens' House, $3.85; Stephens' Floor, $3.30; Silkstone, $3.15; Stephens' Barn Paint, $1.70.

DRY COLORS

Yellow ochre, in bbl. lots, 3c; less than barrel lots, 4c; golden ochre, barrels, 4c less; than barrels 5c; Venetian red, barrels, $2.50; less than barrels, $3.50; American vermillion, 20c; English vermillion, $3 per lb.; Canadian metallic oxides, barrel lots, 3½c; English purple oxide, in casks, 3½c; less quantities, 4c per lb. Red lead, kegs, $19; less quantities, 20c.

PICK, Clay, 6-7, $12.25 per doz.

POLISH—

O-Cedar—	Doz.
4 oz.	$2 00
12 oz.	4 00
1 quart	10 00
½ gal.	16 00
1 gal.	24 00
Liquid Veneer—	
4 oz.	2 00
12 oz.	4 00
1 quart	8 40
½ gal.	14 40

(Continued on second page.)

Stephens

Stephens

It's so easy to apply

SILKSTONE

(REGISTERED TRADE MARK)

FLAT WALL COLOURS

Help your patrons to realize that Silkstone is in reality a specially prepared wall Paint — a flat finish peculiarly adapted to use on plaster. Then they'll understand why it is so easy to apply. So many people, when you speak of wall coatings, think of kalsomine and other distemper colors. Naturally they don't like the idea of mucking and splashing around with a big brush in a thin fluid that flies everywhere and spots everything.

We can send you a dandy booklet on Silkstone, and in handing it out we would suggest your drawing attention to the fact that Silkstone goes on just like paint.

We would like to know if there is no Stephens Paint Agent near you.

G. F. STEPHENS & CO.
LIMITED

WINNIPEG AND CALGARY

If interested, tear out this page and place with letters to be answered.

Winnipeg Hardware Quotations—Continued

PIPE, WROUGHT IRON

Per 100 Ft.	Black	Galv.
¼ inch	$ 6 08	$ 8 42
⅜ inch	6 16	8 50
½ inch	7 83	9 63
¾ inch	9 95	12 38
1 inch	14 67	18 27
1¼ inch	19 88	24 75
1½ inch	23 76	29 57
2 inch	32 04	39 78
2½ inch	51 30	63 59
3 inch	67 05	83 16
3½ inch	84 92	.....
4 inch	100 62	.....
4½ inch	116 10	.....
5 inch	135 00	.....
6 inch	174 60	.....

PLASTER. Paris, per bbl., $4.50.

PLATES, CANADA

18x21 per box, half polish, $10.25; full polished, $11.75; 18x24, half polished, $10.25; full polished, $11.75; 20x28, half polished, $10.25; full polished, $11.75.

PLOW SHARES, 21c per lb.

POINTS

Landslide plow, 1½x14 in., $8.55 per dozen.

PUTTY

100-lb. irons	$5 70
25-lb. irons, per cwt.	6 30
1½-lb. tins	0 12

RIVETS AND BURRS

Iron rivets, 10%; copper, No. 7, 65c lb.; No. 8, 66c; No. 9, 69c; No. 10, 71c; No. 12, 76c.

Five-lb. assorted boxes, No. 8, 74c; No. 10, 79c lb.

Copper Burrs, No. 7, 65c; No. 8, 66c; No. 9, 69c; No. 10, 71c; No. 12, 76c.

ROPE

Sisal, 28¼c base; pure Manila, 39¾c base; British Manila, 33¾c base; lath yarn, 28¼c base; African hemp, 33¾c base; cotton rope, ¼ and over, 65c lb.

Tarred Marline Hanks, per lb., 50c.

SANDPAPER—

	Quire	Ream
Star—		
00, 0, ½	$0 38	$ 7 20
1	0 39	7 50
1½	0 43	8 10
2	0 46	8 70
2½	0 49	9 30
3	0 57	10 80
B. & A.—		
00, 0, ½	0 45	8 50
1	0 47	9 00
1½	0 50	9 60
2	0 55	10 50
2½	0 60	11 00
3	0 67	12 75

SASH BALANCES (Caldwell). Net list.

SAWS, BUCK

Happy Medium, $10.00; Watch Spring, $10.40; Lance Tooth or Lightning Blades, $10.90.

SCREWS

Bright iron round head, 60%; flat head, 65%; round head, brass, 25%; flat head, brass, 30%; coach, 20%.

SCYTHES—

	Doz.
Bramble	$13 25
Bush	13 25
Excelsior	14 50
Cast	12 50

SNATHS—

No. 2 loop	11 50
Bush	13 00

SWEEPERS, Carpet—

	Each
Bissell's Grand Rapids, jap'd.	$2 85
Bissell's Grand Rapids, nick.	3 20
Bissell's Vacuum "Superba"	8 25

STEEL SHEETS, BLACK

10 gauge	$8 50
12 gauge	8 50
14 gauge	8 40
16 gauge	8 50
18-20 gauge	8 80
22-24 gauge	8 85
26 gauge	8 90
28 gauge	9 00

SHOVELS AND SPADES

Shovels—Fox and Olds, D.H., Sqr. Pt., $13.50 per doz.; D.H. Rd. Pt., $13.50 per doz.; L.H. Sqr Pt., $13.50; L.H. Rd. Pt., $13.50; Bulldog and Jones, D.H., Rd. Pt.,$15.50; D.H. Sqr. Pt., $15.50; L.H., Rd. Pt., $15.50; L.H., Sqr. Pt., $15.50; L.H., Rd. Pt., $15.50; Black Cat and Crescent Scoops—No 4, $17.00 doz.; No. 6, $17.50; No. 8, $18.00; No. 10, $18.50; Moose & Jones Scoops, No. 4, $18.25; No. 6, $18.75; No. 8, $19.25; No. 10, $19.75.

SOLDER. Per pound, 60 to 61.

SPIKES

Pressed, ¼ in., $8.30; 5-16, $7.95 ⅜, $7.75; ½, $7.55.

STAPLES

Bright wire, per cwt., $5.85 at Fort William, $6.25 Winnipeg; galvanized staples, $6.65 Fort William $7.05, Winnipeg.

STEEL

Sleighshoe, $5.80 base per cwt.; plow, common, $6.50; crucible plow, $7.50; angle, $5.35; harrow, $5.50 base; cast, octagon tool steel, 20c base; square tool, 20c base; spring, $7.50; machine, $8.00 base; tire, $5.60. Mid, 3-16, ¼, 5-16, $8.00 base; other sizes $5.75 base. Band Steel, $5.75 base.

STEEL HOOPS

½ in., $9.75; ⅜ in., $9.50; ¾ in., $8.75; ⅞ in., $8.50; 1 in., $8.50; 1¼ in., $8.50; 1½ in., $8.

STEEL SQUARES

5% on list.

TACKS. Carpet, 65% list.

TIES. Cow, 5%.

TIN AND TERNE PLATE

20 x 28 I.C.	$30 00
20 x 28 I.X.	32 00
20 x 33 I.C.	35 40
20 x 33 I.X.	37 45
Terne plates	24 00

TRAPS, GAME— Doz.

	Victor	H.& N.	Jump
No. 0	$1 95	....	....
No. 1	2 30	$3 60	$3 10
No. 1½	3 45	5 40	4 55
No. 2	4 80	7 50	6 70
No. 3	6 40	10 00	....

TUBS—

	Wood	Fibre
No. 0	$21 35	$21 95
No. 1	18 80	18 85
No. 2	16 40	15 60
No. 3	14 00	13 30

TURPENTINE

See weekly report.

TWINE (WRAPPING)

	Lb.
Cotton, 4-ply	0 72
Cotton, 3-ply	0 68
	Dozen

VARNISHES

Stephens Luminette, gal.	$2 20
Stephens Exalite, gal.	3 00

WARES, ETC.

Scotch Grey, 40, 12½% discount.

Colonial, Imperial, Pearl, 20, 7½% discount.

Premier, Canada, Diamond, 2½% discount.

Whiteware, 40, 10% discount.

Japanned Ware, list, plus 30%.

Japanned Ware, white, list, plus 40%.

Japanned Sprinklers, list, plus 30%.

Stamped Ware, plain, 40, 10% discount.

Stamped Ware, ret'd, 40% discount.

Pieced Tinware, ordinary, list, plus 40%.

Pieced Tinware, copper bottoms, list, plus 60%.

Sheet Iron Ware, list, plus 20%.

Light Galv'd Pails and Tubs, list, plus 27½%.

Heavy Galv'd Pails and Tubs, 17½% discount.

Jap. Coal Hods, list, plus 35%.

Galv'd Coal Hods, list, plus 50%.

WASHERS

Iron, small lots, 15% on list + 75c; full boxes, iron, 10% on list + 75c.

WHITE LEAD

Decorators' pure, ton lots, $16.65; less than ton lots, $17.00.

WIRE, BARB

Lyman, 4-point, $4.95 f.o.b. Fort William, $5.25 Winnipeg; Glidden Cattle, 2-pt., $4.80 Fort William $5.10 Winnipeg; Baker 2-pt., $4.75 Ft. William, $5.05 Winnipeg; plain twist, cwt., Ft. William, $4.95; Winnipeg, $5.25 spool; plain galvanized Ft. William, No. 9, $5.65; No. 12 $5.85; Winnipeg, No. 9, $6.05; No. 12, $6.25; coil spring, Ft. William No. 9, $5.70; No. 12, $5.95; Winnipeg, No. 9, $6.10; No. 12, $6.35

Patented screen in 100-ft. rolls $3.50 per hundred sq. ft.; in 50-ft. rolls, $3.60 per 100 sq. ft.

WIRE, PLAIN

Bale ties, 14 gauge, single loop $7.65 Winnipeg; $7.25 Ft. William

Brass snare wire, per lb., 80c

WIRE ANNEALED

No. 9, $6.75; 10, $6.80; 12, $6.95; 14, $7.15; 15, $7.25; 16, $7.40 per 100 lbs.

WRENCHES (NUT)—

Agricultural—	Doz.
6 in.	$ 6 00
8 in.	7 20
10 in.	8 40
12 in.	10 80
15 in.	14 40
Perfect Handle—	
6 in.	13 50
8 in.	16 20
10 in.	18 90
12 in.	24 30
15 in.	32 40
18 in.	43 20

WRENCHES (PIPE)—

Stillson—	Each
6 in.	$1 00
8 in.	1 13
10 in.	1 25
14 in.	1 75
18 in.	2 50
24 in.	3 60
36 in.	6 75
Trimo—	
10 in.	$1 45
14 in.	2 00
18 in.	2 90
24 in.	4 15

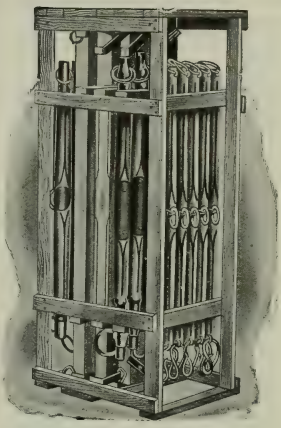
	Dozen	
Always Ready—	Black	N.P
No. 1	$4 20	$4 50
No. 2	5 75	6 00

WRINGERS

Royal Canadian, $51.90 per doz.; Eze, $56.10 per doz.; Bicycle, $62 per doz.; Ajax, $125.00 doz.

Protected by the Westwo Guarantee

Selling Westwo Painted Waggon, Implement and Plow Sets is satisfactory and profitable. They are made from selected No. 1 quality Oak and Hickory, are carefully painted (2 coats), striped and varnished, and are absolutely guaranteed against defects in material and workmanship. The best way to order Westwo Painted Sets is in crates of six sets. Then you're sure of getting them in perfect condition. —no bruised woods—no marred finish.



Guarantee

All Westwo Sets are guaranteed, and any defective part will be replaced free.

Send to-day for the Westwo folder that describes the various Westwo lines.

D. ACKLAND & SON, Limited

WINNIPEG
CALGARY

CUTLERS' COMPANY

SHEFFIELD ADVISORY COMMITTEE

A few years ago, the Sheffield Cutlers' Company, being aware of the great damage done to the City and Trade of Sheffield by the improper use by unscrupulous Manufacturers and Merchants in all parts of the World of the name **"Sheffield"** upon goods not manufactured there, established a Fund, with the assistance of the City generally, amounting to about £10,000, to enable action to be taken to suppress such frauds.

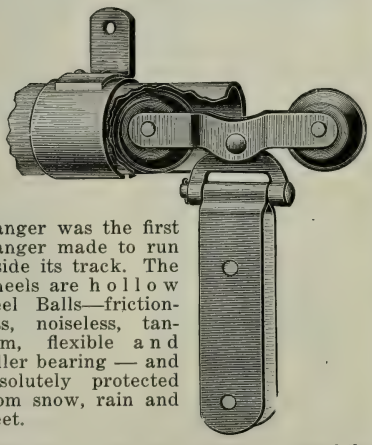
The Sheffield Advisory Committee, which administers this Fund, has already taken action through the Courts, and in other ways in various parts of the World, against Manufacturers and Merchants who have unscrupulously taken advantage of the reputation of Sheffield by using the name of Sheffield upon their goods.

The Cutlers' Company desires to bring the existence of this Fund before the notice of Manufacturers and Merchants all over the World, and to say that they will commence proceedings, without hesitation, against anyone who illegally uses the name of Sheffield upon goods which are not manufactured in that City, upon proof being furnished to them of the perpetration of such fraud.

The Cutlers' Company will be grateful if anyone in doubt as to the honest origin of goods supposed to be of Sheffield manufacture, will at once communicate any information in their possession to the Law Clerk at the Cutlers' Hall, Sheffield, England, so that the matter can be fully investigated.

(By Order)
R. T. WILSON, Law Clerk.

The Cannon Ball Barn Door



MEHASCO

ANOTHER MEHASCO MESSAGE 5

Hanger was the first Hanger made to run inside its track. The wheels are hollow steel Balls—frictionless, noiseless, tandem, flexible and roller bearing — and absolutely protected from snow, rain and sleet.

For a strong, serviceable Hanger to run outside we heartily recommend the 20th Century. Both these tracks can be conveniently carried under the counter in a hardware store as the Cannon Ball is put up in three-foot ends and the 20th Century in two-foot. This makes it very convenient for the consumer to take home in an automobile, buggy, or democrat.

Merchants Hardware Specialties, Ltd.
CALGARY

If interested, tear out this page and keep with letters to be answered.

THE BUYERS' GUIDE

If what you want is not here, write us, and we will tell you where to get it. Let us suggest that you consult also the advertisers' index facing the inside back cover, after having secured advertisers' names from this directory. The information you may desire may be found in the advertising pages. This department is maintained for the benefit and convenience of our readers. The insertion of advertisers' headings is gladly undertaken, but does not become part of any advertising contract.

Abrasives
The Carborundum Co., Niagara Falls, N.Y.
Canadian B. K. Morton Co., Montreal.

Aluminum
British Aluminum Co., Toronto.
Canada Metal Co., Toronto.
A. C. Leslie & Co., Montreal.
Louis McLain Co., Ltd., Winnipeg, Man.

Aluminum Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.
Louis McLain Co., Ltd., Winnipeg, Man.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
Ware Mfg. Co., Oakville, Ont.

Ammunition
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Dominion Cartridge Co., Montreal.
Lewis Bros., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.

Auto Accessories
Adamson Mfg. Co., Hamilton, Ont.
Boston Varnish Co., Everett Station, Boston, Mass.
Canadian Carbon Co., Toronto.
Canada Cycle & Motor Co., Ltd., Weston, Ont.
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Cannon Oiler Co., Keithsburg, Ill.
The Carborundum Co., Niagara Falls, N.Y.
Canada Dry Cells, Ltd., Winnipeg.
Cummings Bros., Flint, Mich.
Cushman Motor Works, Ltd., Winnipeg, Man.
Great West Electric Co., Ltd., Winnipeg, Man.
Geo. W. Griffiths & Son., Stratford, Ont.
Hyslop Bros., Toronto.
C. Kloepper, Limited, Toronto, Ont.
Leeks & Potts, Hamilton, Ont.
Line, Hansen & Kimball Co., Moose Jaw, Sask.
Metal Specialties Mfg. Co., Chicago, Ill.
Frank Mossberg Co., Attleboro, Mass.
McKinnon Chain Co., St. Catharines.
New Era Spring Specialty Co., Grand Rapids, Mich.
North American Hardware Co., Ltd., Montreal, Que.
Northern Electric Co., Ltd., Montreal.
Will B. Lane, Chicago, Ill.
Reeder Weeks Mfg. Co., Hamilton, Ont.
Rock Island Mfg. Co., Chicago, Ill.
C. A. Shaler Co., Waupun, Wis.
Thermoid Rubber Co., Trenton, N.J.
Samuel Trees & Co., Toronto.
Trimont Mfg. Co., Roxbury, Mass.
Wilkinson & Kompass, Hamilton.
Kinzinger, Bruce & Co., Niagara Falls, Ont.
Uneeda Ford Demountable Wheel Co., Toronto.
Vernald Mfg. Co., North East, Pa.

Axes
Thos. Birkett & Son Co., Ltd., Ottawa.
Canada Foundries & Forgings, Brockville.
Can. Warren Axe and Tool Co., St. Catharines.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.

Babbitt Metal
Thos. Birkett & Son Co., Ltd., Ottawa.
Can. B. K. Morton Co., Montreal.
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal.
Hoyt Metal Co., Toronto.
Owl Metal Co., Ltd., Winnipeg.
Lewis Bros., Ltd., Montreal.
Tallman Brass & Metal Co., Hamilton.

Barrel Liners
J. N. Warminton & Co., Montreal, Que.

Basins, China and Enamelled Iron
Empire Mfg. Co., London, Ont.

Batteries, Dry
Canadian National Carbon Co., Toronto.
Canada Dry Cells, Ltd., Winnipeg.
Great West Electric Co., Ltd., Winnipeg, Man.
Canadian General Electric Co., Toronto.
Dominion Battery Co., Ltd., Toronto, Ont.
North American Hardware Co., Ltd., Montreal, Que.
Northern Electric Mfg. Co., Montreal.

Baths, Enamelled and Copper
Canada Metal Co., Toronto.
Empire Mfg. Co., London, Ont.

Bath Room Fixtures
Empire Mfg. Co., London, Ont.
Kinzinger, Bruce & Co., Ltd., Niagara Falls, Ont.
Newell Mfg. Co., Prescott, Ont.

Bends, Brass, Iron and Lead
Empire Mfg. Co., London, Ont.
Jas. Morrison Brass Mfg. Co., Toronto.

Bibbs, Basin and Bath Cocks, Compression
Empire Mfg. Co., London, Ont.
Jas. Morrison Brass Mfg. To., Toronto.
United Brassfounders, Ltd., Manchester, Eng.

Bibbs, Basin and Bath Cocks, Fuller
Empire Mfg. Co., London, Ont.
Jas. Morrison Brass Mfg. To., Toronto.
United Brassfounders, Ltd., Manchester, Eng.

Brass Goods
Stratford Brass Co., Ltd., Stratford, Ont.

Brass Castings and Goods
Booth-Coulter Co., Toronto.
Canada Metal Co., Toronto.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Empire Mfg. Co., London, Ont.
Jas. Morrison Mfg. Co., Toronto.
Tallman Brass & Metal Co., Hamilton.
The Toronto Lock Mfg. Co., Toronto, Ont.
United Brass Founders, Ltd., Manchester, Eng.
Williams Bros. & Piggott, Ltd., Birmingham, Eng.

Brass, Sheets and Rods
Booth-Coulter Co., Toronto.
Canada Metal Co., Toronto.
Empire Mfg. Co., London, Ont.
A. C. Leslie & Co., Montreal.
Tallman Brass & Metal Co., Hamilton.

Bevels
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Belting, Rubber
Can. Consolidated Rubber Co., Montreal, Que.
Dunlop Tire & Rubber Co., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Belting, Cotton
Dominion Belting Co., Hamilton, Can.

Blacksmiths' Supplies
D. Ackland & Son, Winnipeg.

Blankets, Saddle
Burlington Windsor Blanket Co., Ltd., Toronto.
Galt Robe Co., Galt, Ont.

Bolts and Nuts
Baines & Peckover, Toronto.
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
C. Kloepper, Limited, Toronto, Ont.
Lewis Bros., Ltd., Montreal.
London Bolt & Hinge Works, London, Ont.
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton.
The Toronto Lock Mfg. Co., Toronto, Ont.
Northern Bolt & Screw Co., Owen Sound.
Wilkinson & Kompass, Hamilton.

Boiler Tubes
Baines & Peckover, Toronto.

Boilers, Heating and Range
Empire Mfg. Co., London, Ont.

Bolts, Panic
Wm. Newman & Sons, Birmingham, Eng.

Boxes, Wood
Canadian Wood Products Co., Toronto. Can.

Boot Calks and Tools
Steel Co. of Canada, Ltd., Hamilton.

Boring Bars
Pratt & Whitney Co., Ltd., Dundas.

Box Opening Tools
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Bale Ties
Beauchamp, J. E., Montreal.
Laidlaw Bale Tie Co., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

Bale Tie Buckles
J. N. Warminton & Co., Montreal, Que.

Barbed Wire
Banwell, Hoxie Wire Fence Co., Ltd., Hamilton.

Baskets
Walter Woods & Co., Hamilton.

Barn Door Hangers
Canada Steel Goods Co., Hamilton.
National Mfg. Co., Sterling, Ill.
Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Guelph, Ont.
The Toronto Lock Mfg. Co., Toronto, Ont.

Barrel Stands
Wakyte Mfg. Co., Winnipeg.

Balers, Steel
Climax Baler Co., Hamilton.
Spielmann Agencies, Montreal.

Bit, Braces
Caverhill, Learmont & Co., Montreal.
Russell, Jennings Mfg. Co., Chester, Conn.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Brackets, Shelf
Canada Steel Goods Co., Hamilton.
The Stanley Works, New Britain.
The Toronto Lock Mfg. Co., Toronto, Ont.

Box Strapping
J. E. Beauchamp & Co., Montreal.
The Stanley Works, New Britain, Conn.
J. N. Warminton & Co., Montreal, Que.

Blasting Supplies
Dupont Powder Co., Wilmington, Del.

Building Papers
McArthur & Co., Alex., Montreal, Que.

Butter Molds
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Walter Woods & Co., Hamilton, Can.

Butter Workers
Beatty Bros., Ltd., Fergus, Ont.

Butts and Hinges
Canada Foundries & Forgings, Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Caverhill, Learmont & Co., Montreal.
Chicago Spring Butt Co., Chicago, Ill.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.
The Toronto Lock Mfg. Co., Toronto, Ont.

Burrs
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton.
Parmenter & Bullock, Gananoque.

Bread and Cake Makers
Thos. Davidson Mfg. Co., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.

Breast Drills
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.

Brushes and Brooms
Boeckh Bros. Co., Ltd., Toronto.
Meakins & Sons, Ltd., Hamilton.
Megantic Broom Co., Lake Megantic, Que.
T. S. Simms & Co., Ltd., St. John.
Walter Woods & Co., Hamilton.

Bits, Auger
Caverhill, Learmont & Co., Montreal.
Russell, Jennings Mfg. Co., Chester, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.
Wilkinson & Kompass, Hamilton.
Scythes, Ltd., Toronto.

Bits, Forstner
Progressive Mfg. Co., Torrington, Conn.

Bicycles
A. E. Bregent & Co., Montreal, Que.
Canada Cycle & Motor Co., Toronto.
Hyslop Bros., Ltd., Toronto.
Iver Johnson Arms & Cycle Works, Ltd., Fitchburg, Mass.
Canada Cycle & Motor Co., Ltd., Weston, Ont.

Builders' Hardware
J. Brais & Co., Cleveland, Ohio.
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Canada Steel Goods Co., Hamilton.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
National Hardware Co., Orillia, Ont.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.
Stratford Brass Co., Ltd., Stratford, Ont.
Toronto Lock Mfg. Co., Toronto.

Cabinet Hardware
Stratford Brass Co., Ltd., Stratford, Ont.

Calipers and Dividers
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Cans
A. R. Whittall Can Co., Montreal, Que.

Cans, Gasoline, Oil
Cannon Oiler Co., Keithsburg, Ill.

Canoes
Canadian Canoe Co., Peterboro, Ont.

Carriage Hardware
Stratford Brass Co., Ltd., Stratford, Ont.

Cartridges
Dominion Cartridge Co., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.

Cash Carriers
Gipe-Hazard Store Service Co., Toronto.

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Faultless Caster Co., Evansville, Ind.
Canada Foundries & Forgings, Ltd., Brockville, Ont.
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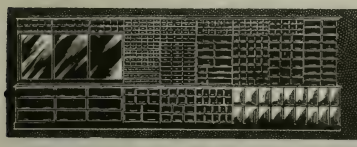

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Bissell Carpet Sweeper Co., Niagara Falls, Ont.
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Walter Woods & Co., Hamilton.

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McKinnon Chain Co., St. Catharines, Ont.
Reeder-Weekes Mfg. Co., Ltd., Hamilton, Ont.

Cable Carriers
Gipe-Hazard Store Service Co., Toronto

Cement, Roofing
Geo. W. Reed & Co., Ltd., Montreal, Que.

Chisels, Cape, Cold, etc.
Brown-Boggs Co., Ltd., Hamilton.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
Buck Bros., Millbury, Mass.
Stanley Rule & Level Co., New Britain, Conn.
National Machinery & Supply Co., Hamilton.
The Toronto Lock Mfg. Co., Toronto, Ont.

Checking Floor Hinges
Chicago Spring Butt Co., Chicago, Ill.
Toronto Lock Mfg. Co., Toronto.

Chemical Closets
Wakyte Mfg. Co., Winnipeg, Man.

Chemical Specialties
Vol-Peek Mfg. Co., Montreal.

Chucks, Tap
Wells Bros. of Canada, Galt.

Churns, Hand and Power
Beatty Bros., Ltd., Fergus.
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Dowswell, Lees Co., Hamilton.
Faultless Caster Co., Evansville, Ind.
Landers, Frary & Clark, New Britain, Conn
Merchants Hardware Specialties, Ltd., Calgary, Alta.
Reliable Churn Co., Toronto, Can.
Walter Woods & Co., Hamilton.

Clocks
Western Clock Co., La Salle, Ill.

Clothes Racks
Walter Woods & Co., Hamilton.

Clamps
Can. Foundries & Forgings, Ltd., Brockville, Ont

Clippers
American Shearer Mfg. Co., Nashan, N.H.
Chicago Flexible Shaft Co., Chicago, Ill.

Closet Seats
Can. Foundries & Forgings, Ltd., Brockville, Ont

Clothes Dryers
Dowswell, Lees Co., Ltd., Hamilton, Can.

Coasters
Canadian Woodenware Co., St. Thomas, Ont.

Coffee Percolators and Urns
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Landers, Frary & Clark, New Britain, Conn.

Corrugated Fasteners
J. E. Beauchamp, Montreal.
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

Collar Pads
American Pad & Textile Co., Chatham.

Cotton Gloves
American Pad & Textile Co., Chatham.

Coal Chutes
Toronto Lock Mfg. Co., Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Coal Hods
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

Cobblers' Sets
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Cookers, Steam
Louis McLain Co., Ltd., Winnipeg, Man.

Cookers, Fireless
Royal Fireless Cooker Co., Ottawa, Ont.

Concrete, Reinforcing Steel
Baines & Peckover, Toronto.

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Metallic Roofing Co., Toronto and Winnipeg.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Winnipeg Ceiling & Roofing Co., Winnipeg.
Wheeler & Bain, Toronto.
Empire Mfg. Co., London, Ont.

Coping Saws
Thos. Birkett & Son Co., Ltd., Ottawa.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn

Cordage
Brantford Cordage Co., Brantford, Ont.
Consumers Cordage Co., Montreal.
Plymouth Cordage Co., Toronto.

Cooking Ware
Corning Glass Works, Corning, N.Y.

Crowbars
B. J. Coghlin & Co., Montreal.

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J. E. Gilson Mfg. Co., Port Washington, Ill.
C. S. Noreross & Sons, Bushnell, Ill.

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Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
James Hutton & Co., Montreal.
Canadian Wm. A. Rogers, Ltd., Toronto.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
Lewis Bros. Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Wm. Rogers Mfg. Co., Niagara Falls, Ont.
J. Wise & Sons.

Cutters
Butterfield & Co., Inc., Rock Island, Que.
Trimont Mfg. Co., Roxbury (Boston, Mass.).

Cuspidors
Thos. Davidson Mfg. Co., Ltd., Montreal.

Dairy Pails
Thos. Davidson Mfg. Co., Ltd., Montreal.

Dampers, Stove Pipe
Canada Foundries & Forgings, Brockville.

Dampers, Fire Place
Toronto Lock Mfg. Co., Toronto.

Desks, School
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Dies, Stocks, Etc.
Butterfield & Co., Rock Island, Que.
Canadian Fairbanks-Morse Co., Montreal.
Pratt & Whitney Co., Ltd., Dundas, Ont.
Wells Bros. Co. of Canada, Galt.

Dish Washers
Home Helps Sales Co., Montreal.

Display Racks and Stands
Cameron & Cameron, Toronto.
National Mfg. Co., Sterling, Ill.

Doors, Metal
Metallic Roofing Co., Toronto and Winnipeg.

Doors, Screen
Kasement Skrene Dore Co., Toronto.

Door Bolts
Canada Steel Goods Co., Hamilton, Can.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.
Toronto Lock Mfg. Co., Toronto.

Door Checks
Canadian Yale & Towne, St. Catharines.
G. W. Mallory Co., Blenheim, Ont.
Wm. Newman & Sons, Birmingham, Eng.
Toronto Lock Mfg. Co., Toronto.

Door Hangers
Canada Steel Goods Co., Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.
National Mfg. Co., Sterling, Ill.
Toronto Lock Mfg. Co., Toronto.

Door Springs
Jas. Carlland & Son, Ltd., Birmingham, Eng.
G. W. Mallory, Blenheim, Ont.
Wm. Newman & Sons, Birmingham, Eng.
The Toronto Lock Mfg. Co., Toronto, Ont.

Door Pulls
Stratford Brass Co., Ltd., Stratford, Ont.

Draining Tools
Canadian Shovel & Tool Co., Hamilton, Can.

Drills, Breast
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.

Drill Chucks
Goodell-Pratt Co., Greenfield, Mass.

Drills, Blacksmiths'
Canada Foundries & Forgings, Brockville.

Drills
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Butterfield & Co., Inc., Rock Island, Que.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.
Wilkinson & Kompass, Hamilton, Ont.

Dry Colors
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
Ottawa Paint Works, Ottawa.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.
Martin-Senour Co., Ltd., Montreal.
McArthur Irwin, Montreal.

Dusters
Channell Chemical Co., Toronto.

Dynamite
Du Pont American Industries, Wilmington, Del.

Dry Cells
Canada Dry Cells, Ltd., Winnipeg.
Canadian National Carbon Co., Toronto.
Canadian H. W. Johns-Manville Co., Toronto.
Canadian General Electric Co., Ltd., Toronto.
Dominion Battery Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Spielmann Agencies, Ltd., Montreal, Que.

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Metallic Roofing Co., Toronto and Winnipeg.
Pedlar People, Limited, Oshawa.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Toronto Lock Mfg. Co., Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Egg Beaters
Louis McLain Co., Ltd., Winnipeg, Man.
Collette Mfg. Co., Collingwood.

Egg Cases
Miller Bros. Co., Ltd., Montreal, Que.
Walter Woods & Co., Hamilton.

Egg Case Fillers
Miller Bros. Co., Ltd., Montreal, Que.

Ejectors and Syphons
Jas. Morrison Brass Mfg. Co., Toronto.

Elbows
Thos. Davidson Mfg. Co., Ltd., Montreal.
Pedlar People, Ltd., Oshawa, Ont.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Electric Bells
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Electric Fans
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.
A. C. Gilbert Co., New Haven, Conn.

Electric Fixtures
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.
Tallman Brass & Metal Co., Hamilton.

Electric Grates
Great West Electric Co., Ltd., Winnipeg, Man.
Toronto Lock Mfg. Co., Toronto.

Electric Materials
A. G. Martin, Ottawa, Ont.

Electric Plates
Louis McLain Co., Ltd., Winnipeg, Man.

Electric Specialties
Benjamin Electric Co., Toronto.
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
Dominion Battery Co., Ltd., Toronto, Ont.
Factory Products Co., Toronto.
A. C. Gilbert Co., New Haven, Conn.
Great West Electric Co., Ltd., Winnipeg, Man
Interstate Electric Novelty Co., Toronto.
Landers, Frary & Clark, New Britain, Conn.
National Electric Heating Co., Toronto.
North American Hardware Co., Ltd., Montreal, Que.
Northern Electric Co., Ltd., Montreal.
Spielmann Agencies, Ltd., Montreal, Que.

Electrical Toys
A. C. Gilbert Co., New Haven, Conn.

Electro-plating
Toronto Lock Mfg. Co., Toronto.

Enamels
Boston Varnish Co., Everett Station, Boston, Mass.

Enamelled Ware
McClary Mfg. Co., London, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
E. T. Wright Co., Hamilton, Can.

Engines
Cushman Motor Works, Ltd., Winnipeg, Man.

Emery Glass and Papers
John Oakey & Sons, London, Eng.

Eveners
Gregg Mfg. Co., Ltd., Winnipeg, Man.
D. Auckland & Son, Ltd., Winnipeg, Man.

Expansion Tanks
Pease Foundry Co., Ltd., Toronto.

Explosives
Du Pont Powder Co., Wilmington, Del.

Escutcheon Pins
Parmenter & Bulloch Co., Ltd., Gananoque, Ont.

Extinguishers, Fire
Booth-Coulter Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man
Northern Electric Co., Montreal.

Fanlight Openers
Jas. Carlland & Son, Ltd., Birmingham, Eng.

Fanning Mills
Cushman Motor Works, Ltd., Winnipeg, Man.

Fasteners, Storm, Sash and Screen
National Mfg. Co., Sterling, Ill.
Stratford Brass Co., Ltd., Stratford, Ont.
The Stanley Works, New Britain, Conn.

Farm Lighting Outfits
Canadian General Electric Co., Ltd., Toronto.
Northern Electric Co., Montreal.

Faucets, Petroleum
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Feed Boxes
Canada Foundries & Forgings, Brockville.
Toronto Lock Mfg. Co., Toronto.

Feed Cookers
Wheeler & Bain, Toronto.
James Bros. Co., Perth.

Felts (Tarred and Carpet)
McArthur & Co., Alex., Montreal, Que.

Fencing and Gates
Banwell-Hoxie Wire Fence Co., Hamilton.
McGregor-Banwell Fence Co., Ltd., Walkerville.
Standard Tube & Fence Co., Woodstock.
Steel Co. of Canada, Ltd., Hamilton.

Ferrules, Brass, Iron and Lead
Empire Mfg. Co., London, Ont.

Fibre Ware
E. B. Eddy Co., Hull, Que.

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E. C. Atkins Co., Hamilton, Can.
G. & H. Barnett Co., Philadelphia.
Can. B. K. Morton Co., Montreal, Toronto.
Delta File Works, Philadelphia.
Henry Disston & Sons, Ltd., Philadelphia, Pa.
Nicholson File Co., Port Hope, Ont.
Pilewes, Ltd., Winnipeg.
Port Hope File Mfg. Co., Port Hope, Ont.
Simonds Canada Saw Co., Montreal.
Wilkinson & Kompass, Hamilton.

Fillers
Boston Varnish Co., Everett Station, Boston, Mass.

Fire Arms
Colts Patent Fire Arms Mfg. Co., Hartford, Conn.
Johnson Iver Arms & Cycle Works, Fitchburg, Mass.

Fire Door Fittings
Taylor-Forbes Co., Guelph, Ont.
Toronto Lock Mfg. Co., Toronto.

Fire Department Supplies
Booth-Coulter Co., Toronto.
Canadian Consolidated Rubber Co., Montreal.
Dunlop Tire & Rubber Co., Toronto, Can.
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Northern Electric Co., Montreal.

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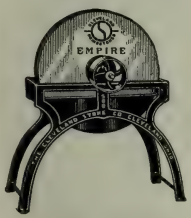

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Merchants Hardware Specialties, Ltd., Calgary, Alta.

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Canadian General Electric Co., Ltd., Toronto
Canadian National Carbon Co., Toronto.
Canada Dry Cells, Ltd., Winnipeg.
Dominion Battery Co., Ltd., Toronto, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
Metal Specialties Mfg. Co., Chicago.
Northern Electric Co., Montreal.
Spielmann Agencies, Montreal.

Flatware
Canadian Wm. A. Rogers, Toronto.
Oneida Community, Ltd., Oneida, N.Y.

Food Choppers
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Merchants Hardware Specialties, Ltd., Calgary, Alta.

Force Cups
Canadian Consolidated Rubber Co., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Funnels
Thos. Davidson Mfg. Co., Ltd., Montreal.

Fixtures, Store
Milbradt Mfg. Co., St. Louis, Mo.

Furnaces
Canada Foundries & Forgings, Brockville.
Enterprise Mfg. Co., Sackville, N.B.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.
Hall Zryd Foundry Co., Ltd., Hespeler, Ont.
Merchants Hardware Specialties, Ltd., Calgary, Alta.

Fruit Jars
Dominion Glass Co., Ltd., Montreal.
Walter Woods & Co., Hamilton.

Furniture Polish
Canada Paint Co., Montreal.
Sherwin-Williams Co., Montreal.
Channell Chemical Co., Toronto.

Fuse Wire
Canada Metal Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Floor Stands
Jenkins Bros., Ltd., Montreal.

Floor Checks, Single or Double
Chicago Spring Butt Co., Chicago, Ill.
Toronto Lock Mfg. Co., Toronto.

Flint Cloths
John Oakey & Sons, London, Eng.

Galvanized Steel Sheets
Dominion Sheet Metal Co., Ltd., Hamilton.
A. C. Leslie & Co, Montreal.
Pedlar People Ltd., Oshawa, Ont.
Wheeler & Bain, Toronto
Winnipeg Ceiling & Roofing Co, Winnipeg.

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J. E. Gilson Co., Port Washington, Wis.
C. S. Norcross & Sons, Bushnell, Ill.
Erie Iron Works, St. Thomas, Ont.
Eureka Planter Co., Woodstock.

Garage Hardware
Allith Mfg. Co., Hamilton, Can.
Canada Steel Goods Co., Hamilton, Can.
National Mfg. Co., Sterling, Ill.
Richards Wilcox Canadian Co., London, Ont.
The Stanley Works, New Britain, Conn.

Garbage Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.
J. Samuels, Toronto.
Soren Bros., Toronto.

Galvanized Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.

Galvanizing
Thos. Davidson Mfg. Co., Ltd., Montreal.
Toronto Lock Mfg. Co., Toronto.

Galvanized Iron Cornices
Metallic Roofing Co., Toronto and Winnipeg.
Pedlar People Ltd., Oshawa, Ont.

Galvanized Pipe
Canada Metal Co., Ltd. Toronto.

Generators
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Glass Jars
Dominion Glass Co., Ltd., Montreal.

Gas Water Heaters
Empire Mfg. Co., London and Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.

Gasoline
Imperial Oil Co., Toronto.
Prairie City Oil Co., Winnipeg.

Gauges
L. S. Starrett Co., Athol, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Wells Bros. Co. of Canada, Galt.
Canadian Fairbanks-Morse Co., Ltd., Montreal.

Glassware
Leeks & Potts, Hamilton, Ont.

Glass, Window, Plate, Ornamental
Leeks & Potts, Hamilton, Can.
Toronto Plate Glass Importing Co., Toronto.
G. F. Stephens Co., Winnipeg.

Glue, Sheet and Ground
Canada Glue Co., Brantford, Ont.
R. C. Jamieson & Co., Montreal.
A. Ramsay & Son Co., Montreal.

Glass Cutters
Goodell-Pratt Co., Greenfield, Mass.

Glass Benders
Toronto Plate Glass Importing Co., Toronto.

Glaziers' Diamonds
Cushman Motor Works, Ltd., Winnipeg, Man.
A. Ramsay, Son & Co., Montreal, Que.
Sharrett & Newth, London, Eng.
A. Shaw & Son, London, Eng.

Gloves
Hamilton-Carhartt Co., Toronto.

Granaries, Portable, Metallic
Pedlar People Ltd., Oshawa, Ont.
Metallic Roofing Co., Toronto and Winnipeg.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Greases
Prairie City Oil Co., Ltd., Winnipeg, Man.

Grinders, Hand and Power
American Grinder Mfg. Co., Milwaukee, Wis.
The Carborundum Co., Niagara Falls, N.Y.
Merchants Hardware Specialties, Ltd., Calgary, Alta.

Grindstones
The Carborundum Co., Niagara Falls, N.Y.
Cleveland Stone Co., Cleveland, Ohio.

Grindstone Fixtures
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Grinding Wheels
American Grinder Mfg. Co., Milwaukee, Wis.
The Carborundum Co., Niagara Falls, N.Y.

Guns
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.
Harrington & Richardson Arms Co., Worcester, Mass.
Iver Johnson's Arms & Cycle Works, Pttebburg, Mass.

Gunsights
Marble Arms & Mfg. Co., Gladstone, Mich.

Hack Saws
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.
National Machinery & Supply Co., Hamilton.
Victor Saw Works, Ltd., Hamilton, Ont.

Hack Saw Blades
Diamond Saw & Stamping Wks., Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Henry Disston & Sons, Ltd., Toronto.
Victor Saw Works, Ltd., Hamilton, Ont.

Hack Saw Frames
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Henry Disston & Sons, Ltd., Toronto.
Goodell-Pratt Co., Greenfield, Mass.
National Machinery & Supply Co., Hamilton.
L. S. Starrett Co., Athol, Mass.

Hack Saw Machines
Diamond Saw & Stamping Wks., Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Victor Saw Works, Hamilton.

Halters
G. L. Griffith Son, Stratford, Ont.
Johnson Halter Co., Sarnia, Ont.
R. B. Kinread, Winnipeg, Man.

Hammers
Canada Foundries & Forgings, Brockville.
Stanley Rule & Level Co., New Britain, Conn.

Hammocks
Galt Robe Co., Galt, Ont.

Hand Drills
Goodell-Pratt Co., Greenfield, Mass.

Handles
J. H. Steel Mfg. Co., St. Thomas, Ont.

Hand Pulls
North Bros. Mfg. Co., Philadelphia, Pa.
The Toronto Lock Mfg. Co., Toronto, Ont.

Hangers, Door
Allith Mfg. Co., Hamilton, Can.
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton, Can.
Cushman Motor Work, Ltd., Winnipeg, Man.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
National Machinery & Supply Co., Hamilton.
National Mfg. Co., Sterling Ill.
F. E. Myers & Bro., Ashland, Ohio.
The Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Guelph, Ont.
Toronto Lock Mfg. Co., Toronto.

Hangers, Door and Track
Allith Mfg. Co., Hamilton, Can.
Beatty Bros., Fergus, Ont.
Canada Steel Goods Co., Hamilton.
Cushman Motor Work, Ltd., Winnipeg, Man.
National Mfg. Co., Sterling Ill.
The Toronto Lock Mfg. Co., Toronto, Ont.

Hooks, Hat and Coat
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Hangers, Storm, Sash and Screen
National Mfg. Co., Sterling Ill.
The Stanley Works, New Britain, Conn.

Hand Taps
Wells Bros. Co. of Canada, Galt.

Handscrews
National Machinery & Supply Co., Hamilton.

Harness
Samuel Trees & Co., Toronto.

Hardware Specialties
Belleville Hardware Mfg. Co., Belleville, Ont.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Lyons & Marks, Toronto.
Lewis McLain Co., Ltd., Winnipeg, Man.
Metal Specialties Mfg. Co., Chicago, Ill.
National Mfg. Co., Sterling Ill.
North American Hardware Co., Ltd., Montreal, Que.
Stratford Brass Co., Ltd., Stratford, Ont.
Taylor-Forbes Co., Guelph, Ont.
Toronto Lock Mfg. Co., Toronto.

Hardware Fixtures
Duluth Show Case Co., Duluth, Minn.

Hardware Shelving
Duluth Show Case Co., Duluth, Minn.

Hardware Store Fittings
Stratford Brass Co., Ltd., Stratford, Ont.

Hatchets
Canada Foundries & Forgings, Ltd., Brockville, Ont.
Marble Arms & Mfg. Co., Gladstone, Mich.

Hasps
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton.
National Mfg. Co., Sterling Ill.

Headlights, Auto
Canadian Lamp & Stamping Co., Ford, Ont.
North American Hardware Co., Ltd., Montreal, Que.

Heaters
Beauchamp, J. E., Montreal.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.

Hinges, Strap and Tee
Canada Steel Goods Co., Hamilton, Can.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
National Mfg. Co., Sterling, Ill.

Hinges, Adjustable Ball
Toronto Lock Mfg. Co., Toronto.

Hockey Sticks
J. H. Still Mfg. Co., St. Thomas.
St. Mary's Wood Specialty Co., St. Mary's, Ont.

Hoes
Ward & Payne, Sheffield, Eng.

Hoists
Manitoba Bridge & Iron Works, Ltd., Winnipeg.

Hones
American Hone Co., Winnipeg, Man.

Horse Singers
Collins Mfg. Co., Toronto.

Hones, Razor
The Carborundum Co., Niagara Falls, N.Y.

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Canadian Consolidated Rubber Co., Montreal.

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Lewis Bros., Ltd., Montreal.
Jas. Morrison Brass Mfg. Co., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Hollow Ware
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Ice Scrapers
James Bros. Co., Perth, Ont.

Ice Cream Freezers
Wm. Crane & Sons Co., Ltd., Newmarket, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.

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Collins Mfg. Co., Toronto.
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L. S. Starrett Co., Athol, Mass.

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Canada Metal Co., Toronto.
Metallic Roofing Co., Toronto and Winnipeg.

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Caverhill, Learmont & Co., Montreal.
Dominion Iron & Steel Co., Sydney, N.S.
A. C. Leslie & Co., Ltd, Montreal.
Steel Co. of Canada, Ltd., Hamilton.
Lewis Bros., Ltd., Montreal.
London Rolling Mills, London, Ont.
Manitoba Bridge & Iron Works, Winnipeg, Man.
Nova Scotia Steel Co., New Glasgow, N.S.
Toronto Lock Mfg. Co., Toronto.

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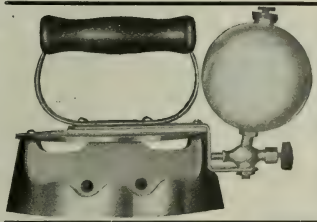

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Thos. Davidson Mfg. Co., Ltd., Montreal.
Keyhole Saws
Bridgport Hardware Co., Bridgeport, Conn.
Kitchen Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.
Kitchen Ware, Transparent
Corning Glass Works, Corning, N.Y.
Knife Sharpeners
J. E. Beauchamp & Co., Montreal.
Knives, Pocket and Table
Geo. Butler & Co., Ltd., Sheffield, Eng.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
James Hutton & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
Knives, Sportsmen's
Marble Arms & Mfg. Co., Gladstone, Mich.
Knives, Putty
Bridgeport Hardware Co., Bridgeport, Conn.
Ladder, Step, Extention, Store, etc.
Beatty Bros., Ltd., Fergus, Ont.
John Calender Mfg. Co., St. Paul, Minn.
Milbradt Mfg. Co., St. Louis, Mo.
Evan L. Reed Mfg. Co., Sterling, Ill.
Lath, Metallic
Baines & Peckover, Toronto.
Metallic Roofing Co., Toronto and Winnipeg.
Lamps, Nitrogen and Tungsten
Bastan Jackson Co., Toronto.
The Canadian Laco-Philips Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Church & Taylor, Toronto.
North American Hardware Co., Ltd., Montreal, Que.
Lamp Black
L. Martin Co., New York, N.Y.
A. Ramsay & Son Co., Montreal.
Wilkes-Martin-Wilckes Co., New York.
Lamp Chimneys
Walter Woods & Co., Hamilton.
Lamp Coloring and Frosting
Great West Electric Co., Ltd., Winnipeg, Man.
Spielmann Agencies, Ltd., Montreal.
Lamps, Bicycle and Automhobile
Dominion Battery Co., Ltd., Toronto, Ont.
North American Hardware Co., Ltd., Montreal, Que.
Lamps, Lanterns, Electric, Hand
Canadian General Electric Co., Toronto.
Canadian National Carbon Co., Toronto.
Dominion Battery Co., Toronto.
Interstate Electric Novelty Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Spielmann Agencies, Montreal.
Lamps, Tungsten
Canadian Laco-Philips Co., Toronto
Canadian Tungsten Lamp Co., Hamilton, Ont.
North American Hardware Co., Ltd., Montreal, Que.
Lamps, Nitrogen
Canadian Laco-Philips Co., Toronto
Canadian Tungsten Lamp Co., Ltd., Hamilton, Toronto, Montreal, Winnipeg.
North American Hardware Co., Ltd., Montreal, Q.
Lamps and Lanterns, Gasoline and Kerosene
National Stamping & Electric Works, Chicago, Ill.
North American Hardware Co., Ltd., Montreal, Que.
Powerlight Co., Winnipeg, Man.
Lanterns, Oil
Thos. Davidson Mfg. Co., Montreal.
Ontario Lantern & Lamp Co., Hamilton, Ont
Schultz Mfg. Co., Hamilton, Can.
E. T. Wright Co., Hamilton, Ont.
Latches
Can. Foundries & Forgings, Ltd., Brockville, Ont.
National Mfg. Co., Sterling, Ill.
Laundry Tubs, Iron, Plate, Cement
Empire Mfg. Co., London, Ont.
Lawn Swings
J. E. Beauchamp & Co., Montreal.
Lawn Mowers
Canada Foundries & Forgings, Ltd., Brockville.
Clipper Lawn Mower Co., Dixon, Ill.
Milbradt Mfg. Co., Sterling, Ill.
Taylor-Forbes Co., Guelph, Ont.
S. P. Townsend & Co., Orange, N.J.
Lead, Black
John Oakey & Sons, London, Eng.
Leather Belting and Soles
Beardmore & Co., Toronto.
Lead, Sheets and Pipe
Canada Metal Co., Toronto.
Empire Mfg. Co., London, Ont.
Hoyt Metal Co., Toronto.
A. C. Leslie & Co., Montreal.
Lead Traps and Bends
Canada Metal Co., Toronto.
Empire Mfg. Co., London and Toronto.
Hoyt Metal Co., Toronto.
Lace Leather
Wm. Taylor, Parry Sound, Ont.
Lead Washers
Canada Metal Co., Ltd., Toronto.
Lens
McKee Glass Co., Buffalo, N.Y.
Stopglare Co., Hamilton, Can.

Levels
H. Disston & Sons, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.
Level Glasses
Stanley Rule & Level Co., New Britain, Conn.
Lines, Wire, Clothes
Walter Woods & Co., Hamilton.
Western Wire & Nail Co., London.
Linoleum Finishes
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Linseed Oil
Brandram-Henderson, Montreal.
Dominion Linseed Oil Co., Baden and Toronto.
R. C. Jamieson & Co., Ltd., Montreal.
Prairie City Oil Co., Winnipeg, Man.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
Lumber Tools
Canadian Warren Axe & Tool Co., St. Catharines, Ont.
Thos. Pink & Co., Pembroke, Ont.
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Hamilton Gas Mantle Co., Hamilton, Can.
Marine Brass Work
Empire Mfg. Co., London, Ont.
Matches
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Baines & Peckover, Toronto, Ont.
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Baines & Peckover, Toronto.
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
Tallman Brass & Metal Co., Hamilton, Can.
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Canadian Fairbanks-Morse Co., Ltd., Montreal.
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Pratt & Whitney Co., Ltd., Dundas.
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Toronto Plate Glass Importing Co., Toronto.
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Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
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Mops
Can. Foundries & Forgings, Ltd., Brockville, Ont
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Great West Electric Co., Ltd., Winnipeg, Man
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Caverhill, Learmont & Co., Montreal.
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Western Wire & Nail Co., London.
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Steel Co. of Canada, Ltd., Hamilton, Ont.
Neckyokes
Gregg Mfg. Co., Ltd., Winnipeg, Man.
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Oil Cake and Meal
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Imperial Oil Co., Toronto.
Oils, Cylinder
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Paris Green
Canada Paint Co., Montreal.
McArthur Irwin, Montreal.
Sherwin-Williams Co., Montreal.
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Walter Woods & Co., Hamilton.
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Walter Woods & Co., Hamilton.
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Dunlop Tire & Rubber Co., Toronto.
Gutta Percha & Rubber Co., Ltd., Toronto.
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Landers, Frary & Clark, New Britain, Conn.
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J. H. Still Mfg. Co., St. Thomas, Ont.
Pickling Machines
Cushman Motor Works, Ltd., Winnipeg, Man.
Pistols
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.
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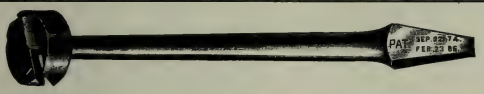

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The Peterboro Lock Mfg. Company, Limited

Peterboro, Canada

Established 1885

MANUFACTURERS OF

BUILDERS' HARDWARE

Ship Hardware, Saddlery Hardware, Padlocks, Door Checks, Brass and Iron Castings, Stampings and other Hardware Specialties.

If interested, tear out this page and keep with letters to be answered.

THE BUYERS' GUIDE

Pig Iron
A. C. Leslie & Co., Ltd., Montreal
Nova Scotia Steel Co., New Glasgow, N.S.
Steel Co. of Canada, Ltd., Hamilton

Pins, Escutcheon
Parmenter & Bulloch, Gananoque

Pipe Cutters (Stand)
Trimont Mfg. Co., Roxbury (Boston), Mass.

Pipe Stocks and Dies
Wells Bros. Co., of Canada, Ltd., Galt

Pipe, Black and Galvanized
American Rolling Mills, Middletown, Ohio.
Canada Metal Co., Toronto
Canadian Tube & Iron Co., Ltd., Montreal
Caverhill, Learmont & Co., Montreal.
Empire Mfg. Co., London, Ont.
Steel Co. of Canada, Ltd., Hamilton
Thos. Davidson Mfg. Co., Ltd., Montreal.
Lewis Bros., Ltd., Montreal
Pease Foundry Co., Ltd., Toronto

Pipe, Galvanized, Conducter
Metallic Roofing Co., Toronto and Winnipeg
Pedlar People, Ltd., Oshawa
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg
Winnipeg Steel Granary Co., Winnipeg.

Pipe, Lead
Canada Metal Co., Toronto
Hoyt Metal Co., Toronto

Pipe, Stove
Collins Mfg. Co., Toronto
Soren Bros., Toronto

Pipe, Rain Water Conductor
Canada Metal Co., Toronto
Metallic Roofing Co., Toronto

Pliers, Cutting
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Pliers, Combination
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Goodell-Pratt Co., Greenfield, Mass.

Plowshares
D. Ackland & Son, Winnipeg

Plugs, Rubber
Canadian Consolidated Rubber Co., Montreal

Plumbers' Tools
Empire Mfg. Co., London, Ont.

Planes
Caverhill, Learmont & Co., Montreal
National Machinery & Supply Co., Hamilton.
Stanley Rule & Level Co., New Britain, Conn.

Plates, Plain and Chequererd
Baines & Peckover, Toronto.

Polishes
Buffalo Specialty Co., Buffalo, N.Y.
Channel Chemical Co., Toronto.

Polishing Heads
Goodell-Pratt Co., Greenfield, Mass.

Polishes, Knife
Jno. Oakey & Sons, London, Eng.

Poles, Electric Light
Northern Electric Co., Montreal

Pole Line Material
Canadian General Electric Co., Ltd., Toronto
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal
Pedlar People Ltd., Oshawa
Metallic Roofing Co., Toronto and Winnipeg.

Portable Coal Baskets
Toronto Lock Mfg. Co., Toronto.

Poultry Netting
Thos. Birkett & Son Co., Ltd., Ottawa.
A. C. Leslie & Co., Ltd., Montreal
B. Greening Wire Co., Ltd., Hamilton.

Poultry Leg Bands
Rideau Specialty Co., Smith's Falls, Ont.

Pulls
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Pumps
Beatty Bros., Ltd., Fergus
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Empire Mfg. Co., London, Ont.
R. McDougall Co., Ltd., Galt.
F. E. Myers & Bro., Ashland, Ohio.

Pump Oilers
Cannon Oiler Co., Keithsburg, Ill.

Punches, Centre Drive, etc.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.

Punches, Ticket
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Putty
Brandram-Henderson, Montreal.
R. C. Jamieson & Co., Ltd., Montreal
Canada Paint Co., Montreal
Benjamin Moore & Co., Ltd., Toronto
A. Ramsay & Son Co., Montreal
Steel Co. of Canada, Ltd., Hamilton
G. F. Stephens & Co., Winnipeg
Sherwin-Williams Co., Montreal

Pneumatic Tubes
Gipe Hazard Store Service Co., Toronto

Pulleys
Canada Foundries & Forgings, Brockville

Quoits
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Racks, Hay
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Radiators
Empire Mfg. Co., London, Ont.

Radiator Valves
Jenkins Bros., Ltd., Montreal

Railings, Brass
Jas. Morrison Brass Mfg. Co., Toronto
The Toronto Lock Mfg. Co., Toronto, Ont.

Rakes
Doust Specialty Co., Toronto.
Ward & Payne, Sheffield, Eng.

Razors
Auto-Strop Safety Razor Co., Toronto
Geo. Butler & Co., Ltd., Sheffield, Eng.
Caverhill, Learmont & Co., Montreal
James Rutton & Co., Montreal
Gillette Safety Razor Co., Ltd., Montreal
Landers, Frary & Clark, New Britain, Conn.
Wilkinson Sword Co., Sheffield, Eng.

Reamers
Pratt & Whitney Co., Ltd., Dundas
Butterfield & Co., Rock Island, Que.

Ratchet Drills
Goodell-Pratt Co., Greenfield, Mass.

Reciprocating Drills
Goodell-Pratt Co., Greenfield, Mass.

Refrigerators
Thos. Davidson Mfg. Co., Ltd., Montreal.
Renfrew Refrigerator Co., Renfrew, Ont.
Soren Bros., Toronto

Refrigerator Hardware
Toronto Lock Mfg. Co., Toronto.

Registers
Barton Netting Co., Ltd., Windsor, Ont.
Canada Foundries & Forgings, Brockville
Enterprise Mfg. Co., Sackville, N.B.
Jas. Stewart Mfg. Co., Woodstock, Ont.

Rifles
Harrington & Richardson Arms Co., Worcester, Mass.

Rivets
Parmenter Bulloch Co., Gananoque, Ont.

Roadingsters
C. A. Shaler Co.

Roofing, Ready
Bird & Son, Hamilton, Can.
Bishopric Wall Board Co., Ltd., Ottawa, Ont.
Thos. Birkett & Son Co., Ltd., Ottawa.
Brantford Roofing Co., Ltd., Brantford, Ont.
Canadian Roofing Co., Ltd., Windsor, Ont.
Standard Paint Co., of Canada, Ltd., Montreal.

Rules
Jas. Chesterman & Co., Sheffield, Eng.
Lufkin Rule Co., Windsor, Ont.
L. S. Starrett Co., Athol, Mass.

Saws, Hand and Circular
E. C. Atkins Co., Hamilton, Can.
Henry Disston & Sons, Toronto.
Simonds Canada Saw Co., Montreal.

Scoops
Canadian Shovel & Tool Co., Hamilton, Can.

Screws
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Screw and Bolt Cases
Duluth Show Case Co., Duluth, Minn.

Screw Machines
Stratford Brass Co., Ltd., Stratford, Ont.

Shades, Electric
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Sheeting
McArthur & Co., Alex., Montreal, Que.

Sheets, Galvanized and Black
American Rolling Mills, Middleton, Ohio.
Baines & Peckover, Toronto.
A. C. Leslie & Co., Montreal, Que.
Dominion Sheet Metal Co., Hamilton.
M. & L. Samuel Benjamin Co., Toronto.
B. & S. H. Thompson, Montreal, Que.

Shovels
Canadian Shovel & Tool Co., Hamilton, Can

Show Cases
Duluth Show Case Co., Duluth, Minn.

Silo Lugs
Otterville Mfg. Co., Otterville, Ont.

Sinks
Can. Foundries & Forgings, Ltd., Brockville, Ont
Empire Mfg. Co., London, Ont.

Silver Plated Ware
Canadian Wm. A. Rogers Co., Toronto.
Oneida Community, Ltd., Niagara Falls, Ont.

Solder
Canada Metal Co., Toronto
Empire Mfg. Co., London and Toronto
Hoyt Metal Co., Toronto
Northern Electric Co., Montreal
Owl Metal Co., Ltd., Winnipeg
Geo. W. Reed, Montreal
Tallman Brass & Metal Co., Hamilton, Ont.

Soldering Paste
Canada Metal Co., Toronto
Great West Electric Co., Ltd., Winnipeg, Man.

Solderall
Thos. Davidson Mfg. Co., Ltd., Montreal.

Soap Dishes
Kinzinger Bruce & Co., Niagara Falls, Ont.

Spades
Canadian Shovel & Tool Co., Hamilton, Ont.
Erie Iron Works, St. Thomas, Ont.

Spark Plugs
Canadian Carbon Co., Ltd., Toronto
Canada Cycle & Motor Co., Ltd., Weston, Ont.
Canada Sales Co., Toronto, Can.
Great West Electric Co., Ltd., Winnipeg, Man.
Champion Spark Plug Co., Windsor, Ont.
Dominion Battery Co., Ltd., Toronto, Ont.
Eclipse Mfg. Co., Indianapolis, Ind.
W. T. Evans, 1694 St. Urbain St., Montreal
Hyslop Bros., Toronto
Interstate Electric Novelty Co., Montreal
Northern Electric Co., Ltd., Toronto
Sharp Spark Plug Co., Cleveland, Ohio.

Spiders
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Spoke Shaves
Stanley Rule & Level Co., New Britain, Conn.

Sponge Baskets
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Sprayers
Collins Mfg. Co., Toronto
Thos. Davidson Mfg. Co., Ltd., Montreal.
Eureka Planter Co., Woodstock

Springs
B. J. Coghlin Co., Ltd., Montreal, Que.

Spring Dies
Wells Bros. Co. of Canada, Galt

Stable Fittings
Beatty Bros., Fergus, Ont.
Canada Foundries & Forgings, Brockville.
Toronto Lock Mfg. Co., Toronto.

Store Fixtures
Cameron & Campbell, Toronto.
Milbradt Mfg. Co., Sterling, Ill.
Walker Bin & Store Fixture Co., Kitchener, Ont.

Stoves
Burrow, Stewart & Milne, Hamilton, Can.
Canada Foundries & Forgings, Brockville.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Enterprise Foundry Co., Sackville, N.B.
Findlay Bros., Carleton Place
Gurney Foundry Co., Toronto
Hoosier Stove Co., Marion, Ind.
McClary Mfg. Co., London, Ont.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
Record Foundry & Machine Co., Moncton, N.B.
Jas. Stewart Mfg. Co., Ltd., Woodstock

Stoves, Fireless Cook
Louis McLain Co., Ltd., Winnipeg, Man.

Stoves, Gasoline
National Stamping & Electric Works, Chicago

Stove Lining
Geo. W. Reed, Montreal.

Stove Pipe
Collins Mfg. Co., Toronto
Thos. Davidson Mfg. Co., Ltd., Montreal.

Stretchers, Wire
Banwell Hoxie Wire Fence Co., Ltd., Hamilton
Merchants Hardware Specialties, Ltd., Calgary, Alta.

Steel, Reinforcing
Baines & Peckover, Toronto.
Canadian Rolling Mills Co., Ltd., Montreal
Canadian Tube & Iron Co., Ltd., Montreal
London Rolling Mill Co., London, Ont.
Manitoba Rolling Mills Co., Winnipeg

Steel, Strip
Baines & Peckover, Toronto, Ont.
Dominion Sheet Metal Co., Ltd., Hamilton

Stencils and Ink
Hamilton Stamp & Stencil Co., Hamilton

Steamers and Boilers
Thos. Davidson Mfg. Co., Ltd., Montreal.

Steel Bending Brakes
Steel Bending Brake Works, Chatham

Steel, Mild, Sleigh Shoe, Tire
Baines & Peckover, Toronto, Ont.
Canadian Rolling Mills Co., Ltd., Montreal
Canadian Tube & Iron Co., Ltd., Montreal
London Rolling Mill Co., London, Ont.
Manitoba Rolling Mills Co., Winnipeg
Steel Co. of Canada, Hamilton

Stains
Brandram-Henderson, Montreal
Canada Paint Co., Ltd., Montreal
Dougall Varnish Co., Ltd., Montreal
The Lowe Bros. Co., Toronto
R. C. Jamieson & Co., Ltd., Montreal
Martin-Senour Co., Ltd., Montreal
McArthur-Irwin, Ltd.
Benjamin Moore & Co., Ltd., Toronto
A. Ramsay & Sons Co., Montreal
The Ottawa Paint Works, Ottawa.
Sanderson Pearcy & Co., Toronto.
Sherwin-Williams Co., Montreal
Standard Paint & Varnish Co., Windsor Ont.
Spielman Agencies Ltd., Montreal
G. F. Stephens & Co., Winnipeg

Staples
Canada Steel Goods Co., Hamilton
Laidlaw Bale-Tie Co., Ltd., Hamilton
National Mfg. Co., Sterling, Ill.
Steel Co. of Canada, Ltd., Hamilton
Western Wire & Nail Co., London

Stays, Friction
Toronto Lock Mfg. Co., Toronto.

Stools
Evan L. Reed Mfg. Co., Sterling, Ill.

STUCCO BOARD
Bishopric Wall Board Co., Ltd., Ottawa, Ont.

Sweat Pads
American Pad & Textile Co., Chatham
Burlington Windsor Blanket Co., Toronto.

Switches, Switchboards
Canadian General Electric Co., Ltd., Toronto
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal.

Supply Pipes, Iron and Brass, Bath and Basin
Empire Mfg. Co., London, Ont.

Talking Machines
Dominion Sewing Machine & Phonograph Co. Winnipeg

Tanks, Cistern
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Tanks, Galvanized Steel
Empire Mfg. Co., London and Toronto
Winnipeg Ceiling & Roofing Co., Winnipeg

A suggestion to get new business

Oily waste cans will materially reduce Factory Insurance Rates.

A Seasonable Suggestion Sanitary Garbage and Ash Cans

In summer garbage regulations are rigidly enforced, and sales in this line are usually heavy. Reed's Sanitary Garbage and Ash Cans are made of strong reinforced galvanized steel in popular sizes and styles for use in house, school, office, building, hotel, club and restaurants.

Each style is constructed to give the best service for which it is intended, and judging by repeat orders, our designs are giving first-class satisfaction. To appreciate the real merit found in these Reed Products, write for circular giving full description of various styles. Special Dealers' Prices.

Note: You should make it a particular point to enquire about Reed's Plastic Asphalt Roof Cement. Make a note to mention it in your letter.

GEO. W. REED & COMPANY LIMITED

37 ST. ANTOINE ST. MONTREAL

Rock Island Combination Forge, Anvil and Vise

FRAME—is steel angles.

FORGE — Pan is oval, 12 x 15 inches.

FAN — is driven by an accurately cut gear and pinion.

VISE — jaws are 3½ inches wide and opens 11 inches.

PIPE JAWS — take pipe and round rods up to 2 inches in diameter.

DRILL—takes ½-inch round shank drills; chuck is steel.

The machine weighs about 135 pounds. Order a sample. This tool will sell on sight.

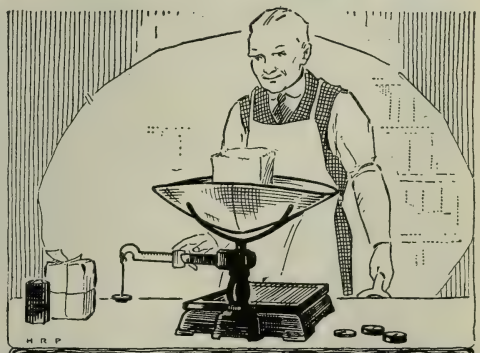
Factory and Office:

Rock Island Manufacturing Company

ROCK ISLAND, ILL.

NEW YORK—113 Chambers St. CHICAGO—180 N. Market St.

VISES *A Type and Size for Every Service*



Fairbanks Scales

For over 85 years Fairbanks Scales have been the World's Standard for accurate weighing.

The Canadian Fairbanks-Morse Co., Limited

"Canada's Departmental House for Mechanical Goods"

St. John, Quebec, Montreal, Ottawa, Toronto, Hamilton, Windsor, Winnipeg, Saskatoon, Calgary, Vancouver, Victoria

THE BUYERS' GUIDE

Tape
Butterfield & Co., Rock Island, Que.
Pratt & Whitney Co., Dundas, Ont.
Wells Bros. Co. of Canada, Galt, Ont.
Tap Holders
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Tapping Attachments
Pratt & Whitney Co., Dundas, Ont.
Wells Bros. of Canada, Galt
Tapes, Measuring
Caverhill, Learmont & Co., Montreal
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
Lufkin Rule Co., Ltd., Windsor, Ont.
L. S. Starrett Co., Athol, Mass.
Tea Pots and Urns, Tea Ball
Landers, Frary & Clark, New Britain, Conn.
Terne Plates
A. C. Leslie & Co., Ltd., Montreal
Thimbles, Smoke Pipe
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Tiling, Walls and Floor
Barton Netting Co., Windsor
Tiling, Rubber
Gutta Percha & Rubber Co., Ltd., Toronto.
Tinsmiths' Machinery
Brown, Boggs Co., Hamilton, Ont.
Steel Bending Brake Works, Chatham.
Tire Carriers, Automobile
Kinzinger Bruce & Co., Niagara Falls, Ont.
Tires and Tubes, Automobile
Canadian Consolidated Rubber Co., Montreal.
Dunlop Tire & Rubber Co., Toronto, Can.
Gutta Percha & Rubber Co., Toronto.
McGraw Tire & Rubber Co., East Palestine. O
North American Hardware Co., Ltd., Montreal,
Tools
Buck Bros., Millbury, Mass.
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
B. J. Coghlin Co., Ltd., Montreal, Que.
Northern Electric Co., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.
Pratt & Whitney, Dundas, Ont.
Ward & Payne, Sheffield, Eng.
Tools, Garden
Eureka Planter Co., Woodstock
Ward & Payne, Sheffield, Eng.
Tools, Harvest
Beatty Bros., Ltd., Fergus, Ont.
F. E. Myers & Bro., Ashland, O.
Toys
American Flyer Mfg. Co., Chicago, Ill.
J. E. Beauchamp & Co., Montreal
A. C. Gilbert Co., New Haven, Conn.
Tools, Blacksmiths'
D. Ackland & Son, Winnipeg.
Tools, Machinists'
L. S. Starrett Co., Athol, Mass.
Goodell-Pratt Co., Greenfield, Mass.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
Tools, Woodworkers'
National Machinery & Supply Co., Hamilton
Towel Bars
Kinzinger Bruce & Co., Niagara Falls, Ont.
Newell Mfg. Co., Prescott, Ont.
Traps, Brass, Iron, Lead
Canada Metal Co., Toronto.
Empire Mfg. Co., London, Ont.
Traps, Game
Oneida Community, Ltd., Niagara Falls, Ont.
Troughs
Beatty Bros., Fergus, Ont.
Trammel Points
Stanley Rule & Level Co., New Britain, Conn.
Trowels
H. Disston & Sons, Toronto
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Ward & Payne, Sheffield, Eng.
Trucks, Warehouse
Canada Foundries & Forgings, Brockville
John Watson Mfg. Co., Ltd., Winnipeg, Man.
Try Squares
Henry Disston & Sons Co., Toronto
Stanley Rule & Level Co., New Britain, Conn.
Truing Devices
Cleveland Stone Co., Cleveland, Ohio
Tungsten Lamps
Canadian Tungsten Lamp Co., Hamilton, Ont.
Canadian Laco-Phillips Co., Toronto
Great West Electric Co., Ltd., Winnipeg, Man.
North American Hardware Co., Ltd., Montreal,

Turning Tools
Buck Bros., Millbury, Mass.
Ward & Payne, Sheffield, Eng.
Tabs
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Tumbler Holders
Kinzinger Bruce & Co., Niagara Falls, Ont.
Tubing, Steel
Standard Tube & Fence Co., Woodstock
Twines
Consumers Cordage Co., Montreal
Scythes & Co., Ltd., Toronto.
Walter Woods & Co., Hamilton
Valves, Standard, Globe, Angle and Check
Canadian Fairbanks-Morse Co., Montreal.
Empire Mfg. Co., London, Ont.
Jenkins Bros., Montreal, Que.
Jas. Morrison Brass Mfg. Co., Toronto.
T. McAvity & Sons, Ltd., St. John, N.B.
Penberthy Injector Co., Limited, Windsor, Ont.
United Brass Founders, Ltd., Manchester, Eng.
Valves, Radiator and Air, Iron Body, Composition, Globe, Angle, Check
Canadian Fairbanks-Morse Co., Montreal, Que.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Empire Mfg. Co., London, Ont.
Jenkins Brass Co., Montreal, Que.
Jas. Morrison Brass Mfg. Co., Toronto.
T. McAvity & Sons, Ltd., St. John, N.B.
Penberthy Injector Co., Limited, Windsor, Ont.
United Brass Founders, Ltd., Manchester, Eng.
Varnishes
Berry Bros., Walkerville
Boston Varnish Co., Everett Station, Boston.
Brandram-Henderson, Montreal
Canada Paint Co., Montreal
Dougall Varnish Co., Ltd., Montreal
McArthur Irwin, Montreal
Martin-Senour Co., Ltd., Montreal
Benjamin Moore & Co., Ltd., Toronto
A. Ramsay & Son, Montreal
R. C. Jamieson & Co., Montreal
Pratt & Lambert, Bridgeburg, Ont.
Sanderson, Pearcy & Co., Toronto.
Sherwin-Williams Co., Montreal
G. F. Stephens & Co., Ltd., Winnipeg
Ottawa Paint Works, Ottawa.
Willson & Kompass, Hamilton
Ventillators, Metallic
Metallic Roofing Co., Toronto and Winnipeg
Winnipeg Ceiling & Roofing Co., Winnipeg
Vises
Thos. Birkett & Son Co., Ltd., Ottawa.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal
Goodell-Pratt Co., Greenfield, Mass.
Lewis Bros., Ltd., Montreal
National Machinery & Supply Co., Hamilton
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.
Vulcanizers
Adamson Mfg. Co., Hamilton
Northern Electric Co., Montreal
C. A. Shaler Co., Waupun, Wis.
Wagon Hardware
Gregg Mfg. Co., Ltd., Winnipeg, Man.
Wagons
Woodstock Wagon Mfg. Co., Woodstock, Ont.
WALLBOARD
Bishopric Wall Board Co., Ltd., Ottawa, Ont.
Warmers, Foot
Chicago Flexible Shaft Co., Chicago, Ill.
Washers
C. Kloepfer, Ltd., Toronto
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton
The Toronto Lock Mfg. Co., Toronto, Ont.
Wilkinson & Kompass, Hamilton
Washing Machines, Electric, Hand and Power
Beatty Bros., Fergus, Ont.
Canadian Woodenware Co., St. Thomas, Ont.
J. H. Connor & Son, Ltd., Ottawa
Cushman Motor Works, Ltd., Winnipeg, Man.
Dowswell, Lees & Co., Hamilton.
Great West Electric Co., Ltd., Winnipeg, Man.
Maytag Co., Winnipeg, Man.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
Northern Electric Co., Montreal
Waste, Cotton
Acme Waste Mfg. Co., Toronto.
Scythes & Co., Ltd., Toronto
Wilkinson & Kompass, Hamilton

Wash Boards
Canadian Woodenware Co., St. Thomas, Ont.
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Water Supply Systems
Empire Mfg. Co., London, Ont.
Weather Stripping
Swan Mfg. Co., Winnipeg
Wedges
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canadian Warren Axe & Tool Co., St. Catharines, Ont.
Whitewash Outfits
Collins Mfg. Co., Toronto
Spramotor Co., London, Ont.
Weeders, Garden (hand)
J. E. Gilson Mfg. Co., Port Washington, Wis.
C. S. Norcross & Sons, Bushnell, Ill.
Weights
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Wheels, Well
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Wholesale Hardware
Thos. Birkett & Co., Ottawa, Ont.
Caverhill, Learmont & Co., Montreal
Frothingham & Workman, Montreal
H. S. Howland Sons & Co., Toronto.
Lewis Bros., Ltd., Montreal
Miller-Morse Co., Winnipeg, Man.
Rice, Lewis & Sons, Ltd., Toronto
White's, Ltd., Collingwood, Ont.
White Lead
Brandram-Henderson, Montreal
Canada Paint Co., Ltd., Montreal
Carter White Lead Co., Montreal
Steel Co. of Canada, Ltd., Hamilton
McArthur Irwin, Montreal
Windows, Kalameined
Metallic Roofing Co., Toronto and Winnipeg
Windshields
Leeke & Potts, Hamilton, Ont.
Wire Cloth
B. Greening Wire Cloth Co., Ltd., Hamilton
Wire Cutters
Bridgeport Hardware Co., Bridgeport, Conn.
Northern Electric Co., Montreal
Wire Hoops
Laidlaw Bale-Tie Co., Ltd., Hamilton
Steel Co. of Canada, Ltd., Hamilton
Wire
Canadian Tube & Iron Co., Ltd., Montreal
Caverhill, Learmont & Co., Montreal
B. Greening Wire Cloth Co., Ltd., Hamilton
Laidlaw Bale-Tie Co., Ltd., Hamilton
Lewis Bros., Ltd., Montreal
Northern Electric Co., Montreal
Northern Bolt Screw & Wire Co., Owen Sound
Steel Co. of Canada, Hamilton
Western Wire & Nail Co., London
Wire Mats
B. Greening Wire Cloth Co., Ltd., Hamilton
Wire Rope
Baines & Peckover, Toronto.
Wrapping Paper
McArthur & Co., Alex., Montreal, Que.
Wrenches and Accessories
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Keystone Mfg. Co., Buffalo, N.Y.
L. S. Starratt Co., Athol, Mass.
Trimont Mfg. Co., Roxbury, Mass.
Will & Lane, Chicago, Ill.
J. H. Williams Co., Brooklyn, N.Y.
Wrenches, Alligator
Bridgeport Hardware Co., Bridgeport, Conn.
Wrenches, Ratchet
L. S. Starrett Co., Athol, Mass.
Spielman Agencies, Montreal
Wrought Nipples
Canadian Tube & Iron Co., Ltd., Montreal
Wrought Couplings
Canadian Tube & Iron Co., Ltd., Montreal
Wringers, Hand and Power
Beatty Bros., Fergus, Ont.
Caverhill, Learmont & Co., Montreal
Dowswell, Lees & Co., Hamilton.
J. H. Connor & Sons, Ltd., Ottawa
Lewis Bros., Ltd., Montreal
Merchants Hardware Specialties, Ltd., Calgary Alta.
Zinc, Bar
Canada Metal Co., Ltd., Toronto

Consult Hardware and Metal Buyers' Guide

If what you want isn't advertised in this issue, consult our Buyers' Directory. If it isn't listed in our Directory, write us and we will give you the information.

Bedrock in Auto Tire Prices

¶ No other **standard** make of tires can be purchased at lower prices than Dunlop Tires sell at. (If so, they must be "seconds.")

¶ No other **standard** make of tires can show reasons why they should be purchased at higher prices than Dunlop Tires sell at.

¶ Tires lower-priced than Dunlop mean a loss to you **in the end.**

¶ Tires higher-priced than Dunlop mean a loss to you **at the beginning** and **no gain to you in the end.**

¶ If anybody tells you they have lower-priced tires than Dunlop, tell them possibly so, but more than likely their tires are Unknown and Untried.

¶ If anybody tries to sell you higher-priced tires than Dunlop, ask them to name a single virtue in their product not found in Dunlop Tires—"Traction Tread," "Special," or "Plain."

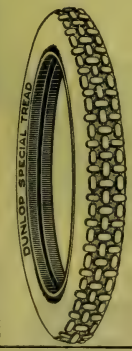
¶ Dunlop prices are standardized prices for standardized Quality. Dunlop Tires have been made in Canada since 1894. Therefore, Dunlop means "Dean of the Tire Industry."

ELASTICITY, QUALITY

Both are permanent with

DUNLOP SEAMLESS TUBES

Made by a patented process. It cost you no more to get the most in Auto Tube Merits.



The Dunlop Catalogue A. IA. gives a first-hand idea of the completeness of the Dunlop Line. You should have a copy that you may not only know more about Dunlop Tires and Tubes, but that you may also further appreciate the excellence of Dunlop Accessories.

Dunlop Tire & Rubber Goods Co., Limited

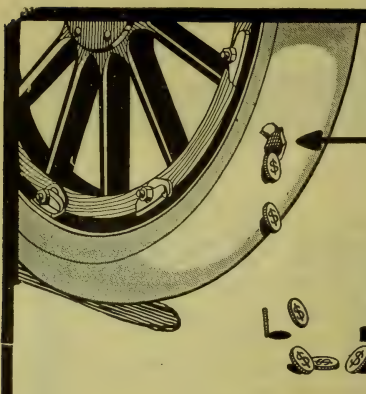
HEAD OFFICES AND FACTORIES: TORONTO

Branches: Victoria, Vancouver, Edmonton, Calgary, Saskatoon, Regina, Winnipeg, London, Hamilton, Toronto, Ottawa, Montreal, St. John, Halifax

Makers of High-grade Tires for Automobiles, Motor Trucks, Bicycles, Motorcycles and Carriages ;and High-grade Rubber Belting, Packing Fire Hose and General Hose, Dredge Sleeves, Military Equipment, Mats, Tiling, Heels and Soles, Cements, Horse Shoe Pads and General Rubber Speciaities.

DUNLOP TIRES

If interested, tear out this page and place with letters to be answered.



Stop that Leak with an ADAMSON

It doubles the life of tires

90 per cent. of your customers' Tire troubles and expense can be saved with an Adamson Vulcanizer—cuts and injuries can be repaired in fifteen minutes **or less at a cost of a few cents.**

The Adamson Vulcanizer operates different from any other vulcanizer **and there are several times more of them in use than all other makes combined.**

Model "E," light and handy outfit for the quick repair of tube punctures on the road. Price $1.50.

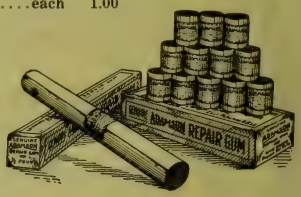
Model "U" repairs tubes and casings without deflation or removal from car. Price $3.50.

Model "M," especially built for repairing Motorcycle, Bicycle, Ford and Cycle Car. Price $1.75.

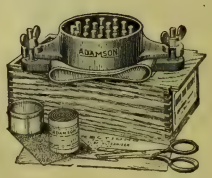
Model "S" is largest and particularly designed for private garage and repair shop. With this vulcanizer a cut 15 to 20 inches in length can be repaired in from 15 to 20 minutes. Price $15.00.

Adamson's Repair Gum—is especially prepared for use with Adamson Vulcanizers—a high-grade repair stock for tubes and casings compounded to give perfect adhesion without the use of cement.

Repair kit rolls, each 25c.....	per doz.	$2.00
One-fourth pound rolls	each	.50
One-half pound rolls	each	1.00



Adamson Manufacturing Company
Hamilton, Canada



If interested, tear out this page and place with letters to be answered.

Why You Should Be A Michelin Dealer

No. 7

Michelin Tubes Outlast All Others

The photograph reproduced above shows one of the many definite proofs of Michelin superiority which the Michelin Dealer has at his command.

Each of the inner tubes shown was made by joining together half a Michelin Tube and half a tube of another make. The composite tubes were then run to destruction under normal driving conditions on the road.

Notice that the Michelin sections remained intact after all the other tubes had blown out. The test was repeated many times, and the result was always the same—conclusive evidence that Michelin Red Inner Tubes possess superior durability.

Most motorists use Michelin Tubes. Your customers, too, use them. Isn't it time to reorder?

MICHELIN TIRE COMPANY
of Canada, Limited

782 St. Catherine Street West,
Montreal, Canada

MICHELIN

Fairbanks-Morse Automobile Accessories

Every Hardware Dealer knows the possibilities for a paying Automobile Accessory business in his town.

The number of Autos has increased by leaps and bounds. Every Auto Owner has to spend hundreds of dollars each year to keep his car going, or to fit it up to suit his individual fancy.

The Hardware man is the logical one to supply this demand.

The Fairbanks-Morse Auto Supply Catalogue shows an attractive line of practical accessories at reasonable prices.

Send for it.

The Canadian Fairbanks-Morse Co., Limited

"Canada's Departmental House for Mechanical Goods"

St. John Quebec Montreal Ottawa Toronto Hamilton Windsor Winnipeg
Saskatoon Calgary Vancouver Victoria

If interested, tear out this page and place with letters to be answered.

If interested, tear out this page and place with letters to be answered.

Sell Your Customers the Revolver They Trust

Defense of Home and Defense of Country are receiving more serious attention than ever before in our history

Iver Johnson Revolvers are made primarily for Home Defense, and the public knows it.

"Hammer the Hammer" advertising has taught the country that an Iver Johnson is the safe revolver for the home that has women and children.

Your stock of Iver Johnson revolvers should be varied enough to give every customer the model he wants.

And don't overlook the good selling qualities of the rest of the Iver Johnson line — Shotguns, Bicycles, and Motorcycles.

Write for complete catalogues

IVER JOHNSON'S ARMS & CYCLE WORKS

330 River St., Fitchburg, Mass.

99 Chambers St., New York

717 Market St., San Francisco

IVER JOHNSON
Safety Automatic **REVOLVER**

Pressed Steel and Brass Grease Cups
Oil Hole Covers and Oil Cups
Spring Shackle Bolts
Brass Pattern Makers Dowel Pins

Catalogues and Prices Sent Upon Application

The CANADIAN WINKLEY CO., Ltd.
WINDSOR, ONT.

The housewife who buys

MENDETS
A PATENT PATCH

discovers for herself that they are the most effective repairers she has ever known. Consequently she is pleased that you recommend them and will come again to your store. "Mendets" do such effective work that they make friends for you everywhere.

The following wholesale hardware merchants sell Mendets Whites, Ltd., Collingwood, Ont.; Wood, Vallance, Ltd., Winnipeg, Man.; Wood, Vallance & Co., Hamilton, Ont.; Hobbs Hardware Co., Ltd., London, Ont.; D. H. Howden & Co., Ltd., London, Ont.; Thos. Birkett & Son Co., Ltd., Ottawa, Ont.; Miller-Morse Hardware Co., Winnipeg, Man.; Marshall Wells Alberta Co., Ltd., Edmonton, Alta.; Walter Woods & Co., Winnipeg, Man.; Rogers Hardware Co., Ltd., Charlottetown, P.E.I.; Thompson & Sutherland, Ltd., North Sydney, N.S.; Merrick, Anderson Co., Ltd., Winnipeg, Man.; A. M. Bell & Co., Halifax, N.S.; J. H. Ashdown Hardware Co., Ltd., Winnipeg, Man.; Bond Hardware Co., Guelph, Ont.; Emmerson & Fisher, Ltd., St. John, N.B.; R. Chestnut & Sons, Fredericton, N.B.; L. H. Hebert & Co., Montreal, Quebec; Cowan Hardware Co., London, Ont.; The Hanbury Hardware Co., Brandon, Man.; McLennan, McFeely & Co., Ltd., Vancouver, B.C.; Martin, Finlayson & Mather, Ltd., Vancouver, B.C.; Crowell Bros., Halifax, N.S.; Caverhill, Learmont & Co., Montreal, Que.; Revillon Wholesale, Ltd., Edmonton, Alta.; Wood, Vallance & Adams, Ltd., Calgary, Alta.; Louis McLean Co., Ltd., Winnipeg, Man.; Lewis Bros., Ltd., Montreal, Que.; Wood, Vallance & Leggat, Ltd., Vancouver B.C.; Kennedy Hardware Co., Toronto; T. McAvity & Sons, Ltd., St. John, N.B.; H. S. Howland, Sons & Co., Toronto.

Collette Mfg. Company

Collingwood, Ont., Canada

If interested, tear out this page and keep with letters to be answered.

The New Presto Necessity

Presto Body Brace *and* Running Board Support *for* Fords

Belongs on Every Ford

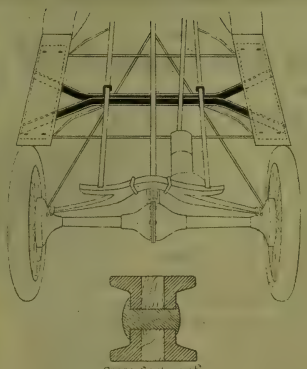
Every Ford car needs a Presto Body Brace and Running Board Support. Every Ford owner is an interested prospect.

The Presto Brace—**The only one of its kind**—sells like a shot, and knows no competition, because it is "strong as a bull" and we furnish two boards, each 3 feet long, with each brace. Stops vibration, avoids sagging of running boards, and prevents them breaking away from the fenders. Strictly a **quality** article, that your customers will thank you for selling them.

Popular with taxicab companies—a source of **quantity** business for dealers—with passenger-car owners and users of commercial Fords.

Price in Canada, $6.00. Satisfaction guaranteed. Order from your jobber, or write direct to us, if he cannot supply you.

JOBBERS: This new one is a knockout. **Ask us about it. Exceptional discounts.** Insist on having PRESTO Products. **Write** for free literature and cuts of all new products.



Cross Section of Presto Body Brace

METAL SPECIALTIES MFG. CO. *Inc.*
338-352 N. Kedzie Avenue CHICAGO
Eastern Branch—16-24 W. 61st. St, New York City—Western Branch—149 New Montgomery St, San Francisco, Calif.

If interested, tear out this page and place with letters to be answered.

THE SPHINX MFG. CO.

BIRMINGHAM, ENGLAND

Canadian Representative:

W. T. EVANS

1684 St. Urbain St., Montreal

Pays to Get Off to Good Start

Put in your order for **North Star Multiple Ignition Dry Batteries** right now. There's a harvest of sales in sight for dealers selling the "North Star" line. It's a better and more serviceable battery for **Western Canada autoists** than has yet been produced. The dealer that gets off to a good start selling **North Star Multiples** will have most of the ignition battery business coming his way throughout the auto season.

Don't delay—order now. State **North Star Multiples** to your jobber.

CANADA DRY CELLS

LIMITED

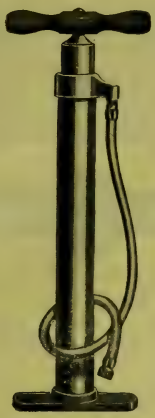
WINNIPEG

Order North Star Multiples NOW!

If interested, tear out this page and place with letters to be answered.

Tallman Double Action Pump

Easy on Your Back



Saves Your Tires

Tallman Brass & Metal Co.
HAMILTON, ONT.

CLEVELAND

C.C.M. BICYCLES

may be had with the following well-known name-plates:

MASSEY
CANADA CYCLE & MOTOR LIMITED TORONTO

Red Bird
Perfect
Massey
Cleveland
Columbia
Gendron
Ivanhoe

BRANTFORD RED BIRD

PERFECT

All Guaranteed by

Canada Cycle & Motor Co. Limited
WESTON

ANNOUNCING THE

H & R Self-Loading (Automatic) Pistol

Caliber .32 (7.65 M/M)

A hammerless pistol of the automatic type combining the desirable features of the various pistols now on the market and offering in the highest degree simplicity of construction, strength and reliability of mechanism, light weight and compactness.

A special circular describing this pistol, also a catalog of our complete line, will be mailed to any address on request.

LEADING HARDWARE AND SPORTING GOODS JOBBERS CAN SUPPLY.

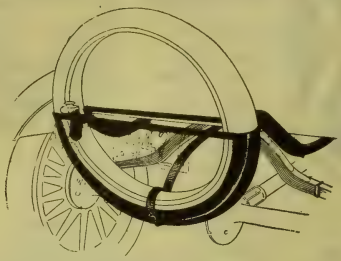
HARRINGTON & RICHARDSON ARMS COMPANY

715 PARK AVENUE, WORCESTER, MASS., U.S.A.

If interested, tear out this page and keep with letters to be answered.

The "NIAGARA"

Rear Tire Carrier for FORD Cars

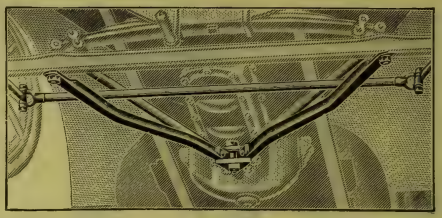


Quickly Attached, without drilling any holes.
Three Arm Support ensures rigidity.
No Chafing of Tires in Pressed Steel Basket.
Carries Demountable rim or plain tire.
Lock Furnished for safety.
Brilliant Finish in Baked Black Enamel.
Ample Clearance over the roughest roads.
Price $6.00. Write for particulars.

MANUFACTURED BY

Kinzinger Bruce & Co., Ltd.

Niagara Falls **Canada**



Big Opportunity To Sell To Owners of Small Cars

SUB-RADIUS ROD.—A boon to small car owners. Prevents rods from breaking or bending and eliminates chance of accidents. Stops vibration. Simple, dependable, durable.

Rear Axle Truss.—Prevents rear axle housing from sagging or being thrown out of line. No extra fittings, no holes to drill, all ready to easily adjust.

These accessories are money makers. Write direct or see your jobber.

LINE & KIMBALL CO.

Manufacturers of Auto Accessories

Moose Jaw **Saskatchewan**

MADE IN CANADA

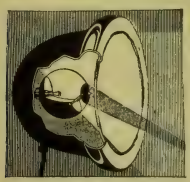
BUFFALO OILS

These are a few of our most staple lines, so well and favorably known throughout Western Canada, and are sold only through reliable merchants.

HARNESS OIL
NEATSFOOT OIL

Special Cylinder Oil (for steam engines).
A Gas Engine Oil (for gasoline engines).
Tractorlene Oil (for oil burning engines).
Ideal Thresher's Machines Oil (for general use).
Automobile Oil and Transmission Greases.

PRAIRIE CITY OIL COMPANY, LIMITED, WINNIPEG



The Perrin No-Glare in an Automobile Headlight

Perrin No-Glare for Auto Headlights

This device gives the best results for the money. Eliminates glare. Gives good roadlight. Is legal everywhere.
Satisfaction guaranteed or money refunded.
Retails at $2.25 per pair. Special price to dealers and garages.
Heads lists of approved devices in Manitoba.

Western Distributor

W. W. HICKS, 567 Banning St., WINNIPEG

Elgin Wrenches

Stand for Convenience and Service.

Excel in appearance, finish, durability. The convenient wrench for inconvenient places. Convenient to use, easy to carry, effective in results.

STAR MANUFACTURING CO.
Carpentersville, Ill., U.S.A.

"Write for HARDWARE and METAL Electro Booklet"

If interested, tear out this page and keep with letters to be answered.

YOU
SHOULD SELL
WEED CHAIN JACKS

The most easily operated Jack on the Market

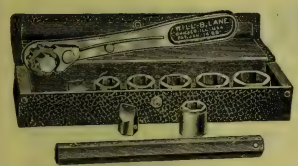
Weed Chain Jacks lift a car by a few pulls on a chain and lower by a few pulls in the opposite direction. The operator can stand away from the car, clear of the wheels, mud guards and tire carriers. This feature is especially noteworthy where cars are operated by women.

They are made of malleable iron, black enamelled; the base is extra heavy to prevent upsetting; the top is concave to prevent slipping of the axle. The lifting screw is cold rolled steel with square machine cut threads. The gear housing is stamped steel, and the chain is heavily plated to prevent rust.

A Weed Jack purchaser is a pleased customer.

GREAT WEST ELECTRIC COMPANY, LIMITED
WINNIPEG

Distributors for Laco Tungsten and Nitro Lamps. Our Auto Accessory Catalog is now ready, did you get your copy?



FORD SET

The Ford Set contains: 1 Handle 7 inches in length; 2 Screw-driver Bits; 1 Extension Bar 6 inches in length; SIX SOCKETS to fit all nuts and bolt heads on Ford Car, including the cylinder head.

STANDARD SET

Standard Set contains: 1 Handle 7 inches in length; 2 Screw-driver Bits; 7 Sockets to fit semi-finished Hex nuts, as follows: U.S. Standards from ¼ to ½ in.; A.L.A.M. Standards from 5-16 to 11-16 in.; Cap Screw Heads from 5-16 in. to ⅝ in.

Autoists like that ratchet feature

Lane's Unique Ratchet Wrench is ideal for close work

The autoist who has once discovered a few of the hard-to-get-at nuts and screws on his car is only too pleased to have some one introduce to him Lane's Unique Ratchet Wrench. He sees at a glance how effective the ratchet feature would be in close quarters where an ordinary tool would be absolutely useless.

Play up this ratchet feature and so arrange auto accessory displays that when motorists get up against the tool problem they will remember Lane's Unique Ratchet Wrench and come to you for a set.

Representatives

BRITISH COLUMBIA
Millen & Son, Ltd. - - - Vancouver
Wood-Vallance & Legatt - - - Vancouver

ALBERTA
Marshall-Wells Alberta Co. - - Edmonton
Wood-Vallance & Adams - - - Calgary
Merchants Hdwe. Specialties - - Calgary
The Chapin Company - - - Calgary
Motor Car Supply Co., Ltd. - - - Calgary
Great West Saddlery Co. - - - Edmonton
Great West Saddlery Co. - - - Calgary

SASKATCHEWAN
J. H. Ashdown Hdwe. Co. - - Saskatoon
Bowman Brothers - - - Saskatoon
Western Motor Supply, Ltd. - - - Regina
W. W. Cooper Co. - - - Swift Current
Great West Saddlery Co. - - - - Regina
Great West Saddlery Co. - - - Saskatoon

MANITOBA
J. H. Ashdown Hdwe. Co., Ltd. - Winnipeg
Marshall-Wells Hdwe Co., Ltd. - Winnipeg
Wood-Vallance & Co. - - - - Winnipeg
Great West Saddlery Co. - - - Winnipeg
Merrick-Anderson Co., Ltd. - - Winnipeg
Miller-Morse Hdwe. Co., Ltd. - - Winnipeg
Michael Ert, Ltd. - - - - Winnipeg

ONTARIO
Hobbs Hardware Co. - - - - London
D. H. Howden & Co., Ltd. - - - London
London Engine Supply Co. - - - London
Wood-Vallance & Co. - - - - Hamilton
Alexander Hardware Co. - - - - Hamilton
E. S. Howland Sons Co., Ltd. - Toronto
Kennedy Hdwe. Co., - - - - Toronto
Aikenhead Hdwe., Ltd. - - - Toronto
Rice Lewis & Son, Ltd. - - - Toronto
Millen & Son, Ltd. - - - - Toronto
A. Chown & Co. - - - - - Kingston
Edwin Chown & Son - - - - - Kingston
W. B. Dalton & Sons, Ltd. - - Kingston
Thomas Birkett & Sons Co. - - - Ottawa

QUEBEC
Caverhill, Learmont & Co. - - - Montreal
Lewis Brothers, Ltd. - - - - Montreal
Millen & Son, Ltd. - - - - Montreal
Mechanics Supply Co. - - - - Quebec
J. H. Mitchell & Co. - - - Sherbrooke
La Cie Codire & Fils - - - Sherbrooke

Will B. Lane - Chicago, Ill.
180 North Dearborn Street

If interested, tear out this page and keep with letters to be answered.

Trapshooting Is Increasing In Popularity

Every year more men and women are discovering the fascination that comes from the sport of Trapshooting. And every season the demand for duPont Sporting Powders increases. That is the reason why you should specify "duPont loading" in the shells you handle. It identifies your store with the famous duPont oval trade mark—the standard by which experts and professional shooters buy their powders.

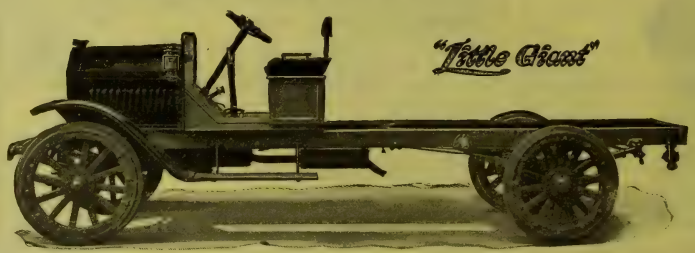
All makers of ammunition use duPont Powder and you can gain a large and increasing sale among shooters by featuring and advertising that duPont products can be had at your store.

DU PONT

E. I. duPONT deNEMOURS & COMPANY

(Powder Makers since 1802) WILMINGTON, DEL., U.S.A.

WORM DRIVE TRUCKS



NOTE
One Year Guarantee backed by a Corporation with resources of $14,000,000

MODELS FOR ALL BUSINESS

One, Two, Three and a Half and Five Tons

Canadian Pneumatic Tool Co., Limited

For Territorial Agencies, write Montreal Office

345 CRAIG STREET WEST
MONTREAL

BRANCH: 107 Church St., Toronto

Diamonds cut Tire upkeep for two *good* reasons

And yet—if Diamond Tires were sold at so much per delivered mile their first cost would be among the **highest.**

Diamond Tires Cost Less to Run

For, after all, the purchase price **means nothing** if the tire does not wear well; if it **does not** cost less to run.

In buying Diamond Tires your customers begin to cut "tire upkeep" **from the first minute**—and keeps on cutting "tire upkeep" the more he runs it.

Diamond Dealers usually save time in making sales by just saying to their prospects:

"Mr. Customer, when your car is equipped with four Diamonds you are cutting 'tire upkeep' **four ways at once.**"

North American Hardware Supply, Limited

Wholesale Hardware Diamond Tires and Accessories

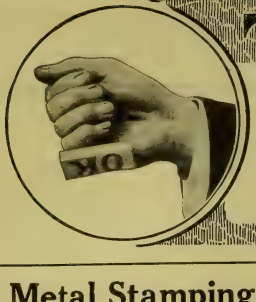
222 NOTRE DAME ST. WEST -:- MONTREAL

WANTED, AT ONCE — CAPABLE HARDware man to manage retail hardware business in thriving Ontario town. State experience, salary expected, and give references. Apply Box 182, Hardware and Metal.

Men who are capable of managing a retail hardware business are not easy to find. The position requires a high type of ability. Above all, it requires a man who recognizes opportunities and who knows how to make the most of them. That type of man in the hardware business is almost invariably a reader of HARDWARE AND METAL. There were fifteen replies to the advertisement shown here. It was a point in favor of all the applicants that they were in the habit of reading HARDWARE AND METAL.

USE THE WANT AD PAGE

If interested, tear out this page and place with letters to be answered.



TRADE MARKS

Any trade-mark shown on this page, when stamped on an article of hardware, is the manufacturer's personal "O.K.," guaranteeing the quality of the product.

Metal Stampings

Drop a card for prices and particulars.

HAMILTON STAMP & STENCIL WORKS, LTD.
HAMILTON, ONT.

ELECTRICAL MICA

STOVE & ELECTRICAL
MICA
Stove mica in assorted sizes for the trade
A. G. MARTIN
234-236 Besserer St.
OTTAWA, ONT.

BLUE LABEL LAMPS

BLUE LABEL LAMPS
ALWAYS SATISFY
Made by
The Canadian Tungsten Lamp Co., Limited
Hamilton, Canada

FOOD CHOPPERS

Knives and plates made from wrought Swedish steel of finest quality. These choppers may be had tinned all over or enamelled white inside and japanned red outside. Stock carried.

F. W. LAMPLOUGH & CO.
Unity Bldg., Montreal

PATENTS

PATENT YOUR IDEAS

Get list wanted by manufacturers and our "Reference Guide for Inventors." Send sketch for free report as to patentability. Patents secured or our fees returned.

Harold C. Shipman & Co., Patent Attys.
Central Chambers, Ottawa, Canada

The PARMENTER BULLOCH CO., Ltd
GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

TRADE SAWYER MARK Registered
STITCHED CANVAS BELTS
"THE QUALITY BELT"
PLEWES LIMITED, Distributors, WINNIPEG

"Climax" Paper Balers

Turn Waste Paper Into Money

FREE—10 DAYS' TRIAL.

12 sizes.
Made of Steel.
Reduces your fire risk.
Salesmen and Dealers Wanted.

CLIMAX BALER CO.
HAMILTON, ONT.

BATH ROOM FITTINGS

K NIAGARA

KINZINGER, BRUCE & CO., LIMITED
NIAGARA FALLS, CANADA
WHAT WE MAKE WE GUARANTEE

AUTO ACCESSORIES

THE CLIPPER

There are three things that destroy your lawn—Dandelions, Buck Plantain and Crab Grass. In one season the Clipper will drive them all out. All dealers should investigate selling possibilities. Drop us a line and we will send circular and prices.

CLIPPER LAWN MOWER CO. Dixon, Ill.

Poultry Leg Bands, Ear Tags and Buttons

FOR STOCK *Retail Prices*

Challenge adjustable Leg Bands 15c per doz. 85c per 100
Single spiral colored bands..... 20c per doz. 90c per 100
Three spiral colored bands 25c per doz. $1.25 per 100
Cattle Ear Tags and Buttons, prices according to amount of printing required. Catalogue Free

H. E. ROSS — THE RIDEAU SPECIALTY CO. MANUFACTURERS SMITHS FALLS ONT.

Strong, Easy-Running Trucks

Made in all styles and sizes. Stocked for quick deliveries. Rubber tired if ordered. Made to order. Also hand trucks. Repairs supplied.

John Watson Mfg Co. Ltd.
Winnipeg

ALLEN'S SOLDERING FLUX

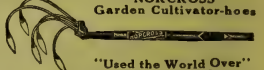
Non-Acid Soldering Fluid

KNOCK THE "L" OUT OF SODERING

Safest and strongest, Stick, Paste, Liquid or Salts. Samples Free.

Bissett & Webb, Limited
126 Lombard Street
Winnipeg, Man., Canada

NORCROSS
Garden Cultivator-hoes



"Used the World Over"
Send for Catalog

C.S. Norcross & Sons, Bushnell, Ill.

Make Your Own Paper Money

Paper you are burning or throwing away is worth money when baled. Left laying around, it is a nuisance and a danger. It can be turned into dollars with a

Perfect PAPER Baler

Strongest, simplest, most efficient and easiest to operate—Full particulars from SPIELMANN AGENCIES RGD 45 St. Alexander St., Montreal

WRITE TO-DAY

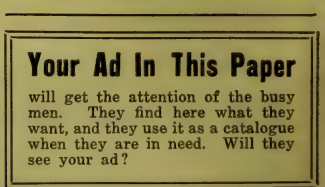
STERLING

Hack Saw Blades and Machines
Manufactured by
Diamond Saw & Stamping Works
BUFFALO, N.Y.

BEAR BRAND LAMP BLACKS

A Germantown of quality that gets big business

WILCKES, MARTIN, WILCKES CO.
115 WILLIAM ST. NEW YORK



Your Ad In This Paper

will get the attention of the busy men. They find here what they want, and they use it as a catalogue when they are in need. Will they see your ad?

Wanted

SITUATIONS VACANT

WANTED — HARDWARE SALESMAN TO handle improved line of garden tools as a side line. Box 301, Hardware and Metal.

HARDWARE CLERK WITH 2 OR 3 YEARS' experience. Single. Class C man preferred Mills Hardware Co., Hamilton.

SITUATIONS WANTED

MARRIED MAN, SEVEN YEARS' EXPERIence, three wholesale, five retail, open to make change. Good references. Box 919, Hardware and Metal.

FOR SALE

FOR SALE—HARDWARE BUSINESS ONE of the best assorted stocks of general hardware, paints, etc., in Western Ontario. Owner retiring. G. A. Richardson, Guelph, Ont.

Retail Hardware Business in Windsor, Ontario

OWING to the recent death of the owner the business of The Nelson Hardware Co., Ltd., established in Windsor for over 40 years, enjoying a steady profitable trade and with lease of its splendid location, is for sale. Apply to F. B. Brown, 269 St. James St., Montreal, Que., or E. A. Creary, Medbury Block, Windsor, Ont.

THE PROPRIETOR OF LETTERS PATENT NO. 126215 relating to "Pump-device" desires to dispose of the patent or to grant license to interested parties at reasonable terms with a view to the adequate working of the patent in Canada. Inquiries to be addressed to the patentees, Aktiebolaget Ingeniorsfirma Fritz Egnell, Stockholm, Sweden.

HARDWARE STOCK AND BUSINESS FOR sale in live town of 800. First-class farmers' trade. Hydro just coming in. Apply Box 360, Hardware and Metal.

FOR SALE—BUILDING AND HARDWARE stock in good live Saskatchewan village. Stock on hand about $6,000. Living rooms above. Good opportunity and terms for right man. Box 726, Hardware and Metal.

HARDWARE BUSINESS FOR SALE. STOCK about $25,000; right on the main street; buildings 25 x 120, two-story; owner retiring. Apply P.O. Box 275, Sudbury, Ont.

MISCELLANEOUS

A HARDWARE STORE TO BUY OR RENT and a hardware stock to buy in a village or town with a good business connection. All replies strictly confidential. Apply Box 66, St. Chrysostome, P.Q.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Ltd. Supplied by the trade throughout Canada (tf)

ADDING TYPEWRITER WRITE, ADD OR subtract in one operation. Elliott Fisher, Limited, Room 314 Stair Building, Toronto.

This page is the logical place for anyone in the Canadian hardware trade to place his "condensed" advertisements if he wants anything that can be supplied by any other Canadian hardwareman.

Do you want a clerk or store manager?

Do you want a position as clerk or travelling salesman?

Do you want a traveller?

Do you want to sell or exchange your business?

Do you want to buy a hardware business?

Do you want to buy or sell any store equipment?

If so, sit down now, and draft an advertisement for Hardware and Metal's "Wanted" page, setting forth just what you want, and stating your needs or qualifications.

Such an advertisement will automatically seek out for you, the only people you want to reach—those who are actively engaged in selling hardware, in Canada.

The cost?

Trifling! Two cents per word for first insertion and one cent per word for each subsequent insertion of the same advertisement. Each figure is counted as a word, and a charge of 5 cents extra per insertion is made when Box Number is required. In this way the advertiser's name is kept confidential.

Copy for Condensed Advertisements should reach the Toronto office of Hardware and Metal not later than Thursday morning to catch the current week's issue. In order to save unnecessary correspondence and bookkeeping, please remit with copy, preferably by money order.

MISCELLANEOUS

GOOD STENOGRAPHERS ARE WHAT EVERY employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

DOUBLE YOUR FLOOR SPACE—BY INstalling an Otis-Fensom hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only $70. Write for catalogue "B," Otis-Fensom Elevator Co., Toronto.

FIFTY DOLLARS TIED UP IN OLD FIXtures that you are no longer using would make a lot of money for you if invested in stock and turned over three or four times a year. Get your money out, by selling the fixtures to one of Hardware and Metal's readers who may be looking for exactly what you have to offer.

THE SUREST WAY FOR THE MANUFACturers' agent to connect with good live firms, is to tell the manufacturers who read Hardware and Metal, all about his ability to sell their goods. Try an advertisement on the Condensed Ad. Page of Hardware and Metal, under this heading.

ESTABLISHED 1849

BRADSTREET'S

Offices Throughout the Civilized World

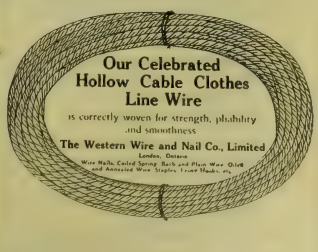
OFFICES IN CANADA:

Calgary, Alta.	Vancouver, B.C.
Edmonton, Alta.	Hamilton, Ont.
Halifax, N.S.	Montreal, Que.
London, Ont.	Quebec, Que.
Ottawa, Ont.	Toronto, Ont.
St. John, N.B.	Winnipeg, Man.
Victoria, B.C.	Sydney, N.S.

Reputation gained by long years of vigorous, conscientious and successful work.

Thomas C. Irving, General Manager Western Canada

TORONTO



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MYERS PUMPS

This will help you remember that you can purchase the famous Myers Anti-Freezing Cog Gear Glass Valve Seat Pumps through leading jobbers in principal Canadian cities.

Here are some of those who will be glad to sell you the Myers, or, if you desire, write us direct. The J. H. Ashdown Hdw. Co., Ltd., Winnipeg and Branches.

E. G. Prior & Co., Ltd., Victoria and Branches.

Lewis Bros., Ltd., Montreal. And many others.

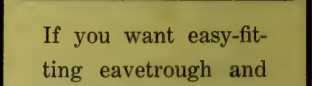
F. E. MYERS & BRO., Ashland, Ohio

MILBRADT LADDERS

will pay for themselves in a short time by enabling you to wait on more trade, save the wear and tear on your fixtures and goods, as well as bring the appearance of your store up to date.

Write to J. H. Ashdown Hdwe. Co., Ltd., Winnipeg; Marshall - Wells Co., Ltd., Winnipeg, or direct for catalog giving prices of a large number of styles we manufacture, suitable for all kinds of shelving.

John Calander Mfg. Co.
155 E. 13th Street.
St. Paul, Minn., U.S.A.



If you want easy-fitting eavetrough and conductor pipe, etc., order from us.

WHEELER & BAIN
TORONTO

STEP LADDERS

Two Styles. All Lengths

Curtain Stretchers
Tub Stands Ironing Boards
Clothes Bars
Quilting Frames, etc.

Hand Corn Planters
Drive Well Points
Post Hole Diggers, etc.

Ask for Catalogue

Otterville Manufacturing Co.
OTTERVILLE

OWL BABBITT METALS

YOU can success fully handle Babbit Metals if you always specify Owl Brand Made in the West.

OAKEY'S

The original and only Genuine Preparation for cleaning Cutlery

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS, LIMITED

Manufacturers of

Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, S.E.1., Eng.

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87.

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THE THOS. PINK COMPANY, LIMITED

Manufacturers of Lumber Tools

PEMBROKE - - ONTARIO

It's a Pink anyway you take it, and it's the best Peavey made.

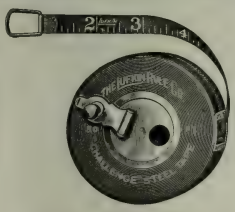
"Multiped"

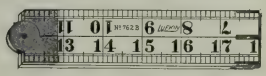
The Garden Hose That Doesn't Kink

A MOULDED, CORRUGATED HOSE OF EXTRAORDINARY STRENGTH, MADE IN LENGTHS OF ABOUT 500 FEET.

MANUFACTURED SOLELY BY **GUTTA PERCHA & RUBBER, LIMITED**

Toronto, Halifax, Montreal, Ottawa, Fort William, Winnipeg, Regina, Saskatoon, Lethbridge, Calgary, Edmonton, Vancouver, Victoria





BOXWOOD RULES

SPRING JOINT WOOD RULES

MEASURING TAPES

On these lines

THE LUFKIN RULE CO. OF CANADA, LTD.

WINDSOR, ONT.

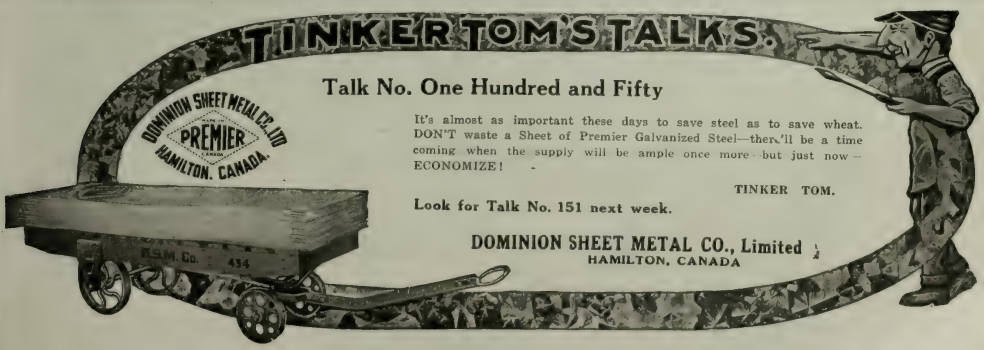
can give you the very best of service and satisfaction.

LUFKIN GOODS ARE WIDELY KNOWN AND HAVE THE HIGHEST REPUTATION FOR ACCURACY AND FAULTLESS SERVICE

STOCKED BY JOBBERS. SEND FOR CATALOGUE.

TINKER TOM'S TALKS.

Talk No. One Hundred and Fifty



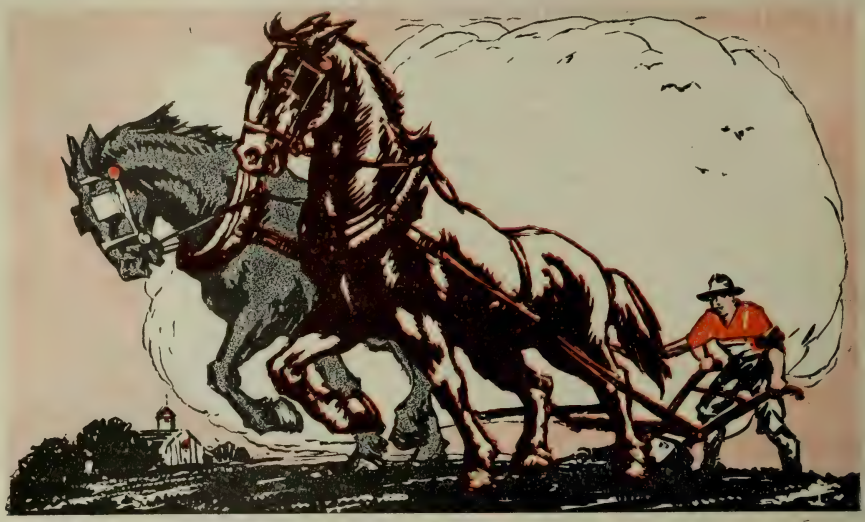
It's almost as important these days to save steel as to save wheat. DON'T waste a Sheet of Premier Galvanized Steel—there'll be a time coming when the supply will be ample once more—but just now—ECONOMIZE!

TINKER TOM.

Look for Talk No. 151 next week.

DOMINION SHEET METAL CO., Limited

HAMILTON, CANADA



DREADNAUGHT

Steel Hames ***Doubletrees***

Designed and built on scientific principles. The two pieces of selected steel forming the body of Dreadnaught Hames reinforce each other, as do the steel rod and wood of Dreadnaught Doubletrees. They form a perfect Truss—the strongest possible construction. They are mechanically correct. For the heavy pulls and terrific strains of rough spring work they have no equal.

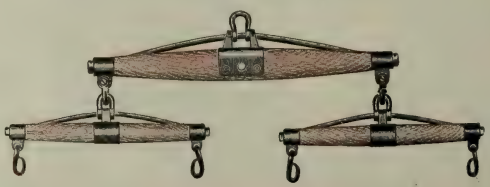
HELP THE FARMERS PLOW DEEP

We need big crops. Equip your farmers with Dreadnaught Hames and Doubletrees so they can do their bit. Write to-day for prices and description of these dependable, profit-making lines.

McKinnon Industries, Ltd.

ST. CATHARINES, ONTARIO

No. 8382



No. 8382

Two Piece Double Strength

Anti-Rust Treated Durable

HARDWARE AND METAL

Vol. XXX
No. 23

PUBLISHED EVERY SATURDAY SINCE 1888

THE MACLEAN PUBLISHING COMPANY, LIMITED

PUBLICATION OFFICE: TORONTO, CANADA

June 8
1918

METALS - CHEMICALS - GLASS
B.&S.H
Established 1790

We Solicit Your Enquiries

METALS	CHEMICALS, Etc.
Sheet Steel	Lithopone
Tinplate	Barytes
Canada Plates	Red Lead
Spelter	Orange Mineral
Lead	Blue Vitriol
Ingot Tin	Whiting
Copper and Brass (Sheet and Tubing)	Litharge
Sheet Zinc	Nitrate of Lead

Also Castor Oil, China Wood Oil, Glycerine, Borax, Gold Leaf, Metal Leaf, Fancy Glass, Wired Glass, Clippers, Chamois Skins, Harris Goods, Soft Soap, Etc.

B. & S. H. THOMPSON & CO., LIMITED

MONTREAL TORONTO NEW GLASGOW, N. S.

Sales Agents for Eastern Canada
United States Steel Products Company, New York

Delivery conditions become more uncertain every day. Transportation congestion and embargoes affect not only shipment of raw materials to the manufacturer, but delivery of finished product to dealers.

BE WELL-STOCKED WITH SHARPLES

To Keep Pace with Demand and Avoid Delivery Delays

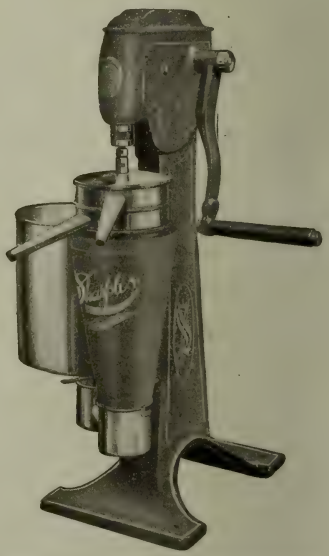
BY BEING well-stocked we do not mean that a dealer should overload. That is not the Sharples policy. On the other hand, every dealer should bear in mind that these are *abnormal times.*

Farmers are being urged from all sides to *"save the fats that will help win the war."* High price of butter-fat makes it doubly worth while to save it all in separating.

As there is only *one* separator—the Sharples—that saves all the cream, *skimming clean at any speed,* the Sharples is the one that farmers will want.

Be on the *safe side* by ordering *early* and ordering *adequately.* A Sharples is always a standard investment for the dealer just as it is for the farmer.

SHARPLES
SUCTION-FEED
CREAM SEPARATOR



"The Machine of the Hour"

The Sharples has selling points no other separator can even *claim.*

The Sharples suction-feed principle *alone* is a powerful sales advantage for dealers. It absolutely prevents butter-fat waste, no matter who turns a Sharples, and at what speed it is turned. This can be said of *no* other separator.

And, due to the scarcity and unprecedented demand for raw materials, etc., separator prices cannot possibly be lower than they are at present, for even several years after the war is won.

SHARPLES is the most profitable separator contract. EXTRA BONUSES!

Sharples offers the dealer just what he is looking for—a separator with selling points that *convince;* discounts that mean more *profit* for the dealer; protection for the dealer in selling policy—and as an *extra incentive,* a quantity bonus that brings a tidy sum. Order now and take advantage of Spring dating terms—extending payment until May 1st. Write nearest office *today.*

The Sharples Separator Company

TORONTO, ONT. **REGINA, SASK.**

THE LOUNSBURY CO., Newcastle, N.B. J. CLARK & SON, Fredericton, N.B.
Distributors through all their branches.

The One and Only Separator

that skims clean at widely-varying speeds

that delivers cream of unchanging thickness—all speeds

that skims more milk when you turn faster with just one piece in the bowl—no discs, easiest to clean

with knee-low supply tank and a once-a-month oiling system

Priest's Toilet Clippers

Making Clippers for fifty years has given us an experience that reflects in the quality of our line. Ask your jobber about Priest's Clippers.

A. MacFarlane & Co.
Montreal, Canada

Wiebusch & Hilger, Ltd.
New York City

Selling Agents

"P.&W. Co."
SMALL TOOLS

Taps, Dies, Reamers, Milling Cutters, Drills

Highest Grade Materials—Expert Workmen—Quality absolutely guaranteed.

PRATT & WHITNEY CO., OF CANADA, LTD.

Dundas Ontario Canada

Montreal, 723 Drummond Bldg.; Vancouver, 609 Bank of Ottawa Bldg.; Winnipeg, 1205 McArthur Bldg.

Yale Products

made in Canada

Padlocks

Door Closers

Night Latches

Builders' Hardware

The dealer who sells Yale products does two things: he makes certain of profitable sales and customer-satisfaction. There are no weak links in the Yale line.

The name "Yale" helps make the sale

Canadian Yale & Towne Ltd., St. Catharines, Ont.

If interested, tear out this page and place with letters to be answered.

UNIVERSAL

Food Choppers, Bread Makers Coffee Percolators

Food to-day costs more. We are all out to make this food go just as far as possible. UNIVERSAL Food Chopper, Bread Makers and Percolators conserve food. We have spent thousands of dollars to impress this fact.

UNIVERSAL Bread Maker makes better bread than the baker at less cost. No loss of ingredients. Absolutely sanitary because hands do not touch the dough.

UNIVERSAL Food Chopper makes left-overs into palatable, nutritious dishes.

UNIVERSAL Butter Merger makes two pounds of merged butter from one pound of butter and one pint of milk.

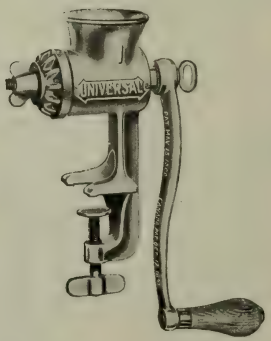
The UNIVERSAL method excels all other ways of making coffee because the percolating process is practically completed and all the wholesome, aromatic and invigorating essence of the coffee is extracted before the water boils.

Realizing these facts, housewives everywhere are buying these goods. Put these articles where they can be seen and handled—it won't hurt them,—but will sell them.

Your jobber will be pleased to furnish you with UNIVERSAL show cards.

Landers, Frary & Clark, New Britain, Conn.

Canadian Representatives: A. MacFarlane & Company, Montreal.



UNIVERSAL

If interested, tear out this page and place with letters to be answered.

Crucible steel is very hard to procure at the present time, but we have just received a good stock of the principal sizes in all three shapes. Our price is attractive.

We are exclusive Canadian Agents

for the

GOLD COIN BRAND

SQUARE OCTAGON ROUND

This steel has the largest sale of any individual brand sold in Canada. If you have sale or use for a popular priced steel, and are not handling this brand, we would recommend that you send us a sample order

LEWIS BROS., LIMITED, MONTREAL

WHOLESALE DISTRIBUTORS **EVERYTHING IN HARDWARE**

Contractors' Supplies

SPORTING GOODS, CUTLERY **PREPARED ROOFING** **PAINTS AND GLASS**

If interested, tear out this page and place with letters to be answered.

Genco RAZORS

A Square Foot of Selling Space

That Can Be Made Very Profitable In Your Store

THE space occupied by this Genco Razor Display Case is about one square foot. Besides containing and protecting the razors, it catches and holds the eye and gives the goods a pleasing display. As a salesman it is on the job every minute.

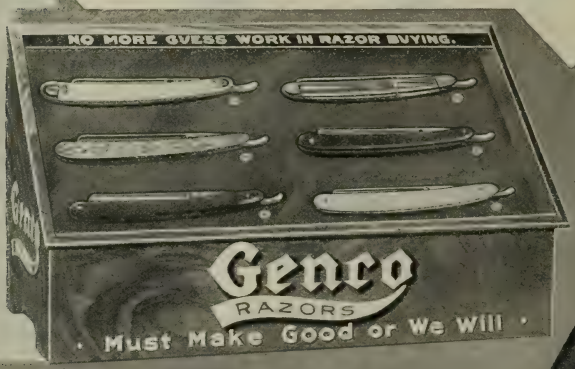
The case is made of pressed steel, with handsome Circassian walnut finish. It holds six Genco Razors of different design on constant display against a background of Royal Purple plush and there is ample room beneath for carrying stock.

All current Genco Razor advertising features this case prominently. It goes to work for you the minute it appears on your counter. Let it be a reminder to your customers of the 500 master cutlers who, in the largest high grade razor factory in the world, grind the quality in and the guess work out of Genco Razors.

We are making a special proposition which included one of those display cases free with your first order. Write for the details of this offer now, while the matter is fresh in your mind. It's quite a good thing. Mention the name of your jobber when writing us.

GENEVA CUTLERY COMPANY

159 Gates Avenue, Geneva, New York



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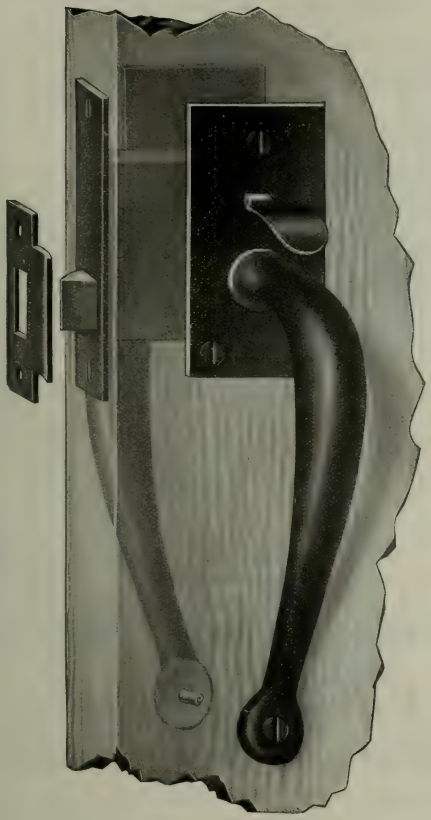


Here it is—the Aristocrat of Garage Door Latches

National No. 27 is just about the most handsome Garage Door Latch you could find. The long, graceful handles, one on either side of the door, give an air of distinction to any garage door. It has the appearance of being much higher grade than its price indicates.

It has a very simple mechanism with a sure action, and no complicated parts to get out of order or break.

Can be used for right or left hand door and is adjustable for doors from 1⅛th inch to 2¼ inch in thickness.

Packed the National sales-making way,—one complete latch with screws in a neat, strong box.

One dozen to a case, 36 lbs. to the dozen.

National Mfg. Co., **Sterling, Ill.**

If interested, tear out this page and place with letters to be answered.

The Hatch Garage Door Outfit

makes hinged doors

Sag Proof, Weather Tight and Open and Close Almost Automatically

Note the single hinged door which allows entrance to the garage without disturbing the other two.

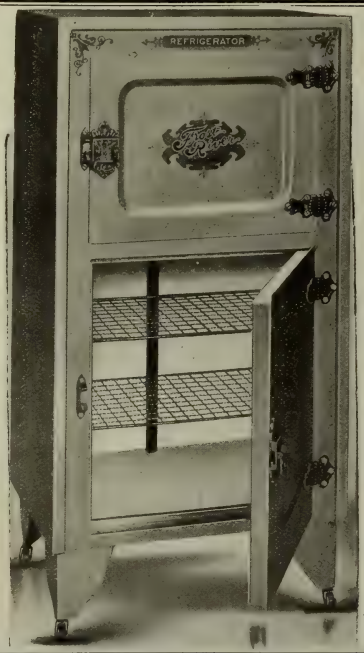
Efficiency, ease of operation and no waste space are outstanding features.

The smooth-gliding, swivel rollers hold the doors in place—take the bind off the hinges and roll the doors around the corner, on the inside of the building to the side wall.

This practical, inexpensive equipment affords a wonderful opportunity to increase sales and profits.

Canada Steel Goods Co., Limited

HAMILTON, CANADA



Davidson's Well Known FROST RIVER

Refrigerator shown herewith

Made entirely of Sheet Steel Galvanized

The exterior is Japanned French Grey, beautifully finished with neatly decorated panels and corner scrolls.

The Food Chamber is coated with white enamel, thoroughly hardened and baked on in an oven of high temperature.

All inside parts are removable for cleaning purposes.

The drip pipe for the waste water has been carried outside the body, and does not run through the Food Chamber—as usual in other refrigerators.

Made in three sizes, the largest with double doors.

NOW is the time to get your Orders in for these goods and ensure prompt shipment.

The Thos. Davidson Mfg. Co.

LIMITED

Toronto Montreal Winnipeg

If interested, tear out this page and place with letters to be answered.

Greatly Increased Sales Follow Plymouth Window

GREATLY INCREASED SALES FOLLOW PLYMOUTH WINDOW

B. D. WILSON & COMPANY, Niotoze, Kansas, write that materially increased rope sales have followed the Plymouth Rope Window recently displayed. The interest created by the window was easily crystallized into sales by the talking points which the Plymouth dealer alone can bring to the support of the rope he sells. Talking points that are of vital interest to the buyer. Greater strength, greater durability, and the exact knowledge of what the rope will cost.

The material used by Mr. Wilson in his rope window was largely furnished by our Dealers' Service Department without charge. Window trim material is only one of the many sales helps available to the Plymouth Dealer.

If you are not a Plymouth Dealer we will gladly tell you the advantages of becoming one. A request for information places you under no obligation.

PLYMOUTH CORDAGE COMPANY

North Plymouth, Mass. Welland, Canada

INDEPENDENT CORDAGE COMPANY, LIMITED
TORONTO - CANADA
Canadian Sales Agents

There's more Profit in Plymouth Rope

If interested, tear out this page and place with letters to be answered.

"YANKEE" TOOLS

PUSH DRILL No. 44

Saves Time at Every Turn

Here you have a rapid fire drill, with adjustable tension for hard or soft woods and the 8 different size Drill Points furnished with it.

A turn of the cap does the trick that saves time, labor and Drill Points. This drill is about as valuable to the average mechanic as any "Yankee" Tool we make. Built for hard service.

Your Jobber Can Supply

NORTH BROS. MFG. CO.
PHILADELPHIA, PA.

When in need of

Wrapping Paper
Twines & Cordage

Brooms
Brushes
Baskets

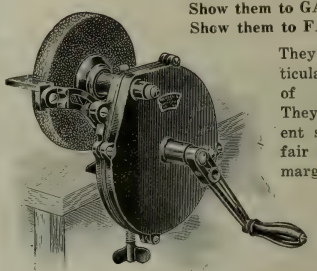
Grocers' Sundries

Walter Woods & Co.
Hamilton and Winnipeg

Now is the time for Canadian dealers to display in windows and stores

"AMERICAN SELF-OILING GRINDERS"

Show them to MACHINISTS
Show them to CARPENTERS
Show them to GARAGE MEN
Show them to FARMERS



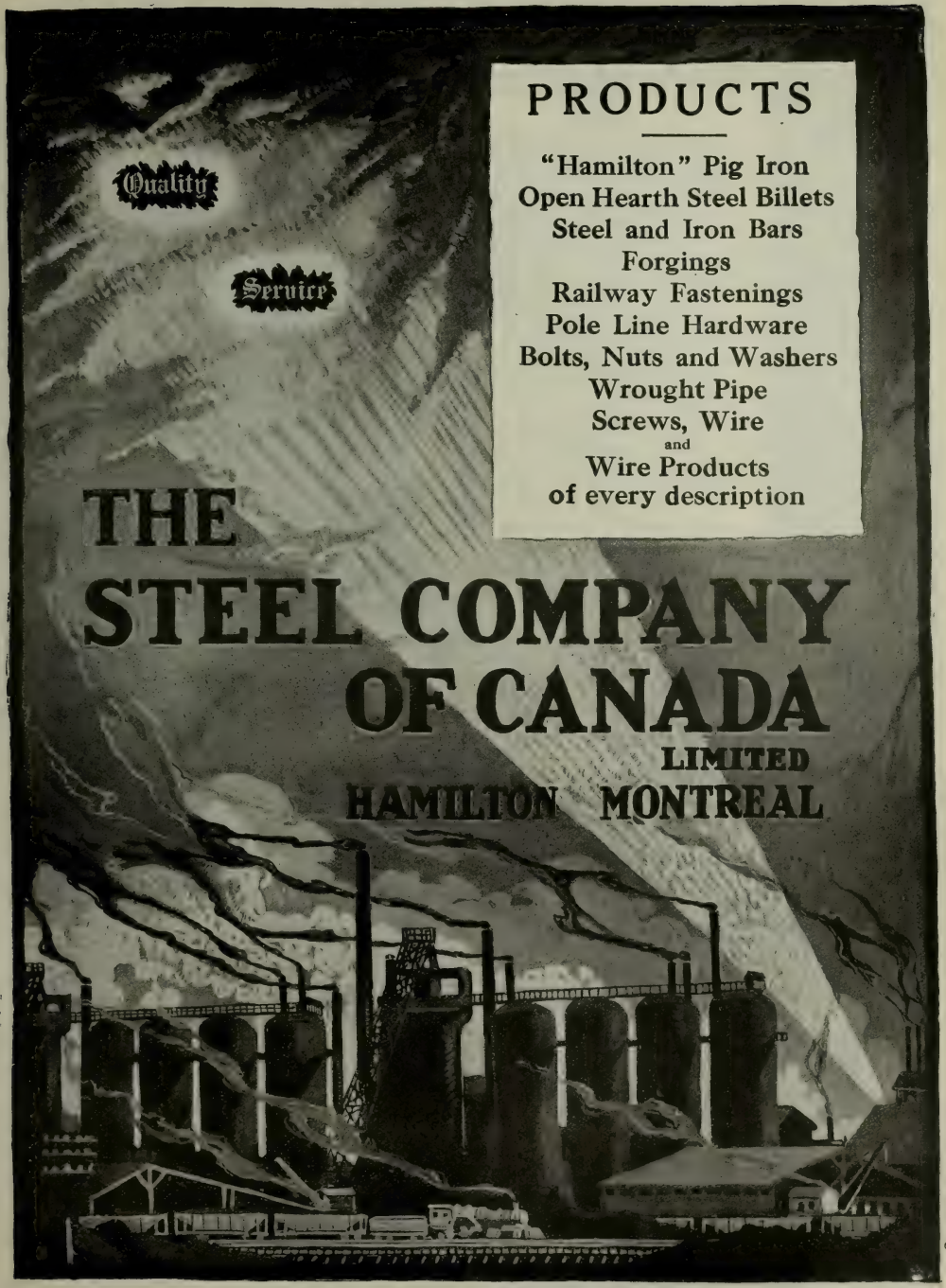
They will appeal particularly to the needs of above classes. They come in different sizes — sell at fair prices—at good margin of profit.

Sold and catalogued by Leading Jobbers.

Manufactured by

American Grinder Mfg. Co. - Milwaukee, Wis.

Western Agents:—Merchants Hardware Specialties Co., Calgary, Alta. Eastern Agents:—John H. Graham Co., 113 Chambers St. New York City. Winnipeg and Manitoba Agent:—D Philip, 138 Portage Ave., East Winnipeg, Man.



If interested, tear out this page and place with letters to be answered.

TRIMO TOOLS

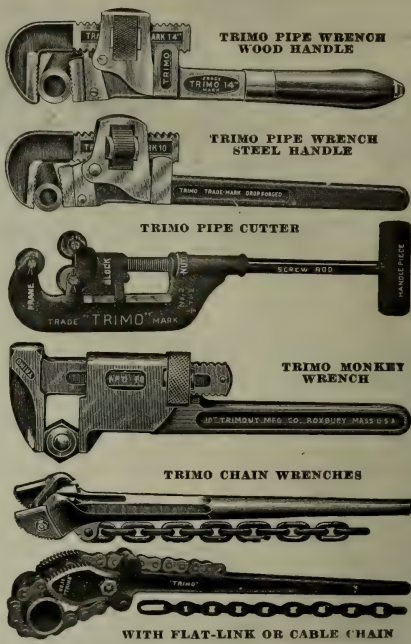
Nut with Nut Guards

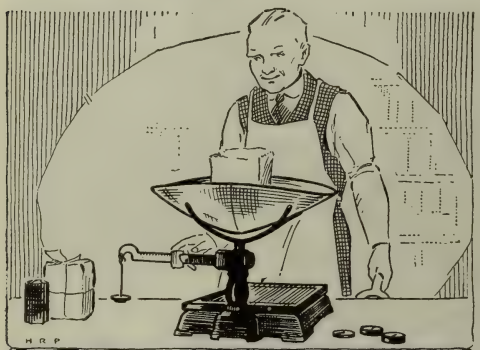
BE sure to ask for the Trimo Wrenches, both Pipe and Monkey. They are equipped with Nut Guards that prevent the accidental turning of the adjusting nut in close quarters, and with Steel Frames in the principal size that will not break.

SEND FOR CATALOG NO. 55.

TRIMONT MFG. CO.

55-71 Amory Street
Roxbury, Mass.
U.S.A.





Fairbanks Scales

For over 85 years Fairbanks Scales have been the World's Standard for accurate weighing.

The Canadian Fairbanks-Morse Co., Limited

"Canada's Departmental House for Mechanical Goods"

St. John, Quebec, Montreal, Ottawa, Toronto, Hamilton, Windsor, Winnipeg, Saskatoon, Calgary, Vancouver, Victoria

For Cool Bearings

Let us convince you that our lines are distinctive in quality and service. Send us a trial order.

Tallman Brass & Metal Co.
HAMILTON, ONT.

If interested, tear out this page and place with letters to be answered.

Full of Good Points

In fact as well as in name.

The shape of the teeth of the "Famous Five" files was determined after many experiments.

Different shapes and depths are made, according to the work for which the file is intended.

Consequently, you can get for your customers a "Famous Five" file that will cut fastest and leave the best surface on any kind of material.

And a "Famous Five" file will stay hard and sharp for the longest possible time.

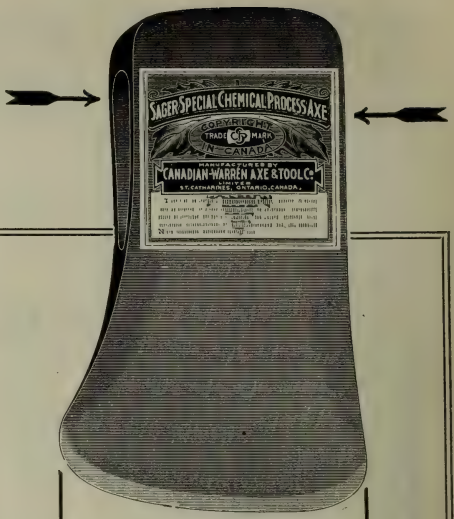
Their cutting qualities have been standardized. Your customers can rely upon them.

Specify them when ordering from your jobber.

They are:

KEARNEY & FOOT
GREAT WESTERN
AMERICAN
ARCADE
GLOBE

Made in Canada by

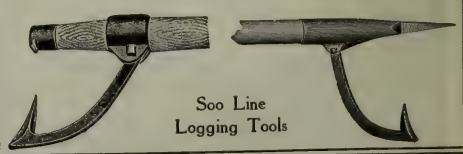


WHY NOT BE GUIDED BY THE JUDGMENT OF HUNDREDS OF WELL KNOWN LUMBERMEN, WHO ACKNOWLEDGE THE SUPERIORITY OF

"SAGER AXES"
AND
"SOO LINE"
LOGGING
TOOLS?

GET THE HABIT.
(AND THE PROFIT)

Canadian Warren
Axe & Tool Co.
LIMITED
ST. CATHARINES, ONT.



Soo Line
Logging Tools

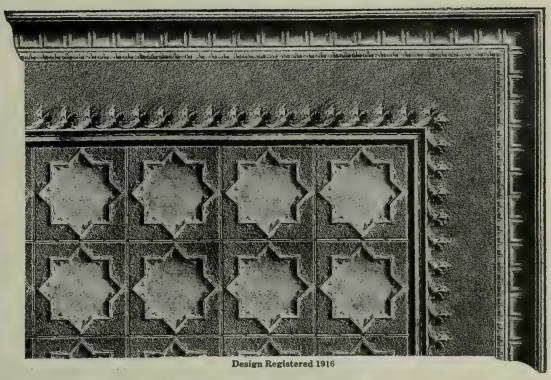
If interested, tear out this page and place with letters to be answered.

"Quality METALLIC First"
SHINGLES SIDING CEILING CORRUGATED IRON TROUGH AND PIPE, ETC. ETC.

Head him off, quick

That repair or alteration job on the store across the road—don't let lath and plaster trim you out of an order for Metallic Ceiling and Wall plates. You can make a handsome profit and give a more durable, cleaner, smarter, quicker-installed job. We'll help you land the business.

Ask us now to-day and get our handsome catalogue and complete dealer-service information.



Design Registered 1916

Stock carried by
GEO. W. REED & CO., LTD.
37 St. Antoine Street Montreal

The Metallic Roofing Co., Limited
TORONTO MANUFACTURERS WINNIPEG

B B Co Ltd.

Buy Now

The copper situation is acute, and we strongly advise stocking up.

Our coppers are made from the finest grade of Lake Superior copper.

Insist on the "B-B" on every copper. Your jobber handles them in all sizes.

Brown-Boggs Co.
LIMITED
HAMILTON, CANADA

If interested, tear out this page and place with letters to be answered.

The Sign

of superiority in good Galvanized Sheets is the well known APOLLO stencil.

The Proof

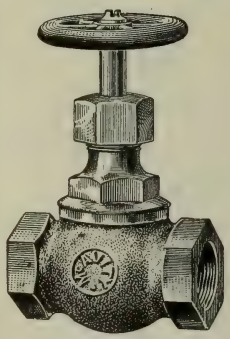
of excellence is found in its uniform quality, workability, and ability to give greatest service.

There is no evidence like actual experience. The Keystone Copper Steel alloy base used in *Apollo-Keystone* Galvanized insures added durability and rust-resistance for Culverts, Roofing, etc.

AMERICAN SHEET & TIN PLATE CO.
APOLLO
BEST BLOOM
TRADE MARK REGISTERED
KEYSTONE
FROM
UNITED STATES STEEL PRODUCTS COMPANY
NEW YORK, U.S.A.

B. & S. H. THOMPSON & COMPANY, LIMITED
MONTREAL TORONTO NEW GLASGOW, N.S.
Sales Agents for Eastern Canada:
UNITED STATES STEEL PRODUCTS COMPANY, NEW YORK

We have yet to see a Better Valve than the



"McAvity"

VALVE

Every Valve packed and tested before leaving factory.
Let us quote you a quantity price. Prompt shipment from stock.

T. McAVITY & SONS, Limited
Montreal ST. JOHN, N.B. Winnipeg

If interested, tear out this page and place with letters to be answered.

Why You Should Be A Michelin Dealer

No. 8

Michelin Advertising is Different and Better

Most tire advertising is very much alike, because most tires are very much alike.

But Michelin advertising is different and better — just as Michelin Tires are different and better.

Michelin advertising does not consist of wordy claims nor glittering generalities — but talks about **facts** that **prove** Michelins are more durable.

This superior Michelin advertising is appearing regularly in the leading Canadian magazines, farm journals and newspapers—as well as in many periodicals published in the United States and circulating extensively in Canada, such as The Saturday Evening Post, The Literary Digest and Life.

Is it any wonder that such advertising keeps Michelin Dealers busy?

Write today for Michelin's Dealer Proposition.

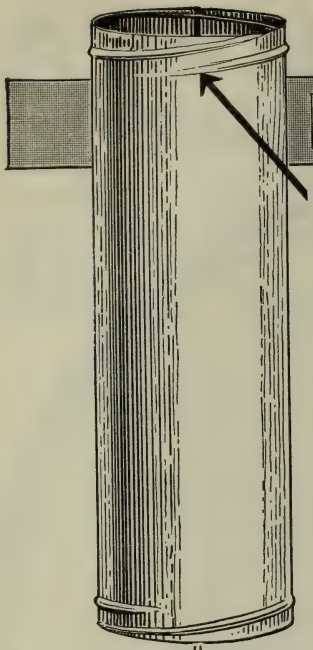
A Few Current Michelin Advertisements

Michelin Tire Co. of Canada, Ltd.

782 St. Catherine St. W.
Montreal, Canada

MICHELIN

If interested, tear out this page and place with letters to be answered.



NEW SAFETY STOVE PIPE

Yes—It Locks!

Here is a stove pipe that needs no wiring—that cannot pull apart—a stove pipe that locks automatically—that is easy to put up and absolutely leak-proof.

It has other superiority features.

Here are a few of them:

No. 1—Costs same as ordinary pipe.
No. 2—Made in 6 and 7-inch sizes.
No. 3—Made of 29 Gauge Iron.
No. 4—Telescope Pipe does away with half lengths.
No. 6—Pipe is nested, saving freight rates and storage room in store.
No. 8—New patent lock effects saving on each pipe, making a saving of one length in every 12 of ordinary pipe.
No. 9—Can be used any place where ordinary pipe is used, or can be used along with ordinary pipe.
No. 10—Patented in Canada and the United States and "Made in Canada" by Fairgreave & Son, Toronto, Ont.

Just what you need for bigger sales next winter.

Patenaude & Berini - - TIMMINS Ontario

Manufactured by Fairgreave & Sons, Toronto, Ontario

Make Money from Good Pumps---Profit

Unless a metal pump is made just right it will leak at joints or valves.

"Aremacdee" pumps do not give dealers who sell them trouble and loss from defective service in "Aremacdee" pumps sold customers.

Pumps for every use—hand or motor—force or lift—every type a dealer can sell.

All in the big catalogue. Ask for it—for dealer prices—for dealer terms.

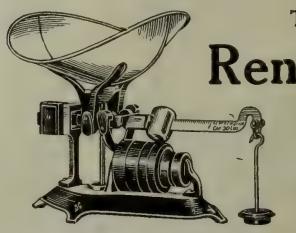
The R. McDougall Co., LIMITED
GALT, CANADA

Kills The Losses

Why should housewives take **all** the risk in regard to honest mistakes in weighing? It certainly is easy to convince her she shouldn't, and that a Renfrew scale will save not only risk but many actual losses. That builds up sales for **you.**

An ordinary, doubtful scale would only add useless disputes. The Renfrew is accurate for every weight from ½ oz. to 30 lbs., and its owner can prove her weights every time by means of the Government Inspector's Certificate which goes with every Renfrew.

The Renfrew is made in black finish, or in all-nickel finish suitable for candy stores or homes desiring something a little bit better. Write for literature and attractive selling proposition.



The Renfrew Household Scale

Guaranteed to weigh accurately Capacity: ½ oz. to 30 lbs.

The Renfrew Machinery Co., Limited

Head Office and Works, Renfrew, Ont.

Eastern Branch: Sussex, N.B.

Western Representatives: P. A. C. McIntyre & Co., 206 Scott Block, Winnipeg, Man.; Crandall Co., Ltd., Vancouver, B.C.

Our Other Lines: "Renfrew" Cream Separators; 2,000-lb. Farmers' Truck Scale, Tractors, Wood-Saws, Grain Grinders, etc.

If interested, tear out this page and place with letters to be answered.

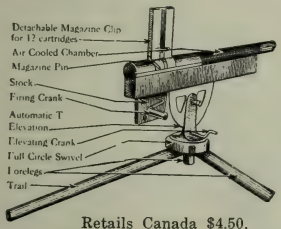
MR. TOY BUYER

We illustrate some of the best selling Gilbert Toys.

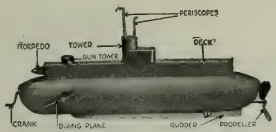
You can figure for yourself how eager the regular boy will be to own any of these.

Our enormous advertising campaign keeps *all* our toys before the boy continuously. During 1918 we will feature all the new Gilbert Toys as well as Erector in the same big way that we have in previous years—Double spreads in the Juvenile Magazines. Big space in the Great International Weeklies — Saturday Evening Post—and others.

Our advertising makes sales easy for you. It is up to you to do the actual selling by displaying these goods on your counters.



Retails Canada $4.50.



ERECTOR
REG U.S PAT. OFF.

PHONO SET

Canada retail $5.95 each. A real working miniature telephone outfit. It will operate from garret to cellar. Contains two complete stations. Detailed manual of instruction supplied.

WIRELESS SET

Retail price Canada $7.50. Complete wireless apparatus that teaches boy the fundamentals of wireless telegraphy. Has a wide sale in Canada.

PUZZLE PARTIES

Retail 40c, 75c and $1.50, Canada. Also Bulk Puzzles and Puzzles on Cards.

Other Gilbert Toys are—Chemistry Sets, Telegraph Sets, Electrical Sets, Miniature Machinery Outfits, Toy Motors, Magic and Magic Sets, Mechanical Toys, Bell Toys, Reins, Chimes, etc. Parcel Post Toys.

Write for New Catalogue.

The A. C. Gilbert-Menzies Co., Limited

439 King Street West, Toronto

If interested, tear out this page and keep with letters to be answered.

LIEUT.-COLONEL ———, the writer of the following letter, abandoned a lucrative business and joined the Canadian forces in August, 1914. He has never been out of uniform since. He has been in some of the heaviest fighting; has been wounded several times; was given up by the doctors; recovered and is again at the Front; was offered command of a brigade. He is regarded as a man of so much importance that he has been guaranteed a sure seat in the House of Commons and will be one of the chiefs, if not the leader, in the returned soldiers' movements in Canada.

Lt -Col. John Bayne Maclean, France, April 5th, 1918.
Toronto, Canada.

Dear Colonel Maclean:-

Yesterday I had handed to me by Captain———————a copy of MacLean's Magazine with your article on ''WHY WE ARE LOSING THE WAR,'' which has been sent to him by a lady from Edmonton because of the reference made in it, no doubt, to . . . . . I have read the article over carefully and so have many of my officers and I thought I ought to let you know how deeply impressed we all are with your array of facts and arguments and the manner in which you have marshalled them together in a brief that should bring envy from the best legal minds in Canada.

For a long time I have been filled with the same ideas with reference to the infantile handling of the great affairs of State by the big men of our country and as one who has been brought up in the greatest awe and respect for those high in authority in England I tried to fight against the gradual turn my mind and heart was taking towards these great leaders. Furthermore, being a soldier, I felt it would not be in keeping with my duty to make comment or criticize those in authority and perhaps also I lacked the courage lest I might bring about my ears criticism which must always follow attacks upon big men. I believe there are many others who have shared the same views and for the same reasons refrained from ''Talking out in Meetings.'' You have stepped into the breach and taken upon your own shoulders the burden of a whole people and in doing so I realize what it will mean to you and the courage and fearlessness which you must have in order to have taken this step. I know of no other man who has so boldly set before us Britishers our own case. You will, no doubt, having attacked these great leaders, find yourself in a maelstrom of criticism. You will be called disloyal and you will be vilified and abused, but the truth of your statements cannot be gainsaid and you must eventually stand out as a great and fearless citizen who was not afraid to place himself in jeopardy, that EVEN YET A ROTTEN SITUATION MIGHT BE TURNED INTO VICTORY BY PROPER HANDLING.

The history of this war has been a history of bungling on the part of the higher ups, interwoven with a history of devotion, loyalty and doggedness on the part of men in the ranks, which can never be excelled. It has been one continual panorama of ''light brigade'' episodes and our brave men still go on fighting knowing that ''someone has blundered,'' yet feeling that blunder or no blunder, we must fight and fight on that civilization may be preserved and British traditions maintained.

Some sections of the public here abuse Northcliffe, Lloyd George and Beaverbrook but having watched things closely for a few months I have come to the conclusion that in these three men and their associates lies the future of the British Empire. The old regime is fighting and dying hard. Incompetency is also tenacious and hangs on doggedly to the high positions where it has been entrenched for so many years in British public life. A few brilliant charges like yours will start such an onrush of public opinion throughout the Empire that sooner or later he will be dislodged, and brains having taken his place, we may look for results. Until that time comes, we need not hope for a change in the present state of affairs.

OUR MEN MUST HANG ON FOR THE TURN OF THE TIDE IN THE BRITISH PUBLIC LIFE FOR AT THE SAME TIME THERE WILL BE THE TURN OF THE TIDE TOWARDS VICTORY IN FRANCE.

Faithfully

Signed.....

Commanding.....

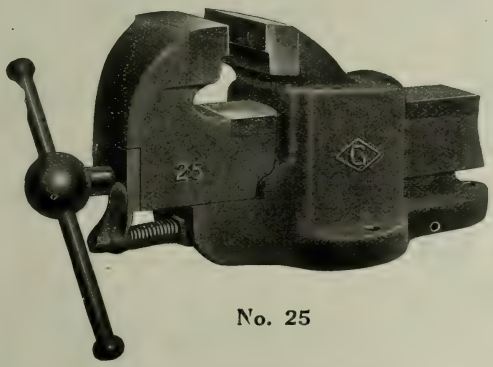
This letter was not marked "private," but for good reasons the name is temporarily withheld. If desired it will be given in confidence to Sir Robert Borden or Sir Wilfrid Laurier. MACLEAN'S MAGAZINE and THE FINANCIAL POST have outstripped all other Canadian newspapers and magazines in information on the big war and political problems of special interest to business men. Address MacLean Publishing Company, University Avenue, Toronto, Canada.

CANADA
FOUNDRIES & FORGINGS
LIMITED

Original Producers and Distributors

Iron Worker's Vise

QUICK ACTING



No. 25

Steel Faced Jaws Milled
Jaws 3⅝-in. wide
Jaws open out 5¼
Weight 50 lbs.
Stationary Base and Jaw
Painted

This Vise is fitted with a small thumb piece underneath the handle which releases the screw, permitting the front jaw to be instantly adjusted to any width of opening, doing away with time lost in old type of vise in working the screw to get the proper opening.

Complete stock of Vises of all sizes and styles

Produced at The James Smart Plant

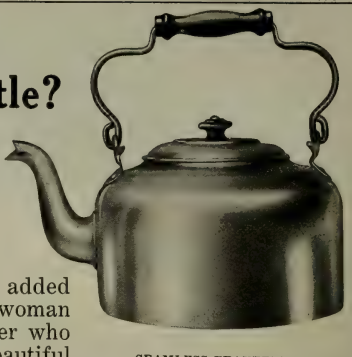
Brockville, Ont. Winnipeg, Man.

A Nickel-Plated Kettle, or this Oakville Seamless Aluminium Kettle?

The present high cost of Nickel-plated Tea Kettles makes it easier to sell the more profitable Oakville Aluminium Kettle. If you were your customer you'd rather have the Seamless Oakville Kettle, wouldn't you, especially when the extra cost is so slight?

It isn't good business policy to overlook this opportunity for greater profit for you and added satisfaction for your customer. Any woman is bound to be pleased with a dealer who shows her how to obtain a more beautiful and durable utensil at very slight extra cost.

Push Oakville Kettles, Teapots, Coffee Pots, Sauce Pans, Pudding Pans, Double Boilers, and all the rest of the Oakville Family. Get the complete catalogue and learn all about them.



SEAMLESS TEAKETTLE

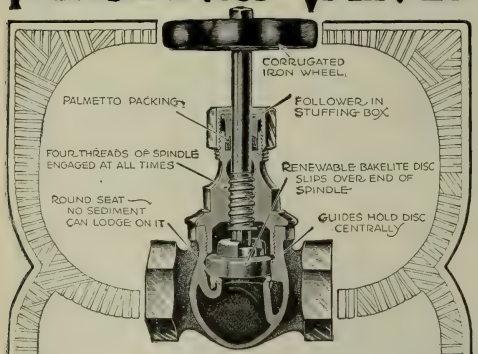
	Net
No. 150—8 pints, price, each	$2.75
No. 150—10 pints, price, each	3.00
No. 150—12 pints, price, each	3.25
No. 150—14 pints, price, each	3.50

WARE MFG. CO. LTD. OAKVILLE PURE ALUMINIUM WARE

Ware Manufacturing Company, OAKVILLE, ONTARIO CANADA

Caverhill, Learmont Co., Montreal, Selling Agents for Quebec and Maritime Provinces
Geo. Borgefelt Co., Toronto, - Selling Agents for Ontario and the Western Provinces
Geo. Borgefelt Co., New York - - - - - - - Foreign Selling Agents

FAIRBANKS VALVES



Renewable Disc Valves

The only tool required is a wrench to remove the bonnet. The vise, hammer and cold chisel are all eliminated. Once sold always demanded by your trade.

The Canadian Fairbanks-Morse Co., Limited

"Canada's Departmental House for Mechanical Goods"

St. John, Quebec, Montreal, Ottawa,
Toronto: Hamilton, Windsor, Winnipeg,
Saskatoon, Calgary Vancouver, Victoria.

P X H

TRADE MARK

FILES

HARD AS A DIAMOND
AND
STRAIGHT AS A STRING

TWO BRANDS
ONE QUALITY—THE BEST
They Cut Faster and Wear Longer

PORT HOPE FILE MFG. CO.,
LIMITED

PORT HOPE :-: ONTARIO

"Ask your jobber"

IMPERIAL

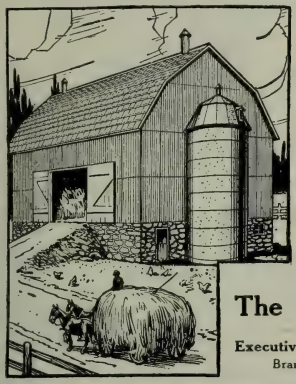
TRADE MARK

PEDLAR'S

"GEORGE" Shingles and "OSHAWA" Shingles

FOR THE BARN FOR THE HOUSE

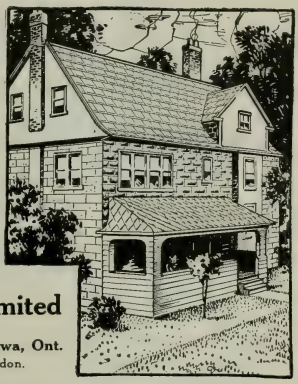
The Roofing That Will Satisfy Your Customers



THESE shingles, when laid, are locked on all four sides and are proof against all the elements. They are absolutely guaranteed to be wind, water and storm proof on any roof having a fall of three inches or more to the foot. They are simple to lay and will last a lifetime, because they are made from the best grades of steel, heavily galvanized.

"George" Shingles are 24x24 inches in size, and are especially adapted for roofing large buildings such as: barns, warehouses, schools, churches, etc.

"Oshawa" Shingles have a covering size of 16x20 inches, and are particularly recommended for house roofing, the standard model 660A being very handsome in appearance.



The Pedlar People Limited

Established 1861

Executive Offices and Factories: Oshawa, Ont.

Branches—Montreal, Ottawa, Toronto, London. Winnipeg, Vancouver

Write for Shingle Booklet H-M. Showing Our Full Line of Roofings

Carhartt's $1 Gloves

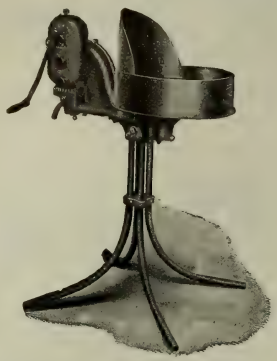
Send for Sample Pairs or Dozens. You take no chances. We pay all transportation charges.

Remember—A little effort put into the selling of a pair of Carhartt's Dollar Gloves will net you good Profit and a "come-back" customer.

HAMILTON CARHARTT COTTON MILLS, Ltd.

TORONTO UNIT

Toronto Montreal Winnipeg Vancouver Liverpool



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Kitchener, Ont.

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The demand for a good general purpose sprayer this year will be abnormally large. Do you wish to share in the season's profits? Handle three styles of the most reliable and efficient spray on the Canadian market to-day.

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fast seller. Misty number two is a one-quart sprayer throwing a double spray.

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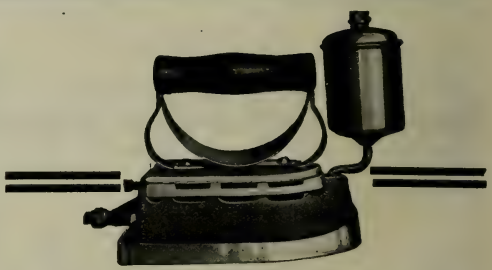

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This Is No Free Offer of Williams' Superior Drop-Forged Wrenches

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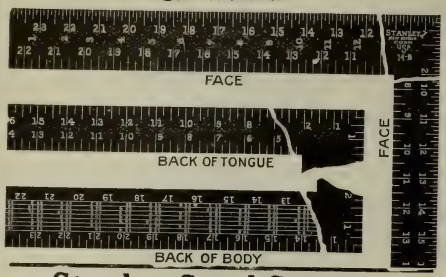

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Every Stanley square is weldless, or, in other words, made from ONE piece of steel, and all four edges are machined. Particular attention is called to the finish of all numbers and the depth and accuracy of the graduation.

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AND COTTON WIPERS,
WASHED AND STERILIZED

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6 Grades White Cotton Wiping Waste
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3 Grades Cotton Wipers, Washed and Sterilized.

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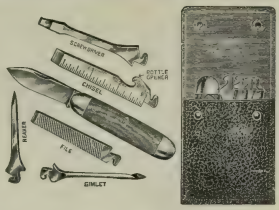
The So Handy Kit is made in five styles. Jobbers—get posted about this good specialty.



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As soon as they see the Daisy"

BT

Put a BT "Daisy" on your floor alongside of any other churn and put the choice right up to your customers. Leave it to them to say which takes their fancy. They'll invariably demonstrate that the bright, clean finish and neat appearance of the "Daisy" is a real sales asset.

Now, you won't sell "Daisy" on appearance; you don't even try to, but just the same, that appearance creates a friendly feeling towards the "Daisy" that results in sales when all its other features are made known.

As soon as they see a Daisy Churn on your floor your customers are interested. They want to know all about that beautiful churn, and if you just tell them the plain truth you're bound to make a sale.

Ask us to tell you some of the features that help to sell the "Daisy."

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AND ASSOCIATED COMPANIES

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When the demand for Garden and Lawn Hose comes upon you, it is some satisfaction to know that a prompt service is assured if your "hurry-up" order is placed with the Dominion Rubber System. Our nearest branch will take care of such orders in a way that will be eminently pleasing to you and to your customers.

Whenever service and quality go hand in hand, there is double reason for buying the Dominion Rubber System products. In that respect, our leading lines of Hose are very popular this season. Our *"Canadian" Corrugated Hose* and the *"Dominion" Moulded Plain Hose* have no equal for the money, while our *Multiple Fabric Garden Hose* (*No.* 300—3 *ply, No.* 400—4 *ply, No.* 500—5 *ply, and No.* 600—6 *ply*) is pleasing the trade more than ever.

It will pay you well to have these lines in stock. Our nearest branch will give you further particulars.

Canadian Consolidated Rubber Co.
Limited

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Branches at Halifax, St. John, Quebec, Ottawa, Toronto, Hamilton, Kitchener, London, North Bay, Fort William, Winnipeg, Brandon, Regina, Saskatoon, Calgary, Lethbridge, Edmonton, Vancouver and Victoria

If interested, tear out this page and keep with letters to be answered.

"Member Audit Bureau Circulations"

HARDWARE AND METAL

CANADA'S NATIONAL HARDWARE WEEKLY

Vol. XXX. TORONTO, JUNE 8, 1918 No. 23

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have demonstrated their
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KNOW YOUR GOODS— AND SHOW THEM

Know your most profitable lines. Find out their good points. Tell your customers about their merits.

You know O-Cedar Products are profitable. Their merits are being constantly advertised, but by calling your customers' attention to some of these merits, you can increase sales surprisingly.

O-Cedar Products lend themselves to attractive store display—put these displays where the customer can see, and handle the merchandise. People quickly buy things they can handle. Have an O-Cedar Polish Mop where your customers can handle it—thus you will sell more mops.

An O-Cedar Polish Mop is an essential to modern housekeeping. Its long 54-in. handle eliminates stooping and bending, or getting on step-ladders and chairs to dust high places.

It is treated with O-Cedar Polish and packed in a tin container which may be used later for re-treating the mop. Two styles, round and triangular in shape, price $1.50.

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Ask your jobber for O-Cedar Products.

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Toronto Ontario

O-Cedar Polish

If interested, tear out this page and place with letters to be answered.

Canada's National Hardware Weekly

HARDWARE AND METAL

Published Every Saturday Since 1888

Vol. 30 TORONTO, JUNE 8, 1918 No. 23

Weekly Half Holidays in Canada

Canvas Made of Dominion by Hardware and Metal Gives Interesting Information for Use of Travelers and Others Concerned—Many Towns Observe Half Holiday Each Week

AT this season of the year much interest is manifested in the question of the weekly half holiday and particularly so by wholesale firms with travelers on the road. It is often the cause of much annoyance and lost time when travelers do not know that the stores are closed on certain days each week. In accordance with past custom and in order to serve the travelers, HARDWARE AND METAL has made a canvass of the various towns and cities and presents herewith the information obtained. This information will be reproduced in booklet form and copies will be supplied free to travelers and business firms on request. All those desiring booklets are asked to send in requests as early as possible.—EDITOR.

ARNPRIOR, Ont.—No half holiday. Stores close evenings with exception of Tuesday and Saturday.

ALLISTON, Ont.—No half holiday. Close evenings, except Wednesday and Saturday.

ALMONTE, Ont.—No half holiday. Close Monday evening 9; Tuesday, Wednesday, Thursday and Friday 6 p.m.; Saturday 10 p.m.

ALEXANDRIA, Ont.—No half holiday. Close evenings 6.30 during June, July and August with exception Tuesday, Thursday and Saturday.

AMHERST, N.S.—All stores close Wednesday at 12 o'clock, June, July and August, Close evenings except Tuesday and Saturday.

AMHERSTBURG, Ont.—All stores close Thursday 1 o'clock, June, July and August.

AURORA, Ont.—Hardware stores do not close.

AYLMER, Ont.—All stores close Wednesday 12.

BOWMANVILLE, Ont.—Hardware stores close Wednesday 12.30 p.m., June, July, August and September. All other merchants same day. Close evenings at 6.30 p.m., with exception of Saturday, at 10.30 p.m

BRACEBRIDGE, Ont.—All merchants close Thursday 1 p.m., June, July and August. Close evenings except Saturday.

BRIGHTON, Ont.—All merchants close Wednesday afternoon, June, July and August. Close evenings except Thursday and Saturday.

BRUCE MINES, Ont.—All stores close Wednesday 12 o'clock, May to September 30, with exception September 25 (Fair Day) when stores are open. Close evenings with exception of Tuesday, Thursday and Saturday.

BRANTFORD, Ont.—All stores close Wednesday 1 o'clock during July and August. Close evenings 6.30 except Saturday and evenings before holidays.

BLIND RIVER, Ont.—All stores close 12.30 o'clock Thursday, May 30 to September 15. Close evenings, Wednesday and Saturday excepted.

BLENHEIM, Ont.—Hardware stores do not close. Other stores close Wednesday afternoon, May 15 to September 15. Close evenings Monday, Wednesday, Friday.

BOTHWELL, Ont.—No half holiday. Close evenings, except Tuesday, Thursday and Saturday.

BELLEVILLE, Ont.—All stores close Wednesday 12 o'clock, June, July and August. Close evenings except Saturday.

BROADVIEW, Sask.—All stores close Thursday 1 p.m. May, June, July and August. Close evenings at 6.30 except Saturday.

BARRIE, Ont.—All stores close Wednesday 1 p.m. Close evenings ecept Saturday.

BURK'S FALLS, Ont.—Hardware stores do not close. Close evenings except Saturday.

BRANTFORD, Ont.—All stores close Wednesday 1 p.m. with exception dry goods. Close evenings at 6.30 except Saturday.

COBOURG, Ont.—Hardware stores close Wednesday afternoon, June, July, August and September. Plumbing and tinsmithing shops exception. Close evenings 6 p.m.; Saturday 10.30 p.m.

CORNWALL, Ont.—No half holiday. Close Monday, Wednesday and Friday evening at 6 p.m. Keep open Tuesday, Thursday and Saturday.

CLINTON, Ont.—No half holiday. Close evenings at 7 o'clock, Saturday excepted.

CHATHAM, Ont.—Hardware stores close 12.30 Thursday, June to September. Close evenings 6.30, without exception.

CAMPBELLFORD, Ont.—All stores except cigar and book stores close 12.30 Friday, June, July and August. Close evenings at 6, except Wednesday 9.30 and Saturday 11 o'clock.

CACHE BAY, Ont.—No half holiday. Close evenings ecept Saturdays and 10th and 15th each month.

CARLETON PLACE, Ont.—No half haliday. Close evenings, except Saturday.

COBALT, Ont.—Hardware stores close Saturday 12 to 7 p.m., May to end of harvest. Some other merchants close Wednesday afternoon. Close evenings, except Saturday.

COBDEN, Ont.—No half holiday. Close three evenings each week at 6 o'clock.

CREEMORE, Ont.—No half holiday. Close evenings, except Wednesday and Saturday.

COATICOOKE, Que.—No half holiday. Close evenings except Thursday and Saturday.

CHICOUTIMI, Que.—No half holiday. Close evenings at 7 o'clock except Wednesday and Saturday.

CHARLOTTETOWN, P.E.I.—All stores close Wednesday at 1 o'clock, July 10 to September 11, inclusive. Close evenings 6 o'clock all year.

CHATHAM, N.B.—No half holiday. Close evenings except Friday and Saturday.

COPPERCLIFF, Ont.—All stores close Wednesday afternoon, June, July and August. Close evenings except Saturdays and evenings before holidays.

COLLINGWOOD, Ont.—All stores close Thursday 12.30 with exception dry goods and boots and shoe. Close evenings except Saturday and evenings before holidays.

CHAPLEAU, Ont.—All stores close Wednesday 1 o'clock. Close evenings with exception Saturdays.

DUNNVILLE, Ont.—All stores close Wednesday afternoon 12.30, May, June, July and August. Close evenings 6 o'clock, Saturday 11.

DRINKWATER, Sask.—No half holiday. Close evenings except Wednesday and Saturday.

DESERONTO, Ont.—All stores close Wednesday 12. Close evenings except Monday and Saturday.

DUTTON, Ont.—All stores close Wednesday 12. Close evenings at 6 o'clock except Saturday.

ESSEX, Ont.—All merchants close Thursday 12.30 p.m., except drug stores, May to September, inclusive. Close Monday and Wednesday evening at 8 o'clock; Tuesday and Friday evening at 6 o'clock.

EMBRUN, Ont.—No half holiday. Open evenings.

ENGLEHART, Ont.—No half holiday. Close evenings with exception Tuesday, Thursday and Saturday.

EMPRESS, Alta.—No half holiday. Close evenings at 7 o'clock except Saturday.

EDMONTON, ALTA.—No half holiday. Close evenings at 6 o'clock except Saturday evening and evenings preceding holidays.

EXETER, Ont.—All stores close Wednesday 12.30, July and August. Close evenings except Saturday.

ELORA, Ont.—All stores close Wednesday 12. Close evenings except Saturday.

FORT FRANCES, Ont.—No half holiday. Close evenings 7 o'clock except Saturday.

GANANOQUE, Ont.—Hardware stores close Wednesday afternoon each week, June 12 to September 12. All other merchants close same day. Closed every evening except Saturday.

GRAND MERE, QUE.—No half holiday. Close evenings 7 o'clock except Saturday.

GLACE BAY, N.S.—All stores close Wednesday 1 p.m., June, July, August and September. Close evenings except Monday, Friday and Saturday.

GULL LAKE, Sask.—No half holiday. Close 6 p.m., except Saturday and evenings before holidays according to provision of by-law.

GRIMSBY, Ont.—All stores close Wednesday 12.30, June, July and August, with exception dry goods and boot and shoe stores. Close evenings except Saturdays and evenings before holidays.

HAMILTON, Ont.—Small hardware stores close Wednesday afternoons. Large hardware stores close 5 p.m. each day with exception of Saturday. Arrangement for July and August.

HUNTSVILLE, Ont.—All merchants close 1 p.m. Thursday, June, July and August. Close each evening except Saturday.

HESPELER, Ont.—All merchants close Wednesday afternoon, May 1 to October 1. Close evenings with exception Friday and Saturday.

HIGHGATE, Ont.—All merchants close Wednesday 12 o'clock, May to September. Close evenings at 6 o'clock, with exception of Tuesday, Thursday and Saturday.

HUNTSVILLE, Ont.—All stores close Thursday 1 p.m., June, July and August. Close evenings except Saturday and evenings before holidays.

KINGSTON, Ont.—No half holiday. Close evenings except Saturday.

KILLALOE STATION, Ont.—Hardware stores do not close. Close evenings except Saturday.

KINCARDINE, Ont.—All stores close Thursday 1 p.m., May 1 to October 1. Close evenings with exception of Saturdays and evenings before holidays.

KENORA, Ont.—All stores close Wednesday 1 p.m., June, July and August. Close evenings except Saturday and evenings before holidays.

KENTVILLE, N.S.—No half holiday. Close evenings except Tuesday and Saturday.

KILLARNEY, Man.—No half holiday. Close evenings except Wednesday, Saturday and evenings before holidays.

KENORA, Ont.—All stores close Wednesday afternoon, June, July and August, Close evenings except Saturday and evenings before holidays.

KINCARDINE, Ont.—All stores close Thursday afternoon. Open evenings.

LONDON, Ont.—Hardware stores close Wednesday afternoon during June, July and August. All other retail merchants same afternoon, except few dry goods stores.

LEAMINGTON, Ont.—All merchants close Friday 12 o'clock, May to September, inclusive. Closed Monday, Wednesday and Friday evenings.

LISTOWEL, Ont.—No half holiday. Close evenings, Saturday excepted.

LANSDOWNE, Ont.—No half holiday. Close evenings, except Tuesday, Thursday and Saturday.

LANCER, Sask.—No half holiday. Close evenings at 6 o'clock except Saturday.

LINDSAY, Ont.—All stores close Wednesday afternoon, June, July and August.

MADOC, Ont.—Hardware stores close 12 o'clock Thursday, during June, July and Agust. All other merchants included. Close three evenings each week, Tuesday, Thursday and Saturday exceptions.

MOUNT FOREST, Ont.—No half holiday. Close evenings, Wednesday and Saturday excepted.

MARMORA, Ont.—All stores close Wednesday 12 o'clock, July and August. Close three evenings each week, Tuesday, Thursday and Saturday excepted.

MILTON, Ont.—All stores close Wednesday 12.30, June, July and August. Close evenings 7, except Saturday.

MIDLAND, Ont.—No half holiday. Close evenings except Saturday.

MEAFORD, Ont.—All stores close Thursday afternoon, May 15 to September 15. Close in evenings.

MOOSE JAW, Sask.—All stores close Wednesday 12 o'clock, June, July and August. Close evenings 6 o'clock except Saturday.

MAPLE CREEK, Sask.—No half holiday. Close evenings 6 p.m. except Saturday.

NIAGARA FALLS, Ont.—All merchants close Wednesday afternoon, June, July and August. Close evenings 6 p.m., excepting Saturday.

NEW LISKEARD, Ont.—No action taken as yet. Close evenings, except Saturday.

NIAGARA FALLS, Ont.—Some hardware stores close Wednesday, others do not. Some May to September, others June to September. Other merchants adopt same principle. Close evenings, except Saturday.

NAPANEE, Ont.—All stores close Wednesday afternoon, June 15 to September 7. Close evenings 6 o'clock except Saturday 10.

NEWMARKET, Ont.—All stores close Wednesday 12 o'clock, June, July, August and September. Close evenings except Satuwrday and evenings preceding holiday.

NEW GLASGOW, N.S.—All stores close Wednesday afternoon, June 15 to September 15. Close evenings at 6, except Tuesday and Saturday.

NEW WESTMINSTER, B.C.—All stores close Wednesday 1 p.m. all year. Close evenings at 6 o'clock with exception of Saturday.

NAPANEE, Ont.—All stores close half day June 19 and 26 and all day Wednesday during July and August. Close evenings except Saturday.

NEWMARKET, Ont.—All stores close Wednesday 12. Close evenings except Saturday.

NORTH BAY, Ont.—Stores close Wednesday 1 o'clock, June, July and August. Close evenings except Saturday.

ORANGEVILLE, Ont.—All stores close Wednesday at 12, June, July, August and September. Close evenings except Saturday.

Current Events in Photograph

THE GALLANT VINDICTIVE

A WEEK or so ago came the word that the Vindictive had completed the work at Ostend that she had tried at "The Mole," and that she now blocks the entrance of that port of marauding submarines.

The photo shows some of the survivors of the "Mole" fight standing on the deck of the battered but still ready "Vindictive"

just before she started on her last glorious exploit.

OSHAWA, Ont.—All stores close 1 p.m. Wednesday, May to September. Close evenings evcept Saturday.

ORANGEVILLE, Ont.—All stores close Wednesday 12 o'clock, June, July, August and September. Close evenings except Saturday.

PENETANG, Ont.—No half holiday observed. Closed each evening with exception of Saturday.

PETERBOROUGH, Ont.—Hardware stores close Thursday at 12 o'clock. All other merchants close on same day except grocers, confectioners, tobacconists. Close evenings with exception of Saturday and evenings before holidays.

PORT HOPE, Ont.—All merchants close Wednesday afternoon, June, July, August and September. Close evenings at 6.30 o'clock.

PRESCOTT, Ont.—All merchants close Wednesday 12 o'clock, June, July and August, with exception confectioners and fruit stores. Close evenings 6 o'clock except Saturday.

PARIS, Ont.—All stores close Wednesday 1 o'clock, May, June, July, August. Close evenings at 7 o'clock, with exception Friday at 9 o'clock and Saturday 10.

PARRY SOUND, Ont.—No half holiday. Close evenings except Saturday and evenings before holidays and on pay days.

PALMERSTON, Ont.—No half holiday. Close evenings except Saturday.

PARKHILL, Ont.—All stores close Wednesday afternoon, June, July and August. Close evenings except Saturday.

PORT ARTHUR, Ont.—No half holiday. Open generally in evenings.

PRELATE, Sask.—No half holiday. Close evenings except Saturday.

PORT ELGIN, Ont.—All stores close Thursday 12.30, May 1 to October 1. Close evenings at 6 except Wednesday and Saturday.

PETERBORO, Ont.—All stores close Thursday afternoon. Close evenings except Saturdays and evenings before holidays.

PEMBROKE, Ont.—No half holiday. Closed evenings at 6 p.m., except Saturday.

PARRY SOUND, Ont.—No half holiday. Close evenings except Saturday.

RENFREW, Ont.—No half holiday. Close evenings except Saturday.

RICHMOND, Que.—No half holiday. Close evenings, except Tuesday and Saturday.

RIDGETOWN, Ont.—All stores close Wednesday 12 o'clock, May 1 to September 15. Close evenings Mondays, Wednesdays and Fridays; open Tuesday, Thursday and Saturday.

RODNEY, Ont.—No half holiday. Close in evenings Monday, Wednesday and Friday. Open Tuesday and Saturday evenings.

ST. MARY'S, Ont.—All merchants close 12.30 p.m. Wednesday during June, July and August. Close each evening at 6.30 except Saturday and evenings before holidays.

SUDBURY, Ont.—No half holiday. Close in evenings except Saturday.

SOUTHAMPTON, Ont.—No half holiday. Close evenings 6.30 o'clock except Saturday.

SIMCOE, Ont.—All stores close Thursday 12 o'clock, June, July and August. Close evenings at 6.30 except Saturday.

SMITH'S FALLS, Ont.—All stores close except drug stores, fruit and confectionery, Wednesday afternoon, July and August. Close evenings except Saturday and evenings prior to holidays and on 5th and 20th each month.

STURGEON FALLS, Ont.—No half holiday.—Close evenings except Mondays and Saturdays.

SIOUX LOOKOUT, Ont.—All stores close Thursday afternoon 1 o'clock, May to September. Close evenings, except Monday, Wednesday and Saturday.

SUSSEX, N.B.,—No half holiday. Close three evenings each week at 6 o'clock; Tuesday, Thursday and Saturday excepted.

SPRINGHILL, N.S.—All stores close Wednesday 12 o'clock all year. Close evenings except Monday and Saturday.

SACKVILLE, N.B.—All stores close, with one or two exceptions, Thursday 1 p.m. during June, July and August. Close evenings except Monday, Wednesday and Saturday.

ST. THOMAS, Ont.—All stores close Wednesday afternoon, May, June, July, August, September.

SEAFORTH, Ont.—All stores close Wednesday 12.30, June, July and August. Close evenings except Saturday.

SAULT STE. MARIE, Ont.—All stores close Wednesday 12, with exception dry goods, boots and shoes, clothiers. Close evenings except Saturday.

SWIFT CURRENT, Sask.—No half holiday. Close evenings except Saturday.

TROUT CREEK, Ont.—Hardware stores do not observe half holiday. Close evenings 6 p.m., except Saturdays.

TRENTON, Ont.—All merchants close Wednesday 12.30 p.m., June, July and August. Close evenings, Saturday excepted.

TOTTENHAM, Ont.—No half holiday. Close evenings 6 p.m. Monday, Wednesday and Friday.

THESSALON, Ont.—All stores close Wednesday 12 o'clock, June, July, August and September. Usually close evenings.

TILLSONBURG, Ont.—All stores close Wednesday 12 o'clock, June, July and August. Close evenings 6.15 except Saturday.

VANCOUVER, B.C.—All stores close Wednesday 1 o'clock all year. Close evenings except Saturday.

VERNER, Ont.—No half holiday. Open evenings.

WALKERTON, Ont.—No half holiday. All stores except hardware stores close in evenings, Saturday excepted.

WINDSOR, Ont.—No half holiday in hardware stores. Some butchers and grocers close Wednesday, but majority of grocers close Thursday. Hardware stores close evenings with exception of Saturday.

WATERLOO, Ont.—All stores close Wednesday during June, July, August and September. Close evenings, except Saturday.

WEBBWOOD, Ont.—Hardware stores close Thursday afternoon, July, August and September. Close 6 p.m. Saturday.

WHITBY, Ont.—All stores close Wednesday at 1 p.m., June, July and August. Close evenings at 8 o'clock except Saturdays and evenings preceding holidays.

WOODSTOCK, Ont.—All stores close Wednesday afternoon, July and August. Close evenings 6 o'clock, except Saturday at 10 p.m.

WESTERHAM, Sask.—No half holiday. Close evenings except Saturday.

(Continued on page 44)

Inspects Roofs to Get Trade in Roofing

Kent, Garvin & Co., Limited, Hamilton, Do Not Wait for Trade to Come to Them—They Go Out and Look it up—Keep Track of All Buildings Being Erected in Their City—Kindly Interest of Friends Helps Business

KENT, GARVIN & CO., Limited, Hamilton, Ont., are not content to wait for trade to come to them. They take the initiative in the matter as part of a sound business principle and go out after it. This firm specializes in builders' hardware but are retailers of a number of regular hardware lines. The decline in building was not occasion for them to stop looking for trade. They went after business all the harder. Their method of developing the roofing business is a good illustration of the way they are looking out for trade. Recently one of the members of the firm, acting in conjunction with a representative of the manufacturers of roofing materials, made what they termed a "spotting" trip between Hamilton and Burlington Beach. This trip was made in the springtime when people were about to move out to their summer cottages at the Beach, as many Hamilton business men do. It was a time naturally when they should look over their cottages to see if they needed repair.

Above Illustration Shows Part of Interior of Store of Kent, Garvin & Co., Limited, Hamilton, Ont. Observe the Tiled Rooms on the Left, Erected for Purpose of Showing Different Styles of Tiling. Bathroom Fixtures Are in Section to Rear of Tile Display. Paint Display is Arranged in Left Rear with Office in Centre of Display. The Store Interior is Very Attractively arranged.

Interior of Store of Kent, Garvin & Co., Limited, Hamilton, Ont., Showing Right Rear Section Containing Tool Display and Various Lines of Hardware. The Store is Built on the Square Plan and Affords Fine Opportunity for Display. Display of Builders' Hardware is situated at Righ Front Side of Store.

This work of inspection was carried out by Kent, Garvin & Co., without an invitation from the owners. Where the owners had already moved to their cottages permission was obtained to make the inspection. If the roof was found in need of repair a card was left which read:

"Are you aware of the fact that your roof needs re-shingling? After inspection, we suggest that you reshingle with —— shingle in red or green colors. We keep them in stock. Yours truly, KENT, GARVIN & CO., Limited."

If the roof did not require repairs of any kind another card was left which read:

"We keep in stock —— shingles and ready roofing, wire screen, window screens, screen doors, etc., etc., locks and hinges, nails, paint, and varnish, etc., fire place fittings, tiles, baskets, coal and wood grates, garden hose, garbage cans and lawn mowers. KENT, GARVIN & CO., 20 Catharine St. North, Hamilton, Ont."

Thinks Big Field for Hardwareman

"We are of the opinion that there is a big field for the hardwareman in the developing of roofing sales," stated E. Kent of Kent, Garvin & Co., to a representative of HARDWARE AND METAL. "At the present time we are a little too close to the actual work of inspection to see what good will result in the way of getting business. But there are already signs that the work will be fruitful in getting trade."

This instance is but one that might be cited as the business methods followed by this company. Recently one of the hotels at Burlington Beach was burned down. This firm did not wait until the owner came round to inquire if they had building materials. One of the members of the firm got in his auto and went right over to interview the proprietor, almost immediately the news was out that the hotel was burned. The result was that an order for $1,400 in rough hardware, nails, wallboard and roofing was forthcoming. This was but the initial order and the management anticipated that there would be need for other lines before the building was completed and that they would stand very good chance of increasing their amount of sales from the fact that they had already succeeded in getting some.

Method of Keeping Track of Work

Kent, Garvin & Co. have a graphic way of keeping track of the various buildings that are in course of construction or about to be constructed. Near their office on the second floor a large wall map is placed in easy access to their salesmen. With a system of colored pins they are enabled to know the exact condition of their orders for the various buildings being erected throughout the city.

White pins signify new permits have been issued.

Black pins signify that regular business is coming from the job, orders coming along.

Green pins indicate that all the business in connection with the job has been landed. That is, all builders' hardware ,tile work, paint, and other lines in connection with the building of the house have been secured.

Brown pins indicate the firm is getting some business from a particular job but have also lost some of the various lines.

Red pins cause grim facial contortions for they indicate that no orders whatever have been secured from that particular job.

"We are able to tell at a glance the exact condition of our business throughout the city," stated Mr. Kent. "It is the duty of our city salesmen to keep this map posted up. If we hear that a new building is about to be erected we can go to the map and see what our prospects are. If a red sign is posted we immediately call our salesmen to explain why we are not getting some business."

Friends Can Assist Trade

Kent, Garvin & Co. follow the principle that it is good to have as many lines cast out for business as it is possible to have. In this way their friends understand that they will always be glad to get a tip on any particular work that may come under their observation. While the HARDWARE AND METAL representative was in their place of business at Hamilton a woman called on the telephone to inform them that she had heard of certain work that was likely to be done. The member of the firm who received the message gave her to understand that they greatly appreciated the information. "We will have our salesmen get right after that," he stated.

"Such tips have on more than one occasion netted us some good business. We do not lose time in getting after a job once we hear of it."

Store Arrangement Very Attractive

The interior of the store of Kent, Garvin & Co. is a very attractive one, as will be seen by reference to the accompanying photographs. Immediately on entering the front door one is confronted with a small booth, built in the form of a small house and constructed from wallboard. A young woman is stationed therein whose duty it is to answer questions and give information with respect to various departments and those in charge, and to attend to other clerical duties. One of the striking features of the store interior is the exhibition of the various styles of tiling for bathrooms. There are two bathrooms fitted up, each of which embodies from four to five different styles of tiling. The customer can tell without guessing as to what their bathroom will look like Immediately to the rear of the tile rooms is the display of bathroom fixtures, neatly arranged on the wall in a section set apart. In the left-hand rear corner of the ground floor is the paint display, in the centre of which Mr. Kent has his office. Nearer to the centre of the store and in front of the paint section are some of the regular hardware lines such as lawn mowers, hose, window screens and doors and other lines.

To the right in the rear are arranged the tools and lanterns and some of the smaller lines such as door pulls and numerous other articles. One of the features of this section of their store is the fine display of tools in cases, showing planes, oil stones, measuring tapes, hack saw blades, screw drivers, breast drills, glass cutters and other lines. The store is built on the square plan and gives plenty of space for display and for the customers to move around and examine the goods. To the right at the front is the display of purely builders' hardware such as lock sets and similar lines. A table with chairs is placed in the centre of this space so that the customer may sit down and take his leisure at making a selection.

In the rear of the store on the ground floor is a good-sized room for storage of such bulky articles as nails and other commodities. Basement is also used for storage of similar lines. The stairway leading to the second story is in the centre of the store and is attractive, built as it is of oak and with a landing at the turn of the stairway about halfway up. On the landing is a fireplace and mantel, which gives some intimation of the display that can be expected upstairs. The second floor is devoted almost entirely to a display of mantels and fireplaces. There is plenty of room to move around among these lines and a good selection of styles is kept on hand. Third storey is used for storage and also has machine shop, which has recently been installed in order to give service when a special kind of fitting or design may be required.

Store Windows Very Spacious

The store windows of the company are large, extending the full width of the building. On the day when the visit was made to their store a display of paints was placed in one of the large windows, and mantels and bathroom fittings in the other. The firm has developed their trade along the line of getting the larger jobs wherever possible. In roofing, paint, bathroom fittings and tile work they have been equipped to handle the work throughout the building. The screen doors, windows, lawn mowers and hose are considered part of the business that should be looked after.

Pays Commission to Develop Trade

Paris, Ont., Hardwareman Finds Added Incentive of Additional Income Means Increased Trade for Him—Pays 10 Per Cent. Commission in Addition to Regular Salary—Believes in Keeping Prices Up to Minute

D. SINCLAIR, hardwareman of Paris, Ont., has found that an incentive to his workmen in the shape of an extra ten per cent. commission has been a big factor in helping him develop his trade in electrical goods. "We have had a constantly growing trade in electrical work," stated Mr. Sinclair to HARDWARE AND METAL, and we attribute much of it to the fact that our workmen have been made to feel that it is really to their own interest to look after the trade in these lines. We pay our men their regular wages but in addition they are given to understand that any sales of electrical fixtures or electric lines of any kind that they may be instrumental in making will mean more money in their own pockets. This has made them keen to look after the selling end. They have done good work along this line. We have had no desire to pare their earnings down when it became manifest that they could earn more through the commissions paid. It would cost us money to sell these goods by other means. If it were necessary for us to put an extra salesman on the work or take the time to do it ourselves the amount involved would probably be more than we pay to our workmen. They have felt that there was something in it that made it really worth while to exert themselves toward making sales.

"We have, of course, been somewhat handicapped by the fact that the Hydro-Electric Commission has not been making any new installations recently owing to the big demand for power for industrial purposes. But with the development of the power system of the province this is a condition that will soon right itself and we will again be able to go after fixture business in an energetic manner."

Electric Washers Sell Well

One of the electrical lines that Mr. Sinclair has found to be a popular one is that of electrical washing machines. Mr. Sinclair has sold in the neighborhood of fifty of these machines during the time since he has taken on the agency, and carries the record for number of sales made by any hardwareman in Ontario for that particular make of machine. He has made an energetic canvass of the trade in his town with the result that a good trade in these machines has been developed. "We went over our list of acquaintances and those whom we considered should be prospects for the sale of washing machines. Then we concentrated our attention on those likely prospects. We classified those who regularly employed a washwoman and made the appeal to them on the ground that the saving in the washwoman's wages would soon pay for the difference between the cost of an ordinary machine and an electric machine. It was pointed out that most families would have a washing machine of some sort, usually of the handpower variety. To those people who had the services of a washwoman it was pointed out that they had to give considerable of their own time in assisting the woman, even though none of the actual hard work were being done. With the aid of an electric washing machine they would not have to do any more work themselves and it would dispense with the services of the workwoman.

Urges Trial of Machine

One of the factors that has helped materially in placing this large number of machines in the various homes around Paris has been the readiness with which Mr. Sinclair has allowed the people to make a trial of the machine. "If any kind of unwilling assent were given no time is lost in getting a machine into that particular home. After the trial has been made it has invariably turned out that we made the sale. It was just as easy to demonstrate the machine in their homes as it is to show it in the store and there was an infinitely stronger possibility that a sale would be made once it was in working order in the house."

The fact that Mr. Sinclair has had an electric machine in his own home has

D. Sinclair, Paris, Ont., has made a success of selling fixtures and electric washing machines. Following story tells how he did it.

been of great assistance in helping to explain the details of the working of the machine. He has been enabled to talk with much greater certainty and to know his machine more thoroughly because of the work which it has done in actual operation from day to day. These details which he has been able to supply have had an important bearing on getting the prospective customer to give the machine a trial.

Plumbing Lines Also Sell Well

D. Sinclair has a plumbing department in connection with his store and here again he follows the same principle with respect to giving his workmen a commission on any goods they may sell. If they are the means of making a sale of bathroom fixtures or plumbing goods of any kind they are allowed a commission of 10 per cent. on all sales in addition to their regular wage. In this department also the sales have been good and show a steady increase as a result of the incentive given to the workmen. Building operations have been at a minimum in Paris, the same as they have been in most towns and cities. Only the very necessary buildings have been erected. When building operations again become more general the system followed by this firm will undoubtedly mean much in the way of securing any available trade.

Pneumatic Water Systems in Demand

Mr. Sinclair has found that the farming community in the vicinity of Paris and in the neighboring villages where they have no sewage or water systems has offered a good field for the sale of pneumatic water systems. "There is a steady sale for these goods," said Mr. Sinclair. "It is a line that has given good satisfaction to our customers and very rarely have we had any complaints. When our plumbers are out doing a piece of work they are on the lookout to make sales of these pneumatic water systems. In the farming community they are coming more and more to be considered a necessity. With the modern ideas that have permeated the farming community it is becoming less difficult each year to sell them comforts for their homes. With prosperous conditions in the farming communities it is now a comparatively easy matter to interest them in such projects. The farmer is just as keen for these things as the city or town dweller, but he may be a little slower in putting the idea into effect. These water systems are easy to instal and there is small danger of their getting out of order once they are properly put in.

System in Changing Prices

D. Sinclair is a firm believer that retail prices should change immediately in conformity with wholesale costs. "There is no reason why I should allow the other fellow to have the benefit of the profits that accrue on the stock which I had invested money in. If you allow the customer to have this benefit it is not appreciated and in our opinion it is legitimate profit that the dealer is entitled to. In order that we may keep our prices in harmony with the wholesale costs we make it our stated policy on our electrical and plumbing goods to change the retail price in conformity therewith as soon as we are advised of the change. We have a system of changing these prices which greatly simplifies the matter. When the wholesale price is changed we receive sheets that indicate what the retail selling price should be in order to get a certain margin of profit. We have found this works out most satisfactorily. It looks more businesslike to our customers for them to see that we consult our price book, for they naturally come to gain the opinion that we have the one price for all.

Some Lines of Sporting Goods Barred Out

Order-in-Council Passed During Week Will Affect Numerous Lines Handled by Hardware Stores—Ammunition, Rifles and Roller Skates Principal Lines to be Affected

BY an order-in-council passed during the week certain sporting goods are to be barred entrance into Canada from the United States. The list includes pleasure boats, skiffs and canoes, sporting guns and rifles and ammunition, game bags and cartridge belts, skates of all kinds, including roller skates, pistols, revolvers and other firearms except for war purposes, together with wood fishing rods. The measure has been taken with a view to helping out the money exchange. The measure will have a pronounced effect on the trade of hardware stores in these various commodities. Practically all sporting rifles and shotguns and revolvers are brought in from the United States. A considerable part of the ammunition used in this country is also bought in the United States. Ice skates are manufactured in Canada but almost the entire supply of roller skates comes from the United States. Automobiles in value of $1,200 and more for pleasure purposes are also to be denied entrance.

It is intimated that these goods will be allowed in under the license system through the War Trade Board, but the implication has also been made that those articles which are in the nature of non-essentials toward the carrying on of the war will find it difficult to get in through the stringency that will be exercised in granting permits.

The effect of the order will soon be felt in the Canadian trade as this is the season of the year when stocks are somewhat low after deliveries have been made for spring and summer trade. Orders will soon be placed with jobbers for the fall trade and it is understood that stocks of ammunition in jobbers' hands are not

(Continued on page 44)

Do You Know What Electricity Is?

Volt is Defined as Pressure, While Watt is Amount of the Current Consumed—One Horse-power Equals 746 Watts on Ordinary No. 14 Copper Wire—Definitions Are Very Elusive

By Hal Nicholson

EVERY live retail hardware merchant is confronted every day with propositions to increase his business. Many in the trade have concluded that electrical supplies are rapid movers and constantly in demand, and with no limit to the possibilities of greater development for their business. Yet there are some who hesitate and make the statement: "I am not familiar with electricity. In fact I'm afraid of it." It is for the purpose of making such a one more familiar with the basic principles and fundamentals that a series of articles has been planned with this in view. The hardwareman who understands some of the fundamentals of electricity will be a better salesman of the goods he handles.

Recently one of Canada's foremost electrical engineers was asked the question: "What is Electricity?" and the astounding reply was that he did not know. But he was familiar with formulas and terms or units which made electricity.

Current Passes Through Conductors

The first fact that we must remember is that all electrical phrases or words are derived from mechanical units. Realizing this we have to bear in mind that current has to pass through conductors and that in nearly all cases for ordinary work must be copper wire, insulated with a composition containing rubber and cloth. These wires of course vary in size according to the amount of power that must travel through and the amount of electricity consumed. The sizes range from what is known as Brown & Sharpe's standard gauge of No. 18 to 0000, and from the latter size to as heavy as 2,000,000 circular mills. For house wiring under ordinary conditions No. 14 wire rubber covered single braid is the standard size used. For these reasons there is only a small pressure of current traveling through the pair of wires to the article that is to consume the supply. That article is in fact the magnet. We have often heard of the magnetic power of electricity, and when we mention the word magnet with article it may comprise incandescent or tungsten lamps of all types, toaster or irons, and we arrive at the two most common units of measurement namely, volt and watt. Therefore a volt is the electro-motive force or pressure, and watt is current consumed. In Canada for ordinary house work the average volts traveling through No. 14 wire are 110 or 115, and the watts depend entirely on the home equipment; for example, the average electric iron consumes 550 watts per hour.

What are Volts and Watts

The term volt has perhaps been a somewhat elusive one for the people to understand. Many have considered it simply an "electrical term," and have been content to let it go at that. A definition would be as follows: A volt is electro-motive force or pressure. As we speak of so many pounds water pressure in a pipe, so we speak of the "electrical pressure" of so many volts. The watt is the amount of current consumed. In Canada for ordinary housework the average volts traveling through No. 14 wire are 110 or 115 and the watt depends entirely on the home equipment.

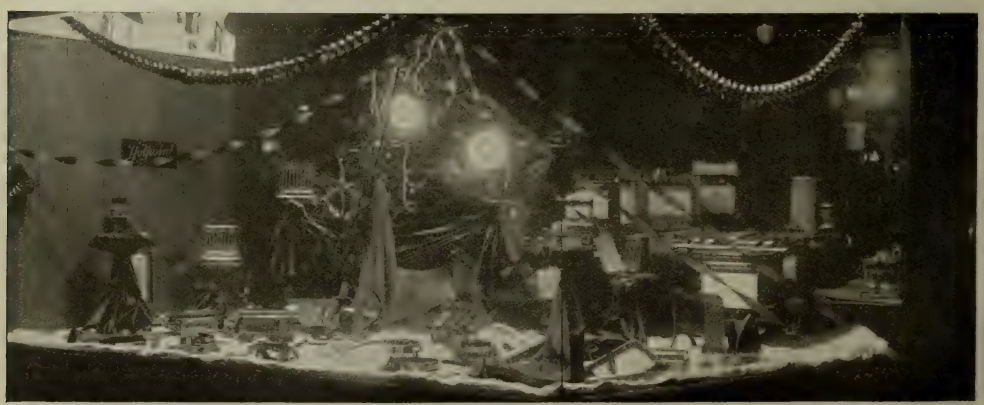
For example, the average electric iron consumes 550 watts per hour. Other electric appliances will consume various amounts.

House wiring is divided into two circuits or branches and on each pair of wires you are only allowed 660 watts or 110 volts, which is a Hydro-electric rule. These circuits are distributed from main lines. The reason for the small allowable quantity is merely for the sake of protection. Using an appliance that would magnetize or consume 1,500 watts, house wiring is divided into two circuits or branches and on each pair of No. 14 wires you are only allowed 660 watts or 110 volts. This is a Hydro Commission rule. These circuits are distributed from main lines. The reason of the small allowable quantity is merely protection, because using an appliance that would magnetize or consume 1,500 watts would either blow a fuse or overheat wires and cause a fire. It is for this reason that a heavier installation is required when an electric range is being used.

What Horsepower Is

The term horsepower is used to describe the amount of work that can be accomplished with a given amount of power. One horsepower is equivalent to 746 watts on 115 volt pressure. The amount of energy used is equivalent to raising 33,000 pounds one foot per minute.

Kilowatt is another term that is in common use and signifies 1,000 watts, which is equivalent to about one and one-third horsepower.



Selling Electrical Goods depends to a large extent on an attractive display. Above window offers a suggestion

Salesmen Show Your Mettle!

Tell How You Made a Success of Selling Some Line of Goods

$10.00 for First Prize

IS the clerk a real salesman? Does he merely hand goods across the counter or does he actually make sales?

We are asking the salesmen and salesladies behind the counter to answer these questions from their own experience.

Here is a contest in which we are anxious that every clerk shall join.

What is the selling power of the clerk?

In this contest literary merit counts not at all. We don't care in what form your answer comes. The prizes will be awarded on the value of the idea and how it actually sold goods. The idea may be a window display, a sales talk, an idea of following up former sales, anything in fact that produced results in sales.

For the best answer to this question, based on definite experience, HARDWARE AND METAL *offers a prize of* $10. *For the second best answer a prize of* $5. *That no clerk may think that this is wasted effort, we will pay* $1 *for every reply that we are able to use in our news pages.*

The only conditions of the contest are these:

1.—That the contestant shall refer to sale of some definite line of goods.

2.—That these goods shall have been sold at regular and not cut prices.

3.—That there shall be stated the amount or value, or both, of goods sold within a certain specified time.

HARDWARE AND METAL believes that every retail salesman has used ideas to sell goods that have been real winners. Tell us about these ideas.

The contest closes June 22, 1918, and the winners, with their experiences, will be announced in the June 29 issue—an issue that will feature articles of special interest to the salesman behind the counter.

Coming into this contest, giving your story of the best selling experience you have ever had, will make you even a better salesman. Tell in your own words what sales talk you used to create the demand for the line of goods you select. State what quantity was sold in a definite time, such as a day, a week, a fortnight, etc.

Everybody come in!

EDITORIAL COMMENT

TINPLATE is in active demand. That was a foregone conclusion when the word was passed out that it was going to be scarce.

* * *

AN INCREASE of 25 per cent. in freight rates goes into effect on the United States railroads on June 25. Instructions to deliver all unfilled orders before that date will now be in order.

* * *

DAYLIGHT saving has meant a heavier consumption of gasoline. Farmers will point to this as another vindication of their stand against the daylight saving scheme.

* * *

CANADIAN railroads have asked the United States Government for permission to increase their freight rates on business done on their lines within the Republic. Trust the Canadian railroads to be sure and call round when any melons are going to be cracked.

* * *

HUN submarines have found a rich poaching ground along the Atlantic Coast. They must have been somewhat amazed when they found the activity that was still going on in shipping on this side. Poachers usually find a limit to their cable tow—and get brought up with a jerk.

* * *

HARVESTING of wheat is on in Texas, will be started in Oklahoma within a week and will be quite general in the South-western States within three weeks. It would seem that Nature had foreseen the possible exhaustion of wheat supplies early some particular years and had made provision therefor.

* * *

THE United States Government is now using all rejected steel that is at all possible. This seems to knock the last hope-prop from the non-essential industries. Some of them hoped they would be able to pick up such crumbs and so keep running. But the word is nay, nay.

* * *

DU PONTS BRANCHING OUT

AN interesting bit of news is contained in the announcement elsewhere in this issue to the effect that the Du Pont Powder Company of Wilmington, Del., may become a factor in the Canadian paint trade. This concern has acquired the Flint Varnish and Color Works, whose headquarters are at Flint, Mich., with a Canadian branch factory at Toronto.

The Du Pont Company is already engaged in the ready-mixed paint business in the United States through one of their subsidiary companies and it seems within the range of possibility that they may become a factor also in the Canadian paint trade.

While the company they have purchased is engaged exclusively in the varnish business, it is stated on good authority that one of the developments of the future might be a decision to engage in the ready-mixed paint business.

The Du Pont Company has shown a disposition to extend its operations into various fields. Recently they have undertaken the manufacture of dyestuffs. It is but a logical step to embark upon the manufacture of the various raw materials for paints and to take up the manufacture of paint itself. The Canadian trade will watch with interest the developments in this field.

PROHIBITORY MEASURE ON SPORTING GOODS

THE Order in Council prohibiting the importation of sporting goods into Canada will have a very material effect on the trade in those lines. The order provides that all pleasure boats, skiffs and canoes, sporting guns and rifles, ammunition, game bags and cartridge belts, skates of all kinds, pistols and revolvers and fishing rods will be affected.

Sporting guns and rifles, pistols and revolvers, certain kinds of skates, ammunition and fishing rods will be the lines which will cause the greatest inconvenience to the hardware trade. Almost the entire stock of sporting guns and rifles, pistols and revolvers now come into Canada from the United States. Large quantities of ammunition are brought in, although this commodity is also manufactured in Canada.

Game bags and cartridge belts are being manufactured in Canada at present and the new order will not affect those lines to the extent that a shortage will be caused. The order is made to include all kinds of skates and interpretation is quite generally placed on this as embracing roller skates. Almost the entire stocks of roller skates come from the United States. Ice skates, however, are manufactured in considerable numbers in Canada.

The order comes at a time when wholesalers' stocks of these goods will naturally be somewhat low as the spring and summer shipments have already

been made. First advice did not intimate that such lines as baseball gloves, footballs, golf balls, tennis rackets and similar articles are to be included. Further details are awaited.

PIG IRON FROM BRITISH COLUMBIA

AN event of more than passing interest took place during the past week in the smelting of the first pig iron in the Province of British Columbia by the electrical process. This historic event took place at Port Moody, when some cast iron scrap metal was turned again into pig iron.

This is undoubtedly but the forerunner of a greater development that is yet to be in our far Western province. British Columbia is rich beyond the wildest dreams in the amount of electrical power available. Her wild mountain cataracts which are there in abundance but await to be harnessed. Her scarped cliffs contain iron ore in great quantity. Coal is also a part of her great wealth.

There can be no doubt but that shipbuilding is going to be one of the great industries of the West Coast. To be highly successful in these endeavors British Columbia must have her own source of iron and steel close at hand. The smelting of pig iron in British Columbia shows the trend of present development and is but an earnest of bigger things.

CRUDE OIL PRODUCTION FALLING

ADVICES from Washington during the week indicate that the production of crude oil for the month of April was 3.6 per cent. below the amount for March of this year, although it showed a net gain of 7.8 per cent. as compared with April, 1917.

While production has been less in April as compared with March of this year, consumption has apparently greatly increased. Consumption has apparently increased 4.3 per cent. in April as compared with consumption in March. As compared with April last year the consumption is 19.9 per cent. greater in April of this year.

Stocks of crude oil are being rapidly depleted. During the month of April they were reduced by 1,450,000 barrels, while the total depletion of stocks since April 30, 1917, is in excess of 15,000,000 barrels.

This is a situation which is working toward much greater firmness in all petroleum products. With source of supply diminishing and consumption rapidly increasing a condition is being brought about which may cause a shortage.

Certain points have already felt a shortage in gasoline within recent weeks, but this has been caused more through scarcity of tank cars than an actual shortage in available supplies of gasoline.

The reported strike of oil in Dover township near Chatham is being watched with interest. It is asserted that one of the wells is producing at the rate of 400 barrels per day.

ELECTRICAL LINES MOST PROMISING

THIS is the age of electricity. It follows that electric appliances will more and more come to be a profitable line for the hardwareman to handle. For with the development of electricity as a motive power and for heating and cooking there will also be improvements and developments in the instruments that will utilize that power.

The hardwareman has already shown perception in taking on a number of electrical lines. He has found therein a good profit for his efforts. They are clean lines to handle and permit of displays that should attract trade.

One of the strong appeals that can be made for electrical lines is on the ground of labor-saving. Washing machines, vacuum cleaners, toasters, and similar lines all hold possibilities of an appeal through their ability to save labor. With the shortage of help for the home very pronounced at the present time there is all the more reason why electrical lines should have their innings.

And this shortage of help for the home is not going to disappear when the war is over. Women and girls have drifted into other lines of work and the chances are they will prefer to remain there.

STILL WESTWARD GOES THE GLEAM

FROM the earliest records of the trading days of the human race the course of that trade development has been steadily westward. The trade caravans of the ancient Medes and Persians pressed westward. Now the most westerly continent looks out toward the farthest East and anticipates the trade possibilities.

The recent agreement of the Chinese and Japanese for the purpose of protecting the Far East against German trade aggression offers a peculiar opening for Canadian expansion. Canada is already linked to the Orient by a magnificent line of steamers, owned by one of the greatest corporations in the world.

The development of China with an area of 4,376,000 square miles will need in the neighborhood of 300,000 miles of railway in order to reach the development which her territory and population require. Steel, lumber, rails, rolling materials, hardware of many sorts, will have to be furnished to Asia to assist in that development.

Our far-seeing transportation kings have long ago foreseen what possibilities there are in the country. They did not hesitate to span the broad Pacific with their lines of commerce. Perhaps they builded better than they knew. For by so doing they have given Canada an enviable advantage in developing her trade in that quarter.

Canadian manufacturers should look well to the West—even to the West that fades away into the East. The broader our vision in looking toward the trade beyond our own confines, the greater will be our ability toward holding our own home markets.

EVENTS IN THE TRADE

Business Changes

Hamilton, Ont.—Frank B. Wright, dealer in new and rebuilt second-hand stoves, at 14-16 York street, has disposed of his interest to E. C. Hancock.

Obituary

Mrs. Walter H. Cottingham, wife of President Cottingham of the Sherwin-Williams Co., died at the family home on Lake Shore boulevard, Cleveland, O., after an illness of ten days. Mr. Cottingham and all her children, two daughters, and her two sons who are in the national service, were with her in her last hours.

Personals

G. W. Berney, Caledon East, Ont., was a recent visitor to Toronto.

J. L. McDonald, Thornhill, Ont., was in Toronto one day early in the week.

R. Blain, hardware merchant, Brampton, Ont., was in Toronto during the week on business.

H. S. McIntosh, Locust Hill, Ont., spent some time in Toronto during the week on a buying trip.

M. Doneff, of Grant, Ont., spent a couple of days in Toronto during the past week on a buying trip.

J. M. Gunn, superintendent of the foundry, McClary Mfg. Co., London, Ont., was a Toronto visitor during the week.

J. B. Mitchell, Goldlands, Ont., was a Toronto visitor during the past week, calling on the wholesale trade while here

C. Dixon, sales manager Hyslop Bros., Toronto, left last Saturday evening for Winnipeg and other Western cities on a business trip.

O. B. Henry, hardware merchant, Drayton, Ont., who was in Toronto during the week, reports his health greatly improved from his recent trip South and since he returned home.

Frank Odell, representing the Atlantic Tubing Co. and Rhode Island Rubber Co., Providence, R.I., was calling on the wholesale trade in Toronto during the week in the interests of his firm.

News Notes

The Guelph Tire Sales and Vulcanizing Company, of Guelph, Ont., has taken up the sale of bicycles in connection with the tire business.

R. S. Drysdale, hardwareman of Arnprior, Ont., has added a stock of automobile accessories and gasoline and is now urging the sale of these commodities.

CAPTAIN C. M. ACKLAND,
Member of the firm of D. Ackland & Sons, Winnipeg, who has been promoted.

The Vokes Hardware Company of Toronto, has been appointed distributors of K. & S. tires and will share the Ontario field with Wood, Alexander & James of Hamilton.

The National Association of Window Glass Manufacturers will meet in convention in Atlantic City on July 23-25. Some of the manufacturers' agents in Canada will be in attendance.

D. A. Watson, bicycle dealer of Thamesville, Ont., has reorganized his business by forming a partnership with Matthew Ruckle, and the new firm will be known as Watson & Ruckle.

The Canada Cycle & Motor Company employees and their friends will hold an old-fashioned picnic at Grimsby Beach on June 22. There will be races, ball games and other attractions. Toronto, Hamilton and St. Catharine dealers in this firm's goods are expected to be in attendance. The factory and offices of the company will be closed on that day.

Montreal News Notes

A. B. Thomson, assistant manager and a director of Th. de Schryder Ltd., Auckland, New Zealand, was in Montreal last week. While here he spent considerable time with the Thos. Davidson Co. of Montreal, for whom the Th. de Schryder Company is New Zealand representative.

James Hossack, manager of the Lufkin Rule Co. at Windsor, Ont., was in Montreal this week calling on the trade.

Winnipeg Industrial Chief Dies in Minneapolis

John McKechnie, president of the Vulcan Iron Works, manufacturers of various kinds of fabricated steel and hardware lines, died in Minneapolis on his way home to Winnipeg after having spent the winter in California. He was one of the pioneer manufacturers of the West and his plant at the time of his death covered several acres of ground and provided employment for a large staff of skilled workmen. He was born near Loch Lomond in Scotland, 1844. His plant was started in Winnipeg in 1874.

Assumes Charge of Auto Accessory Department

Goulter Merrick, son of Jos. A. Merrick, secretary-treasurer Merrick-Anderson Co., Ltd., Winnipeg, has been given charge of the automobile accessory department with this firm. Mr. Merrick's experience in the automobile accessory game dates back many years, he being associated with John Millen & Son, Winnipeg, and more recently with one of the largest accessory houses in Minneapolis, Minn. The Merrick-Anderson Co. intimate that they are extending their range of automobile accessories to embrace a complete line and will be issuing a catalogue at an early date. Added warehouse space has been provided to take care of their growing business.

Rolling Mills Plant Has Been Purchased

The Manitoba Rolling Mills Company has been sold to the Manitoba Bridge and Iron Works, according to a despatch from Winnipeg during the week. Announcement has been made that the Manitoba Rolling Mills Company will operate without any change in the present administration. The Manitoba Bridge and Iron Works was organized in 1903 with Thomas R. Deacon as president, and H. B. Lyall as secretary, with head offices at Winnipeg.

Hardwareman Wins Promotion at Front

News was recently received from the front that Captain C. M. Ackland had been promoted. Captain Ackland is well known in Western Canada as a member of the firm of D. Ackland & Sons, Ltd., who went overseas as major, and second in command of the 222nd Battalion, but reverted to the rank of lieutenant in order to get to France. Another son of J. W. Ackland has enlisted, and is now in training at Calgary. Dudley Ackland is not yet out of his teens, having left school to enlist. He was one of sport captains of Kelvin School, Winnipeg, being captain of one of the best known basketball teams in the city, and is recognized as a champion shot. He wanted to go to the front two years ago, but as he was only sixteen years old his parents refused to hear of it. After a lapse of two years he took matters into his own hands and enlisted in the Strathcona Horse. Mr. Ackland also has a brother a sergeant in the Army Service Corps now in France. He has been wounded once but is back again at the front.

DUDLEY ACKLAND, Son of J. W. Ackland, of firm of D. Ackland & Sons, Winnipeg, a champion shot, who is now in training.

Glass Situation is Becoming More Serious

"It is quite apparent as time goes on that the fifty per cent. reduction in output of window glass, at the instigation of the Federal Fuel Adminstration of the United States, is going to make it difficult for factories to supply the demands for home consumption." stated Joseph Taylor of Joseph Taylor & Son, manufacturers, agents and representatives of the Johnston Brokerage Company of Pittsburg, who are big factors in window glass in the United States. "On May 18 one of the large factories having completed its quota, shut down, and several others since that have been closed and from now on others will be doing so. You will see from this that the jobbers will make no mistake in placing their orders at once."

Mr. Taylor states that some 26,000 boxes of glass which should have been shipped to them in February have not yet arrived and there is no indication when they will get here. It would seem that there might be difficulty in getting sufficient stocks to go round.

New Valve Factory Organized in Montreal

A new company was organized in Montreal this week and will be known as Crane, Limited. The organization was effected on Tuesday and with the following officers: President, R. T. Crane, Jr.; first vice-president, J. B. Berryman; second vice-president and secretary, E. C. Townsend.

It is understood that Crane, Ltd., are to erect a factory at once in Cote St. Paul, on St. Patrick street. This will be placed on the unit system so that additions may be made later as conditions warrant. When completed, the company will be in a position to manufacture a complete line of valves and fittings, and with the facilities of their new plant will be able to meet a considerable demand.

Steel Barn Erected on Ontario Farm

What is stated to be the first steel barn to be erected in the district around West Luther, Ont., is shortly to be erected to replace one recently destroyed by fire. The building is to be 50 x 60 ft. in dimensions, and will cost $2,700. It is stated this price compares favorably with the cost of a frame barn at present prices for lumber and shingles. The building is being erected on the farm of Joseph Seymour and will be put together complete by six men in twelve days. This shows a trend in farm buildings in which the hardware man will be interested, as many already handle metal shingles and siding.

Du Pont Company Acquires Varnish Plant

Powder Concern Has Acquired Flint Varnish and Color Works Both in Canada and United States—Du Pont Company Already in Mixed Paint Business in United States

THERE is a strong probability that the E. I. Dupont de Nemours Company of Wilmington, Del.,will soon be an active factor in the mixed paint business in Canada. While no definite announcement has been made to this effect the intimation is made that certain developments can be anticipated as a result of the purchase of the Flint Varnish and Color Works, both in the United States and Canada.

The Du Pont Powder Company has recently completed the purchase of the Flint Varnish & Color Works, the head office of the company being located at Flint, Mich. The purchase of this company entails the transfer of the Canadian branch factory as well. The Canadian branch was incorporated in December, 1915, and building operations were started early in 1916 and plant was completed and ready for operations in December, 1916. The Canadian plant is located on Perth avenue, West Toronto. The company has been manufacturing carriage and automobile varnishes and various other lines of varnishes.

The Du Pont Powder Company is already a manufacturer of ready mixed paints in the United States through one of their subsidiary companies, the Harrison Bros. Company of Philadelphia and Chicago. The fact that the company has now acquired the Flint Varnish and Color Works with the Canadian branch presents an interesting trend in the varnish and paint business in Canada. While definite confirmation could not be secured by HARDWARE AND METAL that it was the intention of the company to start the manufacture of ready mixed paints at their Canadian plant, it was intimated that certain developments were contemplated in connection with the organization of the company. At present no announcement is being made by the company in this respect.

The business of the Flint Varnish and Color Works, it is understood, will be continued under the same firm name as heretofore, with the same officers. The Canadian manager of the company is W. T. Glidden, who is located at Toronto.

It is understood some of the prominent stockholders will retain their interest in the Flint Varnish & Color Works, among them being R. S. McLaughlin, president of the McLaughlin Motor Car Company of Oshawa, Ont. Some of the other stockholders are:

John N. Willys, president of Willys-Overland Co.; W. C. Durant, president of the General Motors and Chevrolet Motor companies; C. W. Nash, president of the Nash Motor Car Co., and W. W. Mountain, president of the Flint Varnish & Color Works. It is stated that they will retain a large portion of their stock, the rest being taken by the General Motors Co. and E. I. du Pont de Nemours & Co.

ENTHUSIASM OVER MONTREAL BICYCLE RUN

While the activity of the bicycle season has been in swing for some time the scheme of holding an annual "run" proved a great stimulant in Montreal. This brought out a great crowd, and several hundreds of enthusiasts entered the recent race. It is quite evident that cycling is already enjoying a return of old-time interest and popularity.

Under the direction of Fred St. Onge this year's run was one of the most successful ever held in Canada, and one of the best held at any time in America. In speaking with him, HARDWARE AND METAL was assured of the great popularity of these annual affairs and of the decided benefit that was traceable in connection with the better sale of bicycles here and at other points where runs had been conducted.

Of added interest this year was the entrance of several old veterans, and in the twenty mile distance covered they seemed to enjoy the return to their old-time pleasure of cycling. At the close of the meet, announcement was made of a probable patriotic meet later, and due announcement of this will be forthcoming. Montreal is the centre of much bicycle activity and there seems to be also a growing demand for ladies' wheels as reported.

LONG SERVICE BADGES GIVEN BY RUBBER COMPANY

As a token of appreciation for service, the Montreal office of the Canadian Consolidated Rubber Company awarded to many employees a few days ago a long service gold badge. This applied to those in the firm's service for twenty-five years and upward, and seventy-two employees were thus remembered. Six of the seventy-two are now pensioners of the company, and of these, Adolphe Groleau has been in the service of the Dominion Rubber system for fifty years. One of the long service employees is a son of Mr. Groleau, who has been with his firm for thirty-two years.

The presentation function took the form of a dinner which was presided over by President T. H. Rieder and attended by other officials of the Montreal office and some invited guests. In his address, President Rieder stated that it had been the company's endeavor to make the employees' surroundings and work the most pleasant possible. Their decision to suitably remember employees, particularly when they had completed twenty-five years of service, he felt was well deserved, and in connection with this they had concluded several months ago to institute the pension scheme.

Upon completion of that part of the function during which long service badges were presented to the many employees entitled to receive them, President Rieder was in turn made the recipient of an illuminated address conveying to him the appreciation of his staff for the consideration he had exercised toward them.

SPORTING GOODS BARRED OUT

(Continued from page 37)

heavy at present. Likewise stocks of sporting rifles and shotguns in jobbers' hands are not heavy, and the same holds true with the respect to pistols and revolvers. Canadian manufacturers of ammunition will practically have the field for their products.

In game bags and cartridge belts the order will not be felt as keenly as in some other lines, for these lines are already manufactured in this country. One of the commodities of the hardware stocks that will be hit rather heavily is the roller skates. Practically all of the supplies used in this country come from the United States and the order will cause a shortage in those lines unless the manufacture is undertaken in this country.

WEEKLY HALF HOLIDAYS IN CANADA

(Continued from page 34)

OAKVILLE,ONT.—All stores close Wednesday 1 o'clock, May, June, July, August and September. Open evenings except Wednesday.

HANOVER, ONT.—Half holiday not observed. Close evenings 7 o'clock except Saturday.

YOUNGSTOWN, ALTA.—Half holiday not observed. Close evenings except Saturday.

HARDWARE LETTER BOX

Manufacturers of Twine

J. L. Demers, Thetford Mines, Que.—Will you kindly give us the names of Canadian manufacturers of fine polish twines?

Consumers Cordage Co., Montreal; Doon Twines, Ltd., Kitchener, Ont.; Shurly & Derrett Co., Toronto, Ont.—Editor.

CATALOGUES and BOOKLETS

Booklet on Cream Separators

The Sharples Separator Company of West Chester, Pa., through their Canadian branch at Toronto is distributing to the Canadian trade a very attractive booklet called "Velvet for Dairymen." The booklet comprises sixteen pages and cover, and is printed on a fine quality paper in two colors, red and black. There are some fine illustrations and graphic sales talk embodied in the illustrations. One of the striking photos is that showing the actual number of pounds of butter lost in a year from one cow if a separator is not used. The main selling points are attractively set forth in the text of the booklet. The cover is striking in appearance in red, green and white.

Issues Complete Price List

The Merrick-Anderson Company, Limited, Winnipeg, Man., has just issued the June number of their "Jubilee Traveler," which gives the complete net price list of this concern's goods. The price list contains a number of illustrations although these are not quite as numerous as in the usual wholesale hardware catalogue. The "Traveler" is confined largely to giving prices. In the foreword to their customers the company states: "We do not advise our customers to buy heavily, but it would be prudent to keep stocks well assorted and to take deliveries of fall goods as early as jobbers are in a position to make shipment."

Trade Inquiries

202. **Handles, Brushware, Shovels, Wire Nails, Wire Fencing, Piping, Mining Material, Machinery Tools, Iron and Steel, Rock Drills, Wheelbarrows, Belting of Balata, Hose, etc.**—A Johannesburg firm with buying headquarters in London, England, requests that catalogues and price lists of the above articles and of other lines suitable for the mining trade be submitted to their London house.

203. **Motor Cars.**—A South African commission house with a full knowledge of the motor-car trade, now acting distributors for one American make, is prepared to take up the representation of Canadian-made automobiles, and request immediate correspondence from manufacturers.

204. **Farm Specialties.**—A South African commission house, accustomed to specializing in requirements for farm purposes, are prepared to consider agency offers from Canadian manufacturers.

205. **Building Board.**—A South African commission house, with offices in each of the principal centres, can place to advantage an agency proposition for large quantities of prepared building board, and asks for samples and other particulars immediately.

206. **Structural Steel.**—A Johannesburg house, specializing in iron and steel for structural purposes, seeks the representation of a Canadian firm.

209. **Carbon Electrodes.**—A Rhodesian manufacturer asks for quotations on carbon electrodes for the manufacture of carbide. Sizes required are 6-inch to 12-inch wide and 12-inch long.

211. **Bolts and Nuts, Wire Nails, Axes, Hatchets, Stoves, Steam Fittings, Barbed and Plain Wire, Wire Netting, Hardware, etc.**—A manufacturers' agent, with headquarters in Johannesburg and a permanent sample room in Durban, also covering all other sections in South Africa, is prepared to take up Canadian agencies for the above articles and kindred lines suitable to the hardware and iron and steel trade. Catalogues, price lists, and other details are requested in the first communication.

222. **Woodenware.**—A Pretoria firm of wholesale importers requests catalogues and prices, also samples when possible, of Canadian woodenware, handles and cart and carriage material, such as hubs, rims and wheels.

225. **Leather.**—A Pretoria firm of wholesale importers requests samples and prices on leather suitable for the boot and shoe and saddlery trade, also sole bends and sole squares.

Maritime Manufacturers Meet

W. S. Fisher, of Enterprise Foundry Company, Was Re-elected President of Eastern Association—Shortage of Railway Cars and Embargoes Were Up For Discussion

MATTERS of interest to all business men as well as those directly engaged in manufacturing were discussed at the annual meeting of the Maritime Provinces Branch of the Canadian Manufacturers' Association which was held in Moncton, N.B., on May 29. The subjects considered included such matters as the embargo on freight cars, vocational education, workmen's compensation, development of hydro-electric power and Maritime union.

W. S. Fisher, of Emerson & Fisher, Ltd., St. John, wholesale and retail hardware and proprietors of the Enterprise Foundry, presided as retiring chairman and was re-elected to that position for the coming year. Other officers chosen were as follows: Vice-chairman, E. E. Shaw, Sydney; L. W. Simms, St. John; C. C. Starr, Halifax; executive—S. E. Elkin, G. McAvity, St. John; C. D. Dennis, Amherst; A. D. Ganong, St. John; Angus McLean, Bathurst; W. F. Humphrey, Moncton; H. S. Crowell, Yarmouth; A. R. McPherson, Windsor; George Tilliam, Halifax; C. M. Crockett, New Glasgow; R. H. McKay, J. T. Cumming, New Glasgow; C. S. Cameron, Sydney; A. G. Robb, Amherst; W. D. Piercey, Halifax; J. A. Reid, Fredericton; C. S. Sutherland, Amherst; H. R. Thompson, Amherst; secretary ex-officio, George T. Douglas, Amherst; Archibald McCall, New Glasgow.

Addresses on workmen's compensation were given by F. J. G. Knowlton, of St. John, chairman of the New Brunswick Workmen's Compensation Commission, and F. W. Armstrong, of Halifax, a member of the Nova Scotia board. The association expressed its appreciation of the services of L. W. Simms, of St. John, and J. A. Reid, of Fredericton, in connection with the passage of the new compensation act by the New Brunswick legislature at the last session.

E. B. Saunders, of Chicago, field secretary of the National Safety Council, representing the Eastern branch of that organization, addressed the gathering on the subject of accidents and of means of preventing them, dwelling upon the importance of educating employees in this matter.

Hon. O. T. Daniels, attorney-general of Nova Scotia, presented arguments in support of the demand of the Maritime Provinces for federal subsidies for educational purposes as an offset to the land grants given the Western Provinces for this purpose. A resolution was adopted endorsing this proposal.

After a discussion of the delays caused by the shortage of railway cars and the effects of the embargo on the use of Canadian cars for shipments to the United States, the sentiments of the association were embodied in a resolution as follows:

Whereas, there is a very heavy movement of merchandise on our railroads, particularly on shipments to United States and,

Whereas, the railroads are unable to supply necessary equipment fo rmoving the business on American owned cars and,

Whereas, the railroads refuse to allow loading of Canadian-owned cars for the United States in spite of the fact that there is a surplus of these Canadian-owned cars at present on the railways and,

Whereas, the movement of empty Canadian-owned cars as practised at present from points where they can be loaded to points where they can secure loading for Canadian destinations, is not economical, and further tends to congest traffic:

Therefore, be it resolved that this convention request removal of restrictions refusing permission to load local Canadian-owned cars for United States points, and,

Further, be it resolved that we urge upon the railway authorities to take the necessary steps to arrange with the United States authorities for an exchange of cars so that all unnecessary movement of empty equipment be avoided.

Vocational training and its importance to the future development of the industrial and commercial life of the country was the subject of a thoughtful address by Fred. Magee, P.P.P., of Port Elgin, who was chairman of the New Brunswick committee on technical education and who introduced the modern legislation which was placed on the provincial statutes at the last session. The hearty approval of the meeting was expressed as follows:

Whereas the association is deeply interested in the subject of vocational training as advocated at the last convention of the association and again on the occasion of the most interesting and valuable address delivered by Mr. Magee, representative in the New Brunswick Legislature. Therefore, be it resolved that we re-affirm the resolution passed at the last meeting and urge that every effort be made to put into practical effect the wise and advanced legislative measures with this object in view passed at the last session of the Legislature of New Brunswick.

There was considerable discussion of ways and means of taking advantage of the new act and it was decided that committees should be appointed to confer with the school boards in the larger centres to urge them to make vocational training an integral part of their school system.

Water power development was the subject of an address by Dr. Archibald, of Acadia University, who spoke particularly of the power which might be generated by harnessing the tides at the head of the Bay of Fundy to supply the adjoining provinces. The association went on record with the following resolution:

Whereas, at the last convention of the association the question of utilizing the water power of the Maritime Provinces was discussed and considered, and it was resolved that legislative assembly of New Brunswick be requested to appoint a commission to survey and to assist in any way toward the development of the water powers of the province, and,

Whereas, we are pleased to learn that this step has been taken by the New Brunswick Government, and the matter has again been brought to the attention of the association in the address at this meeting by Prof. Archibald, of Acadia College, who described the possibilities of harnessing of the tides of the Bay of Fundy at Cape Split, which gives promise of development of tremendous electrical power and should it prove that such power can be transmitted economically its value can hardly be estimated;

Resolved, that the Legislatures of New Brunswick and Nova Scotia be urged to follow up actively these lines of provincial interest.

Hon. J. B. M. Baxter, M.P.P., of St. John, and H. J. Logan, of Amherst, spoke in support of the project of Maritime union, urging its adoption on the grounds that by combining their forces as one province the people of the Maritime Provinces would carry more weight in national councils than as members of three smaller bodies. The economy of administration, the unity of aim and the greater ease in systematic development of the provincial resources was also urged. The convention approved the proposal in an emphatically worded resolution and called upon all members to further the project.

FIRST PIG IRON PRODUCED ON WEST COAST

Advice from British Columbia during the week stated that the first pig iron to be produced in that province from an electric furnace was run off on Saturday, June 1. The company manufacturing the pig iron is the Aetna Iron & Steel Company, located at Port Moody, B.C. This pig iron is being manufactured from scrap cast iron. It is expected that the Province of British Columbia will be a great iron producing district in the not distant future as the raw materials in the shape of ore are available in large quantities and there is an abundance of water powers for electric smelting in addition to fine supplies of coal.

RUBBER SUBSTITUTES HAVE BEEN PROHIBITED

The War Trade Board of the United States recently restricted the amount of crude rubber that could be imported into that country and has now amplified that order to restrict four commodities possessing some of the characteristics of rubber. The commodities are capable of being used as substitutes for rubber and are as follows: gutta joolatong, gutter sisk, gutta percha and balata. Importations of gutta percha and balata will be restricted for the coming year to 650 tons of the former and 1,400 tons of the latter. The importations of the other two commodities will be prohibited entirely. This will affect the manufacture of articles into which these commodities enter, some of which are sold in Canada.

MANUFACTURERS MAY HAVE TO SUSPEND

As a result of the avowed intention of the United States Government that practically 100 per cent. of the iron and steel production of the country shall be turned into essential war work, some of the leading authorities in that country are of the opinion that before many months quite a number of the manufacturers will have to suspend operations. Steel makers anticipate the seriousness of this factor when they are again in a position to turn steel into the regular channels as they realize that their old trade may not be in a position to start in buying where they left off. The beginnings of readjustments along this line are already starting in the United States.

NEW HARDWARE GOODS

OFFERED TO CANADIAN HARDWAREMEN

STOCK FEED COOKER

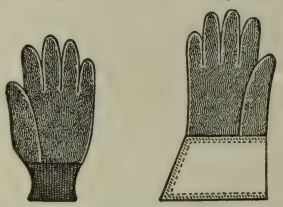
The Anthes Foundry, Limited, of Toronto and Winnipeg, has placed on the market through its Winnipeg branch a new feed cooker. It is stated the cooker consists of a high grade cast iron cauldron of uniform thickness and nicely finished, placed in a heavy sheet steel jacket which is reinforced at the bottom by a heavy band iron rim. The door and frame are of cast iron tightly fitted and bolted to the jacket. The door is fitted with a sliding damper, which when closed, it is claimed, makes the fire pot practically air tight, and in this way it will hold fire for an indefinite period. On the inside of the jacket just below the flue is placed a flame deflector, this is in the

Anthes Feed Cooker

form of a cast iron angle about 18 inches long securely bolted to the jacket; this causes the fire to pass around the kettle before entering the flue. Handles are cast on the kettle for the purpose of lifting it in or out of the jacket, and heavy wrought iron handles are riveted on to the sides of the jacket making it convenient to handle. Cast iron bases with legs and also coal grates are supplied with this cooker if desired. They are made in the following sizes 20-30-40-50-60-75 gallons, and are built to Imperial measure capacity, thus conforming with the new Government regulations.

WORKMEN'S GLOVES

R. R. Kinread, manufacturers' agents, Ryan Commercial Building, Winnipeg, is putting a new line of workmen's gloves on the market. A number of claims are made for this glove which it is asserted should interest the trade, viz.: they will not shrink when wet, the wearing surface will not peel off ,and they are absolutely waterproof. The manufacturer also claims that this glove will outwear a dozen pairs of the ordinary canvas



New Workmen's Gloves

gloves. He states that they should meet with a big demand from railway men, mechanics, and farmers. They are made in knit wrist, band top, and gauntlet styles.

LOCK FOR CHEVROLET CARS

Homer & Wilson, 1-5 Lancaster street, Hamilton, Ont., are the manufacturers of a new lock for Chevrolet cars which it is claimed is a most effective device to prevent the car from being stolen. The device is stated to be easy and very simple to operate and furthermore is very compact in size, being small enough to carry in the vest pocket. The company is prepared to furnish full details and give information as to cost to those unable to secure them from their dealer.

Lock for Chevrolet Cars

IMPROVED SPARK PLUG

Herz & Co., 245 W. 55th street, New York City, assert that two recent developments in the construction of their Herz spark plug are important features. The first and most important invention is named as the production of the oil-proof soot-burning mica core. Mica has been used heretofore as insulating material with indifferent success, because while mica itself is the ideal insulation when new and dry, it is asserted it deteriorates and breaks down electrically when subjected to the combined action of oil and heat. The problem has been to prevent the oil from eating its way between the layers of the mica. The lucky eyelet—the new patented Herz process of building mica cores—it is asserted solves this problem. A tube of Ruby mica 1-16 inch in thickness formes a wall around the centre electrode. Ruby mica washers are built up around this mica tube, and compressed under very high pressure. A stack of mica washers held between a copper eyelet is placed on the bottom of the core for a double purpose; first, the eyeleted washer stack, it is claimed, acts as a buffer against which the subsequent mica washers are placed and pressed; second, the copper eyelet acts as a heat accumulator which burns away the soot that would settle on the lower part of the core.

It is claimed these mica washers are so

Herz Spark Plug

tightly compressed under hydraulic pressure that the tightly wound mica core and the highly compressed mica washers become practically one solid mineralized mica unit, held absolutely rigid against the copper eyelet. It is asserted oil cannot possibly get between the layers.

The second important invention is asserted to be the oil guard. This guard is a copper insert in the spark plug shell which, it is claimed, through its peculiar shape prevents the oil, when splashing against the spark plug, from entering into the cavities of the plug.

MOVING PICTURE SLIDES

The Kasement Skrene Dore Co., 98 Kingswood Road, Toronto, is supplying the trade with an attractive series of motion picture slides featuring the Kasement Skrene Dore.

These slides have been finished up in attractive colors and not only show an illustration of the door, along with brief details regarding the features of the product, but also has space provided for the dealer's name and address. The company states that firms who are interested can secure these slides by applying direct to the company.

WEEKLY HARDWARE MARKET REPORTS

STATEMENTS FROM BUYING CENTRES

THE MARKETS AT A GLANCE

THE hardware trade has been hit very seriously by the restrictions placed on importations of sporting goods from the United States. This includes guns, rifles, ammunition, skates of all kinds, and other lines which bulk largely in fall sales. Whether orders already placed for these goods will be permitted to come through is not yet known, and until a complete interpretation of the Order-in-Council is available the trade is rather upset and can express no convictions on probable effects.

It is estimated that practically all the steel plate and 10 and 12-gauge blacks sheets for warehousing purposes has been received, and a firmer tendency has developed as a result. Plate is up $1, and the two gauges of sheets mentioned 50c per 100 pounds in some quarters, and it is thought the present scale of prices will be maintained for some little time.

Adjustments in prices on iron and steel in the United States are thought possible when advanced freight rate of 25 per cent. becomes effective on June 25. This must be considered in conjunction with the recent 15 per cent. advance and a wage increase in April. It must also be remembered that one ton of finished steel means the moving of practically five tons of raw materials, so steel would likely undergo a bigger average increase than iron.

The weakness of the flax seed market, which has resulted in substantial declines during the past week or ten days has brought about a revision downward in linseed oil of 5c per gallon. Supplies are none too plentiful, though an improvement in the moving of seed to the crushers is resulting beneficially in this respect.

Turpentine is becoming increasingly scarce, and the question of securing further supplies has not been improved any by the bringing of the sub. campaign to American waters. A large percentage of turpentine was formerly handled by the coastwise ships, but little can be expected until this menace is well in hand. Prices have advanced 2c per gallon during the week.

Many important price changes have taken place during the week, carpenters' tools going to higher levels, the lines affected including planes, braces, automatic and ratchet screwdrivers, hand and breast drills, expansive bits, etc. Saddlery hardware, including bridle bits, snaps, harness rings, clevises and clips and rings are also represented in list of advances. Other lines to reach higher levels are glass cutters, wrenches, blacksmiths' tongs and hand tools and wire rope clips.

MONTREAL MARKETS

MONTREAL, June 6..—The announcement from Ottawa regarding the prohibited import articles has been somewhat of a surprise to the jobbing trade, but they accept the ruling as one of those considered necessary at this time. Price changes have been made on various lines of auto accessories this week and on lamp and lantern burners, rosin, indurated fibreware and cutlery prices are higher. There also have been new advanced quotations on Meyers polishes, jute twines and lumbering tools. The tendencies on many lines are very firm. Steel sheets are a little higher and will probably be further revised. Little pig tin is to be had, and the price is ruling around $1.35 for Chinese. Lead is firm also, and iron pipe and roofings are scarce and may go to higher levels. Jenkins valves are higher, and a new list is being prepared. It is expected that further advances on various items of shelf hardware will be made in the immediate future. Trading conditions are satisfactory from the country in particular.

Rosin Higher; Glue Down; Lumbering Tools Up

Montreal.

ROSIN, GLUE, LUMBERING TOOLS —Advances are made in the price of rosin, full barrels formerly listed at $4.25 are now $4.40, and smaller lots are selling at $5.50 per 100 pounds. Glue prices are revised also; this is a decline of 3c per pound, white No. 2 now selling at 33c; G. S. S. 26½; Gold Medal 33c, and broken 24c per pound. Lumbering tools are higher, the old quotation of net list being advanced by the addition of an extra 5 per cent.

Pocket Knives Higher; Indurated Ware Also

Montreal.

CUTLERY, FIBREWARE.—There has been much difficulty in maintaining cutlery stocks and much substitution has had to be resorted to from time to time. This week an advance of approximately 25 per cent. is made in the price of Rodgers' cutlery, the lines affected being pocket and penknives, pruning knives and razors. Eddy's indurated fibreware tubs and pails have been revised also, this amounting to an advance of 8 per cent.

Polishes, Twine up; Valve Prices Withdrawn

Montreal.

POLISHES, TWINES, VALVES. — Presaging an advance of price, the quotations on Jenkins' valves are withdrawn and new lists will be available within the next few days. In the meantime prices will only be quoted on application. Jute twine is higher by three cents a pound, the price in cones now being 50c per pound. Owing to the extra cost of containers, etc., a ten per cent. advance is made in Meyer's polishes.

Lamp Burners Advance; Scales and Egg Crates

Montreal.

LAMP BURNERS, SCALES.—A very material advance is recorded this week

for lamp and lantern burners, and this is no less than 25 per cent. B lamp-burners are now quoted at $1.90 per dozen; No. 1 lantern at $1.25, and No. 2 at $2.05. Following the recent changes on one or two lines of scales further re-adjustment of prices is being arranged and the lists will be available in the immediate future. Humpty Dumpty egg crates show an advance from $4.20 to $4.50 per dozen.

Spot Lights Higher; also Curtain Lights

Montreal.

SPOT AND CURTAIN LIGHTS.—Advances this week are shown in spot lights. This applies to "Millenium" make and in lots of 24 the new price is $6.47 against the old, $4.85; lots of 6 are $7.04 against the old price of $5.27, and smaller or single lights are now $7.50, and were $5.63 before. These prices are for the number 30036. The comparative prices for No. 30037 are: New, $5.75 in 24 lots; old, $4.25; lots 6, $6.25 from $4.62, and single lights $6.67 from $4.93. Rear curtain lights are now 60c in 24 lots, the old price being 43c; lots 6, 66c, against 47c, and single lots 70c against 50c. The discount is 33/1-3 per cent. to the trade.

Clamps and Holders up; Tire Levers Higher

Montreal.

LICENSE CLAMPS, TIRE LEVERS.—Clamps for attaching license numbers both of the rod and spring clip varieties are higher. The comparative prices are 20c against 15½c for lots of 48; 22c against 17c for lots of 12, and 25c against 23½c for small quantities. This is for the rod style. The spring clip style are advanced from 11½c to 20c in 48 quantity lots; 12½c to 22c, and 13½c to 23½c. Tire levers have taken on various advances ranging from about 30 to 60 per cent. The usual 33/1-3 per cent. discount applies.

Bumpers are Lower; Hydrometers Advance

Montreal.

AUTO ACCESSORIES—A considerable decline is registered in the price of Lyon resilient bumpers No. 102. For quantity lots of 24 the old price was $14.95, and this is reduced to $11.30. Lots of six sold formerly at $16.06 each and are now $12.18, while single lot comparative prices are $17.21 and $13.05. A special discount applies. Breaknot hydrometer syringes are up about 10 per cent.

Fuel Oil Active; Coal Oil, Gasoline Steady

Montreal.

GASOLINE AND OILS.—The free movement of gasoline continues and a very great quantity is used in this district. Quite the same might be said of coal oil, which is called upon by many now for use in oil-burning stoves, etc. Prices are unchanged with motor gasoline price at 34c and Royalite coal oil at 19c. Electroline and Palacine coal oil prices are unchanged at 22c. A very active demand exists here for fuel oil which is coming into greater use than ever in the Province of Quebec. Many farmers are now making greater use of power machinery so extensively used in Ontario and throughout the West.

Firm Market for Wares and Stoves

Montreal.

STOVES AND WARES.—The position of the markets as affecting stoves and general stamped ware and pieced goods continues to rule with a steady but firm undertone. Retinned wares especially are very firm, and so long as tin holds its present position this will be the case. Stove sales are still fairly good even at the high prices which have to be asked. Repeat business to a certain extent is coming forward for oil stoves and these are as popular with many as ever. No changes are recorded for the week.

FAIR OUTLOOK FOR STOVES AND RANGES

In an interview with J. M. Gunn, superintendent of the foundry, McClary Mfg. Co., London, Ont., HARDWARE AND METAL was informed that prospects for a very fair production of stoves and ranges seemed quite bright. "The greatest difficulty we have to contend with at present," stated Mr. Gunn, "is the question of labor. We have lost heavily in the matter of man-power and it is in this respect that we are suffering most at present. We have been fortunate in securing very good supplies of raw materials and we look forward to about normal production with a number of our lines. However, we have cut down the number of lines we are manufacturing, only the very best sellers and sizes being produced to-day. We are rather doubtful as to whether we will be able to take care of the demand—in fact, I may say that I hardly think we will. Prospects for a heavy trade are bright."

Cotton Rope is High; all Others Firm

Montreal.

ROPE AND CORDAGE.—The markets are decidedly firm. Especially is this the case with regard to cotton rope of all kinds which are changing frequently. The output of binder twine supplies has been quite considerable although this has slackened of late. All sisal and manila products still are firm and all indications would suggest a revision of prices upward. Pure manila base price still remains at 39c per pound; British manila at 33c and sisal at 27½ per pound.

Firmness the Feature in Bar Iron and Steel

Montreal.

IRON AND STEEL.—The markets are very firm but no price changes have been made. Up to this time it has been possible to secure the wants of the trade and from the country fair business comes. It would not be surprising to see some revision to higher levels at any time for the surplus available is not great after the continued large requirements are met for war purposes.

Common bar iron, per 100 lbs.	$ 4 55
Refined iron, per 100 lbs.	4 80
Horseshoe iron, per 100 lbs.	4 80
Norway iron	12 00
Mild steel	5 05
Band steel	5 05
Sleigh shoe steel	5 05
Tire steel	5 25
Toe calk steel, per 100 lbs.	5 95
Mining tool steel, per lb.	0 17½-0 19
Black Diamond tool steel, per lb.	0 18 -0 19
Spring steel	6 50
Single reeled machinery steel	6 50
Iron finish machinery steel	5 10
Harrow tooth steel	5 20
Black Diamond cast steel, lb.	0 20-0 21

Orders for Nails and Wire are Fair

Montreal.

WIRE AND NAILS.—Fairly good orders are received still for nails and for various kinds of wire. The country trade has the advantage of being situated where money is freer and consequently certain building and repairs may be proceeded with to a greater extent. No changes are announced though the position is a firm one, cut nails selling at a base of $5.60; wire nails at $5.35, and for smooth steel wire the base price of $6.25 per 100 pounds still rules.

Sheets are Firmer; Some Supplies Received

Montreal.

SHEETS AND PLATES.—The receipts of sheets have been better in one respect. Supplies which had been due here many weeks ago have only begun to arrive, the transportation having been such until now as to have held these back. When these are absorbed the story will be different say the importers, and sheets will be much harder to obtain. Trade needs for different gauges are supplied fairly well just now, but these requirements are naturally not very great. Black sheets are somewhat firmer sizes from 14-gauge and lighter being advanced 25c per 100 pounds.

BLACK SHEETS—		**100 lbs**
10 gauge	$9 50	$9 00
12 gauge	9 25	9 65
14 gauge	7 25	9 00
16 gauge	7 45	9 15
18-20 gauge	7 50	9 25
22-24 gauge	8 00	9 60
26 gauge	9 70	9 75
28 gauge		9 90
10¾ oz. (28 English)	10 80	10 75
GALVANIZED SHEETS—		
10¾ oz.		$10 00
28 ga.		9 65
26 ga.		9 25
22 and 24 ga.		9 05
20 ga.		8 85
18 ga.		8 85
16 ga.		8 70

Solder up Again; Lead Products Firm

Montreal.

LEAD PRODUCTS.—There is some activity for various commodities in the manufactured lead list, and for the most part all items are firm and likely to rule, in some cases, higher. For the week, interest centres again in solder, and all grades are advanced. Strictly is now quoted at 60c per pound, and advances are also made for the lower grades and

for wire solder. Traps, bends, lead wool, etc., are firm in sympathy with the position of pig lead.

Lead pipe, lb.	....	0 14
Lead waste pipe, lb.	....	0 15
Lead traps and bends	Net list	
Lead wool, lb.	....	0 12
Lead sheets, 3 to 3½ lbs. sq. ft., lb.	....	0 11½
Lead sheets, 4 to 8 lbs. sq. ft.	....	0 11

Cut sheets, ¾c lb. extra, and cut sheets to size, 1c lb. extra.

Solder (guaranteed)	....	0 68
Solder, strictly, lb.	....	0 60
Solder, commercial, lb.	....	0 55
Solder, wiping, lb.	....	0 55
Solder, wire (8 gauge)—		
40-60	....	0 62½
45-55	....	0 68¼
Zinc sheets, casks	....	....
Do., broken lots	....	....

Munition Orders May Improve old Metal List

Montreal.

OLD MATERIALS.—There is very little change to report in the position on old material. The supply of various products varies from time to time, but there is not any great demand excepting for old heavy copper and heavy cast iron. These are on an unchanged basis. Dealers state that the receipt of munition orders here would result in more activity for copper and iron scrap, and this would also have a firming effect for these. The spelter products might be considered as a little more active than usual.

Tea lead	$ 0 05	$0 06½
Heavy lead pipe	....	0 07
Yellow brass	0 12½	0 13½
Red brass	0 22½	....
Light brass	0 08	....
Scrap zinc	0 05½	0 06
Heavy copper	0 22	0 23
Wrought iron, No.1, per gr. ton	27 00	....
No. 1 machinery cast	36 00	37 00
Heavy melting steel	20 00	21 00
Pipe scrap	18 00	20 00
Stove plate, per ton	22 00	23 00
No. 2 busheling	13 00	14 00
Old rubbers, boots and shoes	0 08	0 08¼
Overshoes, lumbermen's rubbers boots	0 07	....
Bicycle tires	0 04¼	....

Tin Quoted at $1.35; Lead also Firmer

Montreal.

INGOT METALS.—The week has been interesting in that ingot tin has continued its upward trend notwithstanding the easier tendencies outside. This is explained from the fact that spot spocks are very short, and in fact there seems to be little but Chinese and a very small amount of this. The position of other ingots is generally firm, lead being higher and copper firm. Some trading is being done in most commodities.

COPPER.—With very little, if any copper available excepting from the Canadian producers, trading is done on limited stocks. There is some demand and jobbers state that there is the probability of an advance in the near future being decided upon.

TIN.—New York and London have recorded declines of several points during the past week. Notwithstanding this the local situation is a very firm one, and what tin is to be had is being sold at around $1.35 per pound. There is little indication of any improvement from the present outlook.

SPELTER.—There is not a great deal of spelter available. From reports gathered this will not be available in any too large lots for some time and prices are held with a firm undertone at 10c per pound.

LEAD.—Tendencies in the pig lead market are very firm. A 25c advance was made to-day in the trust price, and locally there is a firmness although trading operations are not very active. Ten cents per pound is being asked.

ANTIMONY.—In sympathy with freight rates about to be imposed on an advanced scale, and in view of the abolition of the commodity freight rate, antimony is very firm and 16c to 17c is asked this week.

ALUMINUM. — Little interest and confined trading. Price held still at 50c per pound.

TORONTO MARKETS

TORONTO, June 6—Several important changes have taken place during the week among which will be noted a substantial advance in Rodgers' pocket cutlery. This follows in the wake of an advance on other of their lines such as butcher knives, carvers, etc. Other items affected are bit braces, expansive bits, scales, wrenches, sash weights and carpenters' tools such as hand drills, coping saws, chucks, etc. Fibre ware is another line to reach higher levels during the week and a revision upward in black steel plate has been made.

Business generally is reported very good, automobile accessories moving forward freely along with some repeat orders on screen doors, windows and wire cloth. A little more interest is manifest also in building materials.

SCARCITY OF IRON PIPE

In speaking this week with a large jobber, HARDWARE AND METAL was informed that the difficulty of maintaining stocks of iron pipe is becoming more acute from week to week. In fact it is expected that there will be some real difficulty in procuring needed supplies **of certain sizes and that the scarcity will probably be greater before there is an improvement. The market is firm but without change. In view of the scarcity prices may go to higher levels though an immediate change is not anticipated.**

17½ Per Cent. Advance Made in Pocket Cutlery

Toronto.

POCKET CUTLERY.—A heavy advance, approximating 17½ per cent. has been made in Joseph Rodgers & Sons' pocket cutlery during the week. This follows revised prices recently issued on butcher knives, carvers, etc., and shows the tendency of the steel markets in the Old Country. Quotations on some of the more familiar numbers are given herewith:

Pen Knives. — A16000, $15.40 doz.; A17749, $12.75; A17749-I, $12.75; A17751, $26.40; A23167-P, $35.20; A25967-I, $23.75.

Pocket Knives.—A32341, 3 in., $7.50 doz.; 3¼ in., $7.95; 3½ in., $8.80; A32342, 3½ in., $8.80; 3¾ in., $9.25; A32345, 3 in., $10.55; 3¼ in., $11.90; 3½ in., $13.20.

Cattle Knives.—A18322, $10.55 doz.

Pruning Knives.—A18358, $24.65 doz.; A32306-4, $12.75.

Erasers.—A18149, $10.55 doz.

Snaps, Harness Rings, Bridle Bits Higher

Toronto.

SNAPS, RINGS, BITS.—New prices representing advances have been named on snaps, harness rings and bridle bits during the week. Square eye snaps are now being quoted as follows: ⅞-in., $4.50; 1-in., $4.50; 1¼-in., $7.65; 1½-in., $8.50; 1¾-in., $9.40; 2-in., $10.60 per gross. Figures named on black harness rings for ¾-in. are 80c; for 1-in., $1.15 and for 1½-in.,$2.20 gross. Two of the familiar bridle bits are also quoted to provide a basis for the advance throughout the line. No. 37 is selling at $1.38 and No. 47 at $1.50 per dozen.

Wrenches Record Substantial Gains

Toronto.

WRENCHES.—Substantial gains have been made in new prices named on a couple of lines of wrenches during the week. The Bull Dog are now being offered at the following figures: No. 1, $1.55; No. 2, $6.20-$6.30; No. 3, $14.15-$14.40; No. 4, $21.50-$21.75 per dozen, and the Twin at $8.40 per dozen. A revision upward is shown in quotations herewith on Crescent wrenches, the 4-in. and 6-in. selling at $10.90; the 8-in. at $13.40 and 10-in. at $16.75 per dozen.

Horse Cards Up; Clevises Also Higher

Toronto.

HORSE CARDS, CLEVISES.—Revised prices have been made on horse cards, the No. .04 selling at $2.25 per dozen and the No. 4 at $2.85 per dozen. Clevises are also in the advancing class, Nos. 395, 430 and 555 now selling at 15½c per pound and the No. 2808A at 19c per pound. Clips and rings represent another line to move upward. The No. 3520D are quoted at 16¾c and No. 3520B at 20c per pound.

Fibre Pails and Tubs Make Advance

Toronto.

FIBRE TUBS AND PAILS.—The advance provided for in prices given below on fibre pails and tubs amounts to approximately 8 per cent. over former figures. Quotations now being made to the trade are on this basis: Pails, $5.00 dozen; tubs, No. 0, $22.70; No. 1, $19.40; No. 2, $16.25; No. 3, $13.75 per dozen.

Sash Weights Up; Blacksmiths' Tongs Also

Toronto.

SASH WEIGHTS, BLACKSMITHS' TONGS.—A 20 per cent. advance in solid

sash weights is provided for in new quotations named during the week of $3.60 per 100 pounds. Sectional have also recorded a good increase in new prices of $5.15 per 100 pounds. Blacksmiths' tongs show a very big increase over previous quotations of about 25 per cent. Blacksmiths' hand tools, comprising such lines as hardies, flatters, cold and hot chisels, take a new price of 45c per pound.

Bit Braces, Planes, Other Lines All Up

Toronto.

BRACES, PLANES, ETC.—A ten per cent. advance has been made in P. S. & W. bit braces which reveals net prices for some of the more popular sellers as follows: No. 5006, $46.30; No. 7010, $49.15; No. 8010, $59.75 per dozen. Another revision upward in the Stanley line has been made, gauges, levels, braces and planes being affected. New prices on half a dozen planes are given herewith: No. 110, 74c; No. 120, $1.07; No. 3, $2.85; No. 4, $3.15; No. 5, $3.60; No. 5½, $4.05 each.

Wire Rope Clips Go To Higher Levels

Toronto.

WIRE ROPE CLIPS, COBBLERS' SETS.—A change affecting prices on wire rope clips has been made and the present scale of figures for these is given as follows: ¼-in., $7.65; 5/16-in., $8.50; ⅜-in., $9.55; ½-in., $12.35; ⅝-in., $15.25; ¾-in., $19.05; ⅞-in., $24.70; 1-in., $30.40 per 100. Advice of an advance of from 10 to 15 per cent. in cobblers' sets was contained in these columns last week, but net prices were not available at that time. Two of the bigger sellers with present quotations are: Economy, $10.25; Home, No. 1, $21.00 dozen sets.

New Prices on Expansive Bits, Padlocks, Globes

Toronto.

EXPANSION BITS, PADLOCKS, LANTERN GLOBES.—Quotations have been revised on these three lines and the tendency has been upward in each instance. No. 5 expansive bits now sell at $14.85 and No. 10 at $21.50 per dozen. Corbin padlocks recorded an advance of 10 per cent. on practically the entire line. The selling price adopted on cards No. B2 of $4.90 and on SD of $2.60 each reveal the general trend of quotations. Ruby lantern globes at $4.35 dozen register a substantial increase. Glass cutters No. 024 are higher at $1.20 dozen.

Carpenters' Tools Reach High Levels

Toronto.

CARPENTERS' TOOLS.— Revised prices have been issued on many lines of carpenters' tools. The Miller's Falls line is up about 10 per cent., their hand drill No. 1 now selling at $2.90 and coping saw No. 42 at $20.00 per dozen; Star chucks are in the upward movement, No. 15 selling at $2.10, No. 16 at $3.00 and No. 17 at $3.90 each. Quotations on Yankee tools have also been sent to higher levels as will be noted from figures given on a few of these goods: Auto drill No. 41, $26.80; screw driver No. 30, $28.10; No. 130, $32.20; No. 15 x 2-in., $6.35; 3-in., $6.90; 4-in., $7.45 per dozen; breast drills No. 1540, $6.40; No. 1550, $7.45, and No. 555, $8.75 each.

Stoves and Ranges in Fair Demand; Enamelware

Toronto.

STOVES, ENAMELWARE.—A very fair demand is being felt for stoves and ranges though this is not reaching large proportions as yet. From all sources reports as to the movement of summer lines indicate a good movement and ready sale from the retailers' floor.

Tinware and enamelware are unchanged during the week, the market holding firm with prospects for the future containing no little element of uncertainty. Business is good and orders are going forward as freely as stocks will permit.

THE NEW FREIGHT RATES AND STEEL

The 25 per cent. increase in freight rates in the United States, effective June 25, will undoubtedly have considerable effect on steel and iron coming to Canada from United States points. Already some speculation exists as to just what the effect on pig and steel may be. It is apparent that new rates will affect steel more heavily than iron. In a ton of finished steel it is required to move almost five tons of new material to the furnaces, while in the case of pig the amount of basic ingredients is not nearly so great.

This recent advance must be considered in conjunction with the recent 15 per cent. advance in addition to a wage increase put through in April. It will then be seen that when the quarterly adjustment of iron and steel prices scheduled about the end of June is brought up, that these increases must exert an influence. It is estimated that by the new tariffs pig iron costs will be elevated from $1.00 to $1.50 according to location of producer.

Hard to Move Oils and Gasoline

Toronto.

OILS, GASOLINE.—Great difficulty in getting railways to handle tank cars is reported by one large oil dealer, with the result that at from 40 to 45 points, a distinct shortage of gasoline has developed and oil is little better. There is no scarcity at distributing centres and the situation hinges on the transportation companies, who, working shorthanded, can only give an indifferent service. A very heavy demand for gasoline is apparent and the same is true of lubricating oil. Imported oils are coming through rather irregularly, it is stated, but hopes are expressed that orders on hand will be taken care of shortly. Coal oil is enjoying an almost phenomenal sale for this season of the year which indicates its greater use as fuel during the period of hot weather now developing. Gasoline price is unchanged at 33c gallon and Royalite coal oil at 18c and Palacine at 21c per gallon show no revision for the week.

Revision in Nails Yet to Come; Wire

Toronto.

NAILS, WIRE.—The revision in wire nails freely hinted at last week has failed to materialize as yet, though it is maintained that this is almost sure to come at any time. The situation remains very firm with quotations unchanged at $5.20 base per 100 pounds for the wire, with cut nails steady at $5.65 base per 100 pounds. Sales are reported fair, though the movement is by no means heavy.

The position of smooth steel wire holds firm and unchanged during the week with little movement reported. Prices hold at a base of $6.25 per 100 pounds.

Some Heavy Bars Reach Local Market

Toronto.

IRON AND STEEL.—An announcement in some quarters is to the effect that some very good shipments of heavy bars have been received and stocks generally are in very fair shape. Some movement to outside points is reported and each day brings its quota of orders to the jobbers for these lines. Prices are unchanged with the market firm.

TORONTO—		Per 100 lbs.
Common bar iron	....	$ 5 25
Common bar steel	....	5 50
Refined iron	....	5 65
Angle base	....	5 75
Horseshoe iron	....	5 50
Tire steel	....	5 70
Mild steel	....	5 50
Norway iron	11 00	13 00
Toe caulk steel	....	6 25
Sleigh shoe steel	....	5 50
Band steel, No. 10	....	5 75
Do., No. 12	....	6 00
Spring steel	9 50	11 50
Mining drill steel	19 00	30 00
Sheet cast steel	0 42	0 45
Tool steel	0 20	0 42

Corrugated Sheets Hold; Eavetrough Moving

Toronto.

CORRUGATED SHEETS, EAVETROUGH.—There is no change to report in the situation on corrugated sheets for the week. Manufacturers indicate that some difficulty is apparent in getting supplies but present stocks are equal to present demands. Quotations below are being held steadily.

Some improvement in the demand on eavetrough and conductor pipe is reported. This would indicate that some building is being done and repair work undertaken. The volume of trading is not great as yet. Prices hold firm and unchanged at figures shown in current market quotations.

TORONTO—	Per 100 Sq. Feet Galvanized	Painted
No. 28 gauge	$ 8 25-$ 8 75	$6 75-$7 25
No. 26 gauge	9 00- 9 50	7 75- 8 25
No. 24 gauge	13 00-	10 50
No. 22 gauge	16 00-	13 25
No. 20 gauge	19 00-	16 50
No. 18 gauge	23 00-	20 00

Discount 7½%.

Plate Advances $1.00; Demand for Sheets Good

Toronto.

SHEETS, PLATES.—Plates and 10 and 12-gauge black sheets have undergone revision upward during the week, the advance on plates amounting to $1.00 per 100 pounds and on sheets 50c per 100 pounds. Some supplies have been coming through but little more for warehousing purposes is expected. Shipments of galvanized and black sheets have been coming along in quite liberal quantities which would indicate that existing contracts are being taken care of. Stocks on hand locally are considered very good and the demand quite satisfactory. Prevailing quotations follow:

BLACK SHEETS—		Per 100 lbs.	
10 gauge	....	10 00	$12 00
12 gauge	7 15	10 10	10 00
14 gauge	7 20	8 15	8 40
16 gauge	7 25	8 25	8 50
18-20 gauge	7 30	7 80	8 05
22-24 gauge	7 35	7 85	8 10
26 gauge	7 40	7 90	8 15
28 gauge	7 50	8 00	8 25
3/16-inch plate	....	10 10	10 25
¼-inch boiler plate	....	....	10 00
GALVANIZED SHEETS—			
10¾ oz.	$9 00	$9 25	$9 50
U.S. 28	8 70	8 95	9 20
U.S. 26	8 40	8 65	8 90
22 and 24	8 25	8 50	8 75
16	7 95	8 20	8 45
14	7 85	8 10	8 35

Wrot. Iron Pipe Holds; Boiler Tube Situation Acute

Toronto.

WROUGHT IRON PIPE, BOILER TUBES.—The position of wrought iron pipe shows little change during the week, prices holding firm and unchanged with the question of supplies increasingly difficult. Whereas present demands are being taken care of largely, supplies of raw materials are not coming through and if this condition continues, the situation as regards stocks can be easily determined. Prices appear in current market quotations.

The situation in boiler tubes is termed acute. Very limited supplies are getting through and the outlook for an improvement in this respect is not encouraging. Warehouses are practically bare of 2-inch, it is intimated, and there are many instances it is said where tubes are required to make necessary repairs but supplies are not forthcoming. Prices are holding at figures herewith:

Boiler Tubes—	Cold Drawn	Lapweld
1 inch	$36 00	$ ....
1¼ inch	40 00	....
1½ inch	43 00	36 00
1¾ inch	43 00	36 00
2 inch	50 00	36 00
2¼ inch	53 00	38 50
2½ inch	55 00	42 00
3 inch	64 00	50 00
3¼ inch	....	58 00
3½ inch	77 00	60 00
4 inch	90 00	75 00

No Change in Solder Or Lead Products

Toronto.

LEAD AND ZINC PRODUCTS.—There has been no further revision made in prices on solder, during the week. Supplies in some quarters are considered ample for present requirements. The tin market remains unchanged with supplies becoming increasingly scarce and any sales made being at high levels.

The lead market shows increased strength, but this has not been reflected in any advance on the manufactured article, for which the demand continues light. Quotations on all above products follow:

Lead pipe, lb.	0 14	....
Lead waste pipe, lb.	0 15	....
Lead traps and bends	Net list	
Lead wool, lb.		0 16
Lead sheets, 3 to 3½ lbs. sq. ft., lb.		0 13¼
Lead sheets, 4 to 8 lbs. sq. ft.		0 12½
Cut sheets, ¾c lb. extra, and cut sheets to size,		
Solder, guaranteed, lb.	0 66	0 70
Solder, strictly, lb.	0 60	0 66½
Solder, commercial, lb.	0 55	0 62
Solder, wiping, lb.	0 54½	0 56
Solder, wire, lb.	0 65	0 70
Zinc sheets, per lb.	....	0 26

Cordage Trading Light; Twine Moving

Toronto.

CORDAGE, TWINE.—There is little activity as regards movement of cordage stocks and prices have held firm and unchanged on the following basis: pure manila, 39c per pound; British manila, 33c per pound; sisal, 27½c per pound.

A very good movement of binder twine is reported, booked orders being filled and dealers showing a willingness to order in liberal quantities. The basis of 23½c per pound, 500-foot length, is unchanged.

Leather Belting Holds Very Steady

Toronto.

LEATHER BELTING.—Prices on leather belting which have remained steady for some time past are unchanged though a decided element of firmness is reported as applying to the market. No advice, however, of any price revisions has been made though an advance would not be entirely unexpected. Conditions to-day, it is said, look very much like higher price levels for this commodity.

Position of Waste and Oakum Same

Toronto.

WASTE, OAKUM.—There are no new developments in the position of either waste or oakum from all accounts. A very good volume of orders for waste is going forward and prices are unchanged. Oakum is not moving quite so freely. Quotations on both lines appear in current market quotations.

No New Developments in Old Materials

Toronto.

OLD MATERIALS.—New developments are still awaited in these markets and the time when these may be expected seems as far away now as it did some weeks ago. There is very little trading going on just now, but prices have been firmly held at unchanged figures. Business generally is at a standstill.

Tea lead	$0 04½	....
Heavy lead pipe	0 07	0 07½
Yellow brass	0 12	0 13
Red brass	....	0 21
Light brass	....	0 09½
Heavy zinc	0 05½	0 06
Heavy copper	0 21½	0 22
Stove plate, per ton	17 00	18 00
Old cast iron, per ton	25 00	26 00
Overshoes, trimmed Arctics	....	0 06½
Auto tires	0 04½	....
Bicycle tires	0 03½	....
	Per gross ton.	
No. 1 railroad wrought	26 00	27 00
No. 2 railroad wrought	15 00	16 00
Pipes and flues	....	12 00
No. 1 busheling	16 00	17 00
No. 2 busheling	....	12 00
Country mixed scrap	....	16 00

Tin Strong with Weaker Tendency; Lead up

Toronto.

INGOT METALS.—Tin is undoubtedly very strong, but the declines at primary points provide for an easier undertone; supplies are becoming increasingly scarce. A somewhat firmer tone has developed in respect to lead and price is up ¼c though little improvement in the demand is to be noted. Copper is unchanged, a good demand on producers being made but almost entirely for government work.

COPPER.—No particular item of interest has marked this market during the week. From producing centres come advices of a very good demand but further investigation reveals this to be on government account, direct or indirect, commercial transactions being small. Price locally is unchanged at 29-30c per pound.

TIN.—Nominally quotations are said to range about $1.07-$1.10, but no sales are being effected on this basis. Tin is not being offered at less than $1.25 and quotations run up from there. This metal grows increasingly scarce, arrivals being practically nil. Primary points show decided declines with little apparent buyer interest.

SPELTER.—The situation is unchanged, prices locally holding firm around 9c per pound and very little movement reported. Reports from the United States intimate that buying on government account has been quite liberal, but figures are not divulged.

LEAD.—An advance of ¼c, bringing prices locally to 9½-9¾c per pound featured this market during the week. The demand for commercial uses is very light, with supplies apparently ample for other requirements. Primary points quote this metal firm.

ALUMINUM.—In the United States a new base price of 33c per pound f.o.b. producing points for 50 tons and over for ingots of 98 to 99 per cent. has been established by the War Industries Board, effective June 1. This has not influenced the local market which holds around 50c.

ANTIMONY.—Quiet reigns supreme locally, quotations remaining unchanged around 16c per pound with a light demand in evidence.

PIG IRON.—In spite of high prices the demand continues heavy and supplies are by no means equal to calls being made. Some difficulty supplying shops working on war orders is being experienced and scrap material which might relieve the situation to some extent is not forthcoming in quantities sufficient to help very much.

LONDON MARKETS

LONDON, June 6.—Prices continue firm with the exception of linseed oil which is down five cents per gallon.

Business continues good. All summer lines are in good demand. Garden cultivators, screen doors, screen windows, refrigerators, Paris green and oil stoves are the leading sellers at present.

There is a shortage on some lines although stocks are in pretty good shape.

Collections are exceptionally good at present.

Food Choppers, Bread Mixers Make Advance

London.

FOOD CHOPPERS, BREAD MIXERS. — New prices have been named on food choppers which represent advances over previous quotations. The high price of pig tin with which these are retinned is considered a probable reason along with continually mounting producing costs. The Universal are now being quoted for No. 0—18.00; No. 1—21.50; No. 2—27.00; No. 3—35.00.

Tin plate being high and scarce may be considered a factor in the advance on bread mixers the Universal selling as follows to-day; 4 loaf, 33.00 doz.; 8 loaf, 37.50 doz.

Oil Stoves Moving out Freely; Alarm Clocks, too

London.

OIL STOVES, ALARM CLOCKS.—The demand for oil stoves continues to represent a very healthy volume of business and quotations given herewith on the New Perfection hold firm though unchanged. 2 burner, 12.75 each; 3 burner, 16.50 each; 4 burner, 21.00 each. Wicks for above 2.50 doz. Ovens: Perfection No. 21 G 4.00 each; No. 22 G, 5.00 each; No. 42 G, 5.00 each. McClary, No. 70, 4.25.

Alarm clocks are another line which are enjoying a heavy sale just now. Prices on some of the familiar lines are given—they are unchanged: Good Morning, 1.15 each; Lookout, 1.50 each; Sleep Meter, 1.65; Lark, 1.80 each; Big Ben, 2.92 each; Baby Ben, 2.92.

Potts' Irons Higher; Garden Hose Selling

London.

POTTS' IRONS, GARDEN HOSE.—A further advance in prices applying to Mrs. Potts' sad irons has been made which brings quotations on these to a decidedly high level. Present quotations are: No. 50 nickel plated, 2.20 per set; No. 55 polished, 2.10 per set.

Rubber garden hose is selling at present, the volume of business being considered fairly satisfactory. Quotations have held firm and unchanged on the following basis for some time past:

Corrugated—½ in., 15¾c; ⅝ in., 18¾c; ¾ in., 21½c; 1 in., 31½c per foot, less 5 per cent. in full rolls of 500 ft.

No. 33, 3 ply x ½ in., 9c; ⅝ in., 10¾c; ¾ in., 12½c per ft. No. 44, 4 ply x ½ in., 11c; ⅝ in., 12¾c; ¾ in., 14½c per ft. No. 55, 5 ply x ½ in., 13c; ⅝ in., 15c; ¾ in., 17c per ft.

Wrenches and Files Take New Discount

London.

WRENCHES, FILES.—Agricultural wrenches are again on the upward trend as will be noted in new discount named of 37½ per cent. for this line. The new net prices figured on the basis of this discount are: 6in., 6.25 doz.; 8in., 7.50 doz.; 10in., 8.75 doz.; 12 in., 11.25 doz; 15in, 15.00 doz.

A revision in the discount on files has been made, Black Diamond and Nicholson showing an advance in the new discount of 32½ per cent. now prevailing. This covers the entire range in each make, mill and flat bastard, tapers, rounds, squares, warding, etc.

Paris Green, Arsenate of Lime Moving Freely

London.

PARIS GREEN, ARSENATE OF LIME.—A splendid movement of Paris Green is noticeable during the past few days and arsenate of lime used for spraying potatoes is also going forward in very good quantities. Prices on these two lines have shown no change as will be noted in the following figures: Paris Green, C. P. Co. make, ½ lb. pkgs., 66½ cents lb.; 1 lb. pkgs., 64½ cents lb.; 25 lb. drums, 62½ cents lb.; 50 lb. drums, 61½ cents lb.; 100 lb. drums, 61½ cents lb. Arsenate of Lime —½lb. pkgs., 1.75 doz.; 1 lb. pkgs., 3.00 doz

Good Sale Grass Shears; Electric Fans Sell

London.

GRASS SHEARS, ELECTRIC FANS.—The sale of garden shears continues in good volume and prices have held unchanged at the following figures: Ladies' No. 107 x 2 in., $1.65; plain, No. 100 x 8 in., $1.30; notched, No. 101 x 8 in., $1.50; plain, No. 100 x 9 in., $1.60; notched, No. 101 x 9 in., $1.80 each.

With advent of warm weather electrical supplies are also moving with a little more freedom. This is shown in sales of electric irons, grills, fans, and washing machines. There has been no change in prices recorded as will be seen in quotations on a couple of items given herewith: Polar Cub electric fan, 6 in., $6.25 each; in lots of 12, $5.95 each; Connor's Perfection electric washing machines, 25 cycle, 110 volt, $65.10 each.

Nails Hold Firm; Rope Unchanged

London.

NAILS, ROPE.—The situation on nails shows no change during the week, prices holding firm and the demand only fair. The basis of quotations for the wire nails is $5.20 per 100 pounds, and for the cut nails $5.60 per 100 pounds. Rope is moving rather slowly, and no change in the situation has developed in any direction. The present range of quotations is for pure manila, 39c base per pound; British manila, 33c base per pound; New Zealand hemp, 33c base per pound; sisal, 27½c base per pound.

Linseed Oil Declines; Turpentine Advances

London.

LINSEED OIL, TURPENTINE.—The continued decline in the price of seed has been reflected in quotations on linseed oil and prices are down 5c per gallon to $1.90 for raw and $1.93 for boiled. A very good sale is reported and supplies show some improvement. The present range of quotations is given herewith: 1 to 2 bbls, raw, $1.90; boiled, $1.93 per gal.; 3 to 5 bbls., raw, $1.89; boiled, $1.92 per gal.; 6 to 9 bbls., raw, $1.87; boiled, $1.90 per gal. Less barrels add 10c per gal. A distinct shortage of turpentine exists and reports from distributing points to the south are not encouraging as far as the question of securing further supplies is concerned. An advance of 2c per gallon has occurred, 1 bbl. lots being now quoted at 80c per Imperial gallon and 5-gallon lots 90c.

WINNIPEG MARKETS

WINNIPEG, June 6—Price changes for the week are again on the upward trend, the following lines being affected: bread makers, blacksmiths' hand tools, Model food choppers, agricultural wrenches, brush hooks, grass shears, rope halters, Elgin wrenches, floor wax, wrecking bars, riveting machines, pipe vises, black sheets and oil stove ovens.

Winnipeg business, which for the past two weeks has been tied up due to the strike of the freight handlers, is again in full swing, the strike being settled last Wednesday. Delays, however, are to be expected for a few days owing to the large accumulation of freight, but railway companies are doing everything possible to relieve the congestion and get goods moving to destination.

Breadmakers Make Ten Per Cent. Advance

Winnipeg.

BREADMAKERS.—Due to the ever-increasing price of tin plate, further advances are announced on bread makers, Both the Canuck and Universal prices show an increase of approximately 10 per cent. New prices ruling to-day are as follows:

Canuck, 4-loaf, $2.50 each; 8-loaf, $3.00 each.

Universal, 4-loaf, $3.00; 8-loaf, $3.50 each.

Food Choppers Go to Higher Levels

Winnipeg.

FOOD CHOPPERS. — Model food choppers registered the first advance in price in the past two years during the week, moving up about 10 per cent. over former quotations. These are quoted today f.o.b. Winnipeg as follows: No. 5, $1.50 each; No. 6, $1.60 each; No. 7, $2.35 each.

New Stocks Grass Shears are Higher

Winnipeg.

GRASS SHEARS.—Orders for grass shears since the opening of spring have been heavy and replacement of stocks at higher prices has made higher resale prices necessary. New prices show an increase of 10 per cent. over old quotations, making to-day's selling price as follows: No. 100 x 7½-in., $1.20; 8-in., $1.35; 9-in., $1.65 pair. No. 101, Border, $2.35 pair; No. 104, $2.35 pair.

Brush Hooks Up; Rope Halters Too

Winnipeg.

BRUSH HOOKS, ROPE HALTERS.—Brush hooks, which have shown steady advances during the past year, have again moved up in price, and are selling to-day as follows: Regular pattern, $15.75 dozen; B. C., heavy pattern, $17.00 dozen.

Recent heavy advances in sash cord have forced an advance in the price of Johnson rope halters and prices now in effect are as follows: No. 1, $12.75 doz.; No. 2, $11.25; No. 3, $10 20 doz.

Oil Stove Ovens Reach Higher Levels

Winnipeg.

OIL STOVE OVENS.—New prices have just been announced covering new Perfection oil stove ovens which move up 25c each. Sales on all kinds of ovens and stoves are reported as exceptionally heavy, due to the large number of campers this season. Prices now ruling on New Perfection are as follows: No. 41G, $4.25 each; No. 42G, $5.25 each; No. 141G, $4 25 each; No. 142G, $5.25 each.

Wrenches, Wrecking Bars Record Advances

Winnipeg.

WRENCHES, WRECKING BARS.—New prices have just been announced by the manufacturers showing a further increase in the prices covering agricultural wrenches due to increasd manufacturing costs and are selling to-day at 35 per cent. off list. Net prices are as given herewith: 6-in., $6.50; 8-in., $7.80; 10-in., $9.10; 12-in., $11.70; 15-in., $15.60 dozen.

Wrecking bars show a slight revision in price during the week, and have moved up from $5.40 dozen to $5.75 dozen.

Some Gauges Black Sheets are Higher

Winnipeg.

BLACK SHEETS.—Due to the demand for black sheets in 12, 14 and 16 galvanized and the very limited stocks available prices have been forced to higher levels. These three gauges are now quoted at $8.75 per 100 pounds.

Riveting Machines Revised; Pipe Vises

Winnipeg.

RIVETING MACHINES, PIPE VISES.—Prices on riveting machines which have remained firm for some time past have undergone a revision as new stocks arrive to take care of the fall trade. Prices now ruling on some of the more familiar lines are as follows: "Plymouth," $8 00 dozen; Ideal, $8 00 dozen; Rex, $10.80 dozen. Another advance has just been recorded on Reed's pipe vises. The new prices are named at a figure in the neighborhood of 10 per cent. New net prices are given herewith: No. 71, $4.00; No. 72, $6.60; No. 73, $9.00 each.

Blacksmiths' Hand Tools Go Up 11c Pound

Winnipeg.

BLACKSMITHS' HAND TOOLS.—Further advances in the price of the higher grades of steel coupled with the shortage of same has again influenced the price of blacksmiths' hand tools, including hardies, flatters, hot chisels and cold chisels. The present advance amounts to 11c pound, which brings to-day's market to 47c per pound.

12½ Per Cent. Advance In Adjustable Wrenches

Winnipeg.

ADJUSTABLE WRENCHES.—Prices on Elgin wrenches which have remained firm for some time past have just been revised. Present prices move up approximately 12½ per cent. This will make to-day's selling prices as follows: Elgin wrenches, $10.80 dozen; extra jaws for do., $2.70 dozen; extra dies for do., $5.40 dozen; threading attachments for do., $9.00 dozen.

Floor Wax Undergoes Revision Upward

Winnipeg.

FLOOR WAX.—Due to the difficulty of obtaining raw material, coupled with the recent advance in the duty which is now 35 per cent., floor wax prices have been revised. Prices now in effect are as follows:

Johnson's No. 1, $6.60 dozen; 2-lb., $13.20 dozen; 4-lb., $26.40 dozen.

Old English, No. 1, $6.60 dozen; 2-lb., $13.20 dozen; 4-lb., $26.40 dozen.

Johnson's powdered wax, medium, $5.40 dozen; large, $9.00 dozen.

Old English powdered wax, medium, $5.40 dozen; large, $9.00 dozen.

Linseed Oil Steady; Turpentine Unchanged

Winnipeg.

LINSEED OIL, TURPENTINE.—Linseed oil prices still hold firm on the local market, being quoted at $2.00 gallon for raw and $2.03 gallon for boiled, while the demand is about normal for this season of the year.

Turpentine prices on the local market still hold firm despite advances in Eastern markets. Prices ruling are as follows: Barrels, 80c gallon; ½-barrels, 83c gallon; 5-gallon lots, 85c gal'on; 1-gallon lots, 85c gallon; plus the usual extra for containers.

PITTSBURGH MARKETS

PITTSBURGH, Pa., June 6.—The joint committee of representatives of the war industries Board and the steel makers appointed May 17 is progressing with its work of determining the probable monthly steel requirements of the various war activities and the prospective supplies, but no information whatever as regards the nature of its conclusions is forthcoming. It is improbable, indeed, that anything will be made public except through the medium of such action as the War Industries Board may take upon receiving the report. This action may be in the nature of the board's taking over complete control of the allocation of all steel. but that is quite improbable and would occur only in the event of its being shown that there will be very little steel left after the direct war requirements are covered. It is more probable that the finding will be that in the long run it will not be necessary to divert to the war activities as much steel as is now being shipped in that direction, while the mills are operating under their 100 per cent. pledge of war efficiency.

It does not follow that there is any possibility of the steel left after actual war orders are taken care of being allowed a free movement to whoever desires it. Some measure of control is certain to be exercised, for nothing is clearer than that the Washington authorities regard the commercial requirements in steel as of widely varying shades of importance, with respect to the aid they may give indirectly towards winning the war.

ALUMINUM PRICES FIXED BY PRESIDENT

Producers of aluminum in the United States have agreed with the War Industries Board to sell their product to the United States Government, to the public, and to the allies at the maximum price of 38c per pound, in lots of 50 tons or more. The price received the sanction of President Wilson. The new price is effective June 1, and will continue until September 1. Differentials for sheet, rod and wire will be increased by about 12½ per cent.

WEEKLY PAINT DEPARTMENT

Sell Service as Well as Paint

Profit Only Begins to be Made When First Sale is Made—If Real Needs of Customer Are Considered Dealer Will Find Out What Use Paint is Intended For —Should Give Intelligent Direction

THE art of paint salesmanship does not begin and stop with selling the paint. That is, the bargain is not complete when the customer's money is secured and the paint handed over. That is only the beginning of the bargain. The transaction is projected into the future and to the time when the customer uses the paint. If he finds that he has secured something that did not meet his needs, future sales are invariably doomed forever. But if he has been given entire satisfaction when the paint is applied the transaction is but the beginning of many more sales.

All of this leads up to the point that the dealer should see that his customer gets what is the best for his particular job. In order to do this he must know something of the painting business himself. As an intelligent salesman and dealer in merchandise this is knowledge that he should have. He is the point of contact between the manufacturer and the customer. If the dealer does not fulfill his proper function in seeing that his customer is supplied with the right kind of material to do his particular piece of work, it is hard to expect the manufacturer to project himself forward as a counsellor with the customer as he is often hundreds and perhaps thousands of miles distant.

SERVICE WITH EVERY CAN

It should be the guiding principle of every paint dealer to see that he knows what his customer requires. It does not always turn out that the thing the customer asks for is what he requires. The customer who asks for one thing and in reality should have something else invariably blames the paint or the dealer. He fails to realize that he himself was to blame in not explaining the purpose for which he intended to use it. Of course, he conceived the thing he thought he required out of the emptiness of his own inexperience. He was not an expert in any sense, as he had very limited experience in the proper handling of paint. Perhaps he erred because he so firmly believed that what he conceived was the proper thing.

It requires tact on the part of the salesman very often to find out the use to which the paint is going to be put. Offence may sometimes be caused in the attitude which the dealer adopts in trying to find this out. To adopt a "know-it-all" attitude will often give an affront to the customer. Suggestion as to the proper thing to use is often more effective than a bold statement that what the customer asked for is unsuitable. "Better results would probably come if you use this kind of material," would probably strike the customer less forcibly or offensively than, "You're all wrong there. You don't want that kind of paint."

REAL SALESMANSHIP REQUIRED

As a matter of fact the customer may want that particular kind of paint but it may not be the kind that he should have. There is a sort of reflection on him in his own eyes if it is put in a bald way. This art of leading the customer to see what he really needs without giving offence constitutes real salesmanship. It is salesmanship that is looking to the future for trade. It is building for the morrow. It is not a catch trade, but a steady and increasing trade that will mount up as the years go by.

But the first condition necessary to this sort of salesmanship is a proper study of painting problems. The dealer or his clerks cannot be expected to attain this knowledge without some effort. Long association with paint comes to give a store of knowledge that should be turned to the benefit of the customer. The dealer should not be satisfied that he himself is master of some of the finer points of the painting art. He should see that his salesmen also become proficient in this respect. It usually happens that as "the boss is, so will his clerks be." Clerks have a way of imbibing the methods of the manager or proprietor. If they have not that power of assimilation the sooner they are changed the better. Often some patience is required with clerks to get them to adopt this attitude of careful study of a product. But it is effort that counts for it will mean real service to customers in the days to come.

Your Business Increases

If You are an Exclusive Agent for

CANADA PAINT

The paint that is best known in Canada. A Canadian product for Canadian people, backed up by the best knowledge, and experience in paint making, is offered to you for exclusive sale in your district. By being a Canada Paint Agent, you not only handle the best line of paints and varnishes, but are supplied with a full line of advertising features that make sales easy. Link up with our big National Magazine Campaign.

Let us tell you about our proposition. It is a paying investment for every good live merchant.

THE CANADA PAINT CO.

LIMITED

Makers of the

Famous Elephant Brand White Lead

572 William Street, Montreal
112 Sutherland Avenue, Winnipeg

If interested, tear out this page and place with letters to be answered.

WEEKLY PAINT MARKETS

MONTREAL

MONTREAL, June 6.—Paint circles this week report a healthy demand for their lines and for mixing paints and varnishes in particular there is considerabele movement. The oil situation is somewhat better as crushes have received seed from the West and have overtaken some of the accumulated business. There is still room for much improvement, however. Turpentine is very scarce yet but within the next ten days or so hopes are expressed that this will be improved. Shellacs are higher, both white and orange. No change was made in the differentials on lead and putty as applying to other points.

Shellacs Advanced 25c to 40c Gallon

Montreal.

SHELLACS, VARNISHES. — The position on shellac is one characterized by firmness to the extent that one paint maker has advanced prices twenty-five cents a gallon on orange and forty cents per gallon on white. The cost of raw materials and the various other factors of added costs are said to have made this essential. New prices are now effective. The varnish market is a firm one and while no new prices have been quoted there is a possibility of this being considered ere long.

More Oil Reaching Trade; Little Easier

Montreal.

LINSEED OIL. — The week has brought about a much desired improvement in the matter of supply. This cannot be stated as considerable but in view of the situation as obtaining for some little time it is appreciated all around. Those needing supplies are taken care of much better than it was possible to afford a week ago. Seed delivery down the lakes was better and the crushers therefore had more oil for the distribution to the jobbers. It may be said that the relief will perhaps continue for a few weeks but if the stocks of seed at the lake head are no larger than information to hand would indicate oil will not decline very much. Some have quoted $1.80 per gallon for raw but there is a general maintenance of price on an unchanged basis. The demand is good.

	Raw, Imp. gal.	Boiled, Imp. gal.
Linseed Oil—		
1 to 4 barrels	$1.82-$1.86	$1.84½-$1.88½

Some Turpentine Looked for in Ten Days

Montreal.

TURPENTINE.—Better delivery than was thought possible a week ago will mean that some supply of turpentine may be expected here inside ten days. The situation may even be better within a week. In the meantime the market is bare and some will not have any to spare for a couple of weeks at least. In the meantime the position is firm and some suggest that the recent activity of submarines on the United States coast may have a real bearing on the immediate future of turpentine. Those shipments made in cooperage usually come forward a great part of the way by boat and these may have to be diverted to all rail routes. Higher freights therefore and probable delays will obviously make for higher costs to lay down. The position looks at present like a continued firm one here although there was a shading of quotations in the southern markets.

Turpentine—	Per Imp. Gallon
1 to 4 barrels	....
5 barrels and over	....

Small quantities 10c advance over 1 bbl. prices.

Putty Commanding a Routine Demand

Montreal.

PUTTY.—The position is altogether unchanged as far as the local market is concerned. The change in differentials made for the Maritime and Toronto markets do not apply here. Trading is not unusual in any way, the regular demand being evident for seasonal requirements.

	Per 100 lbs.		
Standard Putty—	5 ton	1 ton	Less
Bulk, in barrels	$4.00	$4.15	$4.35
Do., ½ barrels	4.15	4.30	4.50
Do., 100 lb.	4.85	5.00	5.20
Do., 25 lb.	4.85	5.00	5.20
Do., 12½ lb.	5.10	5.25	5.45
3 and 5 lb. tins	6.85	7.00	7.20
1 and 2 lb. tins	7.35	7.50	7.76

Pure linseed oil putty, $2.00 per 100 lb. advance on above prices.

Glaziers' putty—$1.60 per 100 lb. advance on above prices.

Terms: 2%, 15 days, net 60.

Lead in Oil Firm but Unchanged

Montreal.

WHITE LEAD IN OIL.—The use of white lead in oil will probably be more general for some purposes with freer supplies of oil to hand. These are not improved so that there is yet a surplus but the position is better. Changes have not been made in the matter of price, five ton lots of standard still being quoted at $15.50 per 100 pounds; ton lots at $16 and less quantities at $16.35.

Paints Sold Well in Month of May

Montreal.

MIXED PAINTS.—The position of mixed paints is unchanged and the activity still continues for many lines. One manufacturer stated to HARDWARE AND METAL this week that their business for May was very large and this reflects the expression of many others. Prices have been fully maintained and the undertone still is a firm one. The new regulations with regard to sizes of containers will soon be coming into force now and the regulation of one's stock will be in order. Conditions are reported to be quite satisfactory and recently the procuring of supplies of raw material has been less awkward with some.

VARNISH MARKET VERY FIRM

The difficulties of securing at present all the necessary materials used in varnish making and the general outlook for the future in this respect point to a maintenance of prices and to a general firming of prices. Such was the opinion of a large varnish maker as expressed to HARDWARE AND METAL this week. For the present containers are available in fair quantities but tinplate will be scarcer still, so that to bank on the future is very uncertain.

Another matter pointed out is that of the disappearance after July 1 of the pint and half gallon containers. This is a very important point which many have considered undoubtedly. However, if retail stocks decline to the point where these are eliminated all at once by the retailer he will find it costing him more to fill an order for a pint or a half gallon of varnish in supplying two half pints or two quarts. It would seemingly be an opportune time to look over one's stock.

TORONTO

TORONTO, June 6.—Featuring the markets locally as far as prices are concerned is a decline in linseed oil of 5c per gallon and an advance in turpentine of 2c per gallon. Freight differentials between Toronto and Montreal show an increase resulting in prices on white lead in oil and putty locally

An Unusually Attractive Varnish Proposition

In order to introduce our varnishes, especially to our newer agents, who may not be as familiar with their excellent qualities as our older agents are, we have made up a proposition that is both unusual and attractive.

A special discount of 40% will be allowed on Everlastic, Dependon, Gold Medal and Maritime Spar Varnishes, as well as China-Lac and B-H Auto Enamel, and further rebates as follows:

To any agent who purchases within 1 year $250.00 worth of any or all of these six varnishes, a rebate of 5% will be allowed; if $500.00 is purchased within one year, a rebate of 10% will be allowed; if $800.00 a rebate of 15% will be allowed.

Maritime Spar
For boats, masts, outside doors, etc.

These Varnishes and Specialties are in keeping with the high quality which is found throughout the entire line of B-H products, and, like the rest of the B-H family, are in constant demand. They are money-makers —you should stock them.

Ask the B-H Salesman for particulars or write your nearest branch.

Dependon
A light hard oil finish.

Gold Medal
A general purpose Varnish for inside and outside work.

B-H Auto Enamel
Makes automobiles like new.

Everlastic
A Perfect Floor Varnish—lasting and elastic.

China-Lac
The perfect Varnish Stains and Enamels for general household use.

BRANDRAM-HENDERSON LIMITED
MONTREAL HALIFAX ST JOHN TORONTO WINNIPEG CALGARY EDMONTON VANCOUVER

If interested, tear out this page and place with letters to be answered.

moving up 5c per 100 pounds. Turpentine is very scarce and great difficulty is being experienced in getting shipments through from the producing centres. Linseed oil receipts show some improvement but supplies generally are pretty light. Mixed paint is moving out freely and business on the whole may be considered very satisfactory.

Linseed Oil Declines 5c; in Light Supply

Toronto.

LINSEED OIL.—The seed market continues to decline and prices on oil have been affected to the extent of a 5c lowering of quotations. The decline in seed for No. 1 N.W.C., cash price, for the week from Wednesday last is 12c, bringing yesterday's quotation to $3.58. The movement of seed shows some slight improvement and crushers are taking advantage of all receipts to catch up with their orders. In some quarters it is intimated that supplies are still scarce and shipments to retailers held up awaiting oil to complete the orders. The present scale of quotations is given as follows:

	Raw, Imp.gal.	Boiled, Imp. gal.
1 to 2 bbls.	$1.84-$1.90	$1.86½-$1.93
3 to 5 bbls.	.....	.....
6 to 9 bbls.	.....	.....

Less than barrel lots 10c per gallon higher than single barrel price.

Turpentine up 2c; Supplies Very Light

Toronto.

TURPENTINE.—An advance of 2c per gallon has been made in turpentine during the week. This is due largely to scarcity of this commodity, supplies reaching the vanishing point on this market with some sources entirely out of stock. Difficulties in getting shipments through from producing centres seem to be multiplying. The sub. campaign now carried to United States seaboard practically eliminates coastwise service on this line which might have helped, and rail shipments take as long as two months to reach destination. Those are existing conditions and the future, as outlined some weeks ago in HARDWARE AND METAL, presents uncertainties and difficulties regarding the matter of supplies. The present range of quotations is as follows:

	Imp. Gal.
1 barrel	$0 74-$0 80
2 to 4 barrels	.....
5 gallon lots	..... - 0 90

White Lead in Oil Changes Slightly

Toronto.

WHITE LEAD IN OIL.—A change in freight differentials between Montreal and Toronto has been made during the week. The Toronto prices under the new arrangement being 25 cents higher than Montreal or 5 cents above previous differential. This brings quotations on pure, in ton lots, to $16.25 per 100 pounds and in smaller quantities $16.60 per 100 pounds. The complete list is given in current market quotations. Business on white lead in oil for the week has been fair.

Good Sale Continues for Mixed Paints

Toronto.

MIXED PAINTS.—Jobbers and manufacturers express satisfaction over the amount of business offering in mixed paints, sorting orders coming to hand representing a splendid volume of business. No change in quotations has been made and prices shown in current market quotations are held firmly.

Glass Very Firm; Putty Differentials Change

Toronto.

GLASS, PUTTY.—Advices from producing centers indicate that glass manufacturers are already ceasing operations at many points and that production will certainly not exceed 50 per cent. of the output of previous years, the figure agreed upon by the government and manufacturers, is quite evident. In addition to home consumption, the United States manufacturers are supplying a large export trade now and there are intimations that the present year's output may not take care of all demands. This provides for a decidedly firm element in the markets and any change in price which may be made will not be downward.

The change in the differentials on white lead in oil applies also to putty and an advance of 5 cents per 100 pounds in the Toronto price has been named. The demand on putty is only fair. The present range of quotations on the new basis is as follows: Standard bulk in casks, $4.60; 100 lb. drums, $5.35-$5.45; bladders in barrels, $5.50-$5.70 per 100 lbs. Pure putty takes an advance over standard of $2.00 per 100 lbs.

PLENTY OF NON-FERROUS METALS

The British Government has decided to release some of the enormous reserves of non-ferrous metals for shipment abroad, according to the British "Ironmonger." One of the regrets of that journal is that Canada is not included among the countries to which shipments can be made. It says: "At last the Ministry of Munitions has undertaken to issue certificates for the use of non-ferrous metals for the export trade to the Dominions and British Dependencies, and also for essential repairs and maintenance at home. We could have wished that the range of permissible uses had been wider. Having regard to the enormous reserves of metal available it should have been found possible to liberate a reasonable quantity of the metals for the civil trade at home and for export account it is necessary that permission should be given to supply foreign markets generally at the earliest moment, first in order that our manufacturers may get a firm foothold in those markets before the enemy arrives, and secondly because the sooner money is brought into Britain from foreign countries the better. We note with surprise that Canada is excluded from the list of Dominions to which metal goods may be shipped, the reason given being that the United States have promised to supply Canadian needs in order to save shipping metals and metal wares through the submarine danger zone.

Illustration showing Paint Display recently made by James Walker, Hardware, Montreal. This was a very attractive window

Manager Wanted $50,000 Salary

A STRONG man—a tactful man—a man who will create sympathy and respect and support for the greatest factor in the upbuilding of Canada. A man who will curb the few selfish, the grafters, and the offensive combines which exact exorbitant profits, and bring the 95 per cent. decent Canadian manufacturers into disrepute, subjecting them to unfair and confiscatory legislation. A man who will work in unity with the press of the country, with the farmers, trade unions, and various journals, and finally and most important of all—a man who will organize Canadian industry for the greatest possible output of the best quality goods. Such a man can do more than any other to make Canada permanently prosperous. Such a man, says THE FINANCIAL POST of June 1st, should be secured as Manager of the Canadian Manufacturers' Association. You will find the article containing this and other powerfully constructive thoughts on page 1 of THE POST now on sale.

Know Canadian Affairs

News of Canadian Securities forms an important feature of THE FINANCIAL POST every week. In addition to the fifteen columns of the June 1st issue devoted to this department the following up-to-the-minute business articles appear:

Policy.
Milling Company Report Not Made on Business Basis.
Banks Prepare for Abnormal Domestic Needs.
Maintenance of Foreign Trade a Necessity.
Canadian Merchants Current Loans Millions Higher.
Effect of Victory Loan on Canadian Banks.
Facts From Experts as to Frost Scare in West.
Outlook for Record Crop Not Impaired.
Bank Clearings Show Big Falling Off.
Drain on Bank Staffs Continues.
Housing Question Acute in East: Remove Restrictions?
A Brighter War Outlook and Why. (By Lt.-Col. J. B. Maclean.)
How the Farmer Looks on High Tariff

These are only a few of the headlines. THE POST is packed full of valuable business information as you will find if you send for a sample copy, or better still a trial subscription using this form:

- - - - - - - - - -

The MacLean Publishing Co.,
153 University Ave., Toronto.

Send me THE FINANCIAL POST each week till further ordered. I will send subscription price ($3.00 per year, or $1.00 for four months' trial subscription) on receipt of bill.

Name .....

Address.....

C.G. 6A.

SIXTIETH ANNIVERSARY

DEPENDABILITY

During sixty years devoted by Berry Brothers to the study of varnish making—years of careful adherence to high standards, Berry Finishes have earned a reputation for absolute dependability and high quality. The mark of this quality is the Berry label. It is a guarantee of beauty and permanence and a safe guide for every user or buyer of varnish. All Berry products are easy to sell because of their uniform and widely recognized dependability.

Luxeberry WHITE ENAMEL
Luxeberry Wall Finishes
Luxeberry Wood Finish
Luxeberry Spar Varnish

Liquid Granite FLOOR VARNISH
Berrycraft Stain Finish
Auto Color Varnishes
Floor Wax

Berry Brothers, Inc., Walkerville, Ontario

(657)

Berry Brothers
STAINS VARNISHES ENAMELS

15 cents VOLPEEK
MENDS POTS & PANS

Tell your customers how easily they can repair leaky kitchen utensils with VOL-PEEK. They require no tools. VOL-PEEK can be applied with the fingers and the mended article will be ready for use as good as new—in two minutes or less.
VOL-PEEK is wanted in every home. Show it in your store and get a share of the demand. Put up in attractive display stands. Order from us direct or ask your wholesaler.

H. NAGLE & CO., Box 2024, Montreal

CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION

Dominion Metallics — B.B. Caps, 25% B.B. Caps, 20%; 22 short, black, 22 long black, 22 long, smokeless, 20%; 22 short lesmok or 22 long lesmok, 20%; 22 short, smokeless, 30%; 22 long rifle, black, 22 long rifle, smokeless, 7½%; other rim fire, 10%; center fire pistol, add 35% list; center fire sporting, add 60%; shot cartridges, same as ball; brass shot shell, 20%; primers, add 35% list; empty shot shells, 5%; blanks, add 25%; bullets, add 40%.

Terms: Net 90 days, or 2% discount for cash in 30 days.

"Dominion" Loaded Paper Shells "Crown" Black Powder, 10% on list; "Sovereign" Bulk Smokeless Powder, net list; "Regal" Dense Smokeless Powder, net list; "Imperial" Shells, both Bulk and Dense Smokeless Powder, net list; "Canuck" Smokeless, net list; Empty Shells, 5%; 90 days net.

F.O.B. Montreal, Toronto, London, Hamilton.

AMERICAN AMMUNITION

List Prices.

Subject to 10% advance on list.

B.B. caps, $3.50 per M.; B.B. caps, concave ball, $4.40; 22 short, $5; 22 long, $6; 22 long rifle, $7; 22 short smokeless, $5.35; 22 long smokeless, $7.50; 22 long rifle, smokeless, $8.75 per M.

Sporting Cartridges—Centre Fire Smokeless 303 Winchester, $72.25 per M.; 303 Savage, $72.25; 303 British, $95; 32 Winchester special, $72.25; 38-55 Winchester, $76; 401 Winchester self-loading, $76 per M.

Primers—Nos. 1, 1½ and 2½, $3.60; Nos. 1 and 2 (100 in box), $3.80; Nos. 1-W, 1½-W, 2½-W and 3-W. and 5, and 5½, 100, in box, $3.80; Berdan Nos. 1, 1½, 2 (250 in box), $3.60; Berdan Nos. 1, 1½, 2 (100 in box), $3.80; new No. 4, $5.50; U.M.C., 33, $5.50.

Shot, standard, 100 lbs., Toronto, $17.35-$19.75; Montreal, $18; net extras, as follows, subject to cash discount only: Chilled, $1.50; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

AUGER BITS

Standard List Prices per dozen.

3/16.....	$ 6.00	18/16.....	$12.00
4/16.....	5.00	19/16.....	14.00
5/16.....	5.00	20/16.....	14.00
6/16.....	5.00	21/16.....	16.00
7/16.....	5.00	22/16.....	16.00
8/16.....	5.00	23/16.....	18.00
9/16.....	6.00	24/16.....	18.00
10/16.....	6.00	25/16.....	21.00
11/16.....	7.00	26/16.....	21.00
12/16.....	7.00	27/16.....	24.00
13/16.....	8.25	28/16.....	24.00
14/16.....	8.25	29/16.....	27.00
15/16.....	9.50	30/16.....	27.00
16/16.....	9.50	31/16.....	30.00
17/16.....	12.00	32/16.....	30.00

Discounts from Standard List prices:

Beaver, 57½ to 60%; London, 60%.
Ford's Auger Bits, 35 to 27½%.
Gilmour Auger Bits, 47½%.
Gilmour Car Bits, 37½%.
Gilmour Eye Augers, 35%.
Gilmour Ship Augers, 12½%.
Rockford Auger Bits, 50 and 10%.
Irwin Auger Bits, 15% to 17½% off list in Catalogue No. 10, 1905.

F.O.B. Toronto, Montreal London and Hamilton.

AXES

Single Bits, doz.....	$14 00	$16 00
Double Bit	16 50	19 50
Boys' Axes	12 00	14 00
Hunters' Axes	11 00	12 00
Bench—No. 2, doz...	12 50	13 20
No. 3, doz...	13 50	14 20
No. 4, doz...	14 50	15 25

	Single Bit	Double Bit
Sager	$15 00	$20 00
Dominion Pride.....	14 50	19 50
St. Clair handled...	15 50	....
Sager Boys	12 50	....
Kitchener Boys	12 00	....
Sager Hunters	11 50	....
Kitchener Hunters'...	11 00	....

F.O.B. Montreal, Toronto, Hamilton, London.

BABBITT

Prices on babbitt fluctuate with the metal markets and prices are quoted on application. Prices range from 14c to $1.15 a lb.

BELTING (Leather)

Discounts apply to Revised List of Feb. 14, 1907.
Extra Quality, 30, 5%.
Standard Quality, 40%.
Side Lace Leather, lb..$1.40-$1.75
Cut Lace Leather, lb... 1.60- 1.95

F.O.B. Montreal, Toronto.

BELLS (Farm)

No. 1 x 40, lb...............	$4 00
No. 2 x 50 lb...............	5 00
No. 3 x 60 lb...............	7 50
No. 4 x 100 lb..............	10 00

F.O.B. Montreal, Toronto.

BOLTS AND NUTS

Discounts apply to list of Feb. 1, 1913.

Carriage Bolts ($1 list), ⅜ in. dia. and smaller, 10%.
Carriage Bolts ($1 list), 7-16 dia. and larger, net list.
Machine Bolts, ⅜ in. dia. and smaller, 10%.
Machine Bolts, 7-16 in. dia. and larger, net list.
Sleigh Shoe Bolts, all sizes, net list.
Coach and Lag Screws, 25%.
Skein Bolts, 20%.
Square Head Blank Bolts, net list.
Bolt Ends, net list.
Plow Bolts, net list.
Elevator Bolts, net list.
Fancy Head Bolts, net list.
Shaft Bolts ($3 list), net list.
Step Bolts, large head ($3 list), net list.
Whiffletree Bolts, net list.
Nuts, square, blank, add to list $1.50.
Nuts, square, tapped, add to list $1.75.
Nuts, hexagon, blank, add to list $1.75.
Nuts, hexagon, tapped, add to list $2.
Stove bolts, 55%.
Tire bolts, 35%.
Terms: 2% off 30 days from date of shipment.

F.O.B. Montreal, Toronto, Hamilton, London, Ont.

BORAX

Lump Crystal Borax, lb....14-14½
F.O.B. Montreal, London, Toronto.

BRASS Per lb.

Spring sheets, 24 gauge and heavier, base $0 43
Rods, base ½ to 1 in. round..38-40
Tubing, seamless base......45½-50
Tubing, iron pipe size, base ¾ in. and up to 3 in.....45½-50
Copper tubing, iron pipe size, base ¾ in. up to 3 in.....47½-53

F.O.B. Montreal and Toronto.

BOILERS (Range)

30-gal. extra heavy ......$14.50-$17
30-gal. Standard 14 00

F.O.B. Montreal and Toronto.

BOARDS (Wash)	Tin Plate	Zinc
Pony ....Dozen	....	$2 00
Crown	....	4 05
Dandy	....	4 25
Improved Globe	3 15	4 35
Standard Globe	3 25	4.45
Original Globe	3 50	4 75
Newmarket King	....	4 75
Diamond King (glass)		5 50
Western King (enamel)....		6 25
Wood, double faced.....		2 20

Subject to small discounts for quantities

F.O.B. Newmarket.

BUTTS Wrought Steel:—

No. 840	5%
No. 800	2½%
No. 838	5%
No. 808	5%
No. 804	15%
Nos. 802, 842, 844..........	5%
Nos. 810 and 814.........	net list
No. 830	2½%

F.O.B. Toronto, Montreal, London, Hamilton.

Spring Butts

Chicago Spring Hinges, List.
Triplex Spring Hinges, 20-10-5%.
Chicago Mortise Floor (5000), 33 1-3%.
Chicago Relax Floor (6000), 25-10-10-7½%.
Chicago Premier (4000), 16 2-3%.
Chicago Ajax (3000), 16 2-3%.
Chicago Fire Station, add 10% to list.
Lavatory Door Hinges, 20-5%.
Chicago Screen Door (2000), 40-7½%.
Chicago Screen Door (3000), 16 2-3 and 5%.
Non-Hold Back Screen Door, on application.

F.O.B. Chicago.

CANS

For discount on milk and cream cans, etc., see list under head of wares, etc.

CHAIN	B.B. Fire Welded Proof Coil Mont'l	Tor'to	B.B.B. Fire Welded Mont'l	Tor'to
3-16 in...	$22.75	$19.85	$.....	$.....
¼ in. ..	16.75	15.25	21.75	20.25
5-16 in...	14.15	13.65	19.00	17.00
⅜ in. ..	13.00	12.75	15.90	16.50
7-16 in...	12.75	12.45	15.65	16.00
½ in. ..	12.50	12.15	15.50	15.75
9-16 in...	12.50	12.15	15.50	15.75
⅝ in. ..	12.35	12.00	15.25	15.50
¾ in. ..	12.25	11.85	15.10	15.25
⅞ in. ..	12.05	11.65	15.00	15.25
1 in. ...	11.90	11.50	14.85	15.25

Electric Welded

	B.B.		B.B.B.	
3-16 in...	$16.95	$17.40	$.....	$.....
¼ in. ..	13.15	13.30	13.75	15.55
5-16 in...	11.85	11.75	12.00	14.00
⅜ in. ..	11.65	10.50	11.75	12.75
7-16 in...	10.45	10.50	11.75	12.75
½ in. ..	10.20	10.50	11.75	12.75
⅝ in. ..	10.10	10.50	11.75	12.75
¾ in. ..	9.95	10.50	11.75	12.75

Montreal and Toronto.

American Proof Coil Chain

	B.B.	B.B.B.
3-16 in.	$16.75	....
5-16 in.	12.00	$12.75
⅜ in.	11.00	11.90
7-16 in.	10.75	11.70
½ in.	10.50	11.60
⅝ in.	10.35	....

Electric Welded B.B.B.—Chain, ¼ in., $13.75; 5-16 in., $12 F.o.b. Toronto.

Cow ties, 12½-15%; trace chains, net list; dog chains, 25 to 32½%; halter chains, 25 to 32½%; tie-out chains, 50%; stall fixtures, net list; breast chains, 2½%. F.O.B. Montreal, Toronto, Hamilton, London.

CEMENT

Cement, per bbl., $2.70 in carlots; $3.25 bbl. in small lots.

Paris plaster, five-barrel lots, $3.25; single barrel, $3.25.

F.O.B. Toronto.

CHURNS

List price hand churns:—No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.

List prices power churns:—No. 0, $11; No. 1, $11; No. 2, $12; No. 3, $13; No. 4, $17; No. 5, $20.

Discount of 20% f.o.b. Toronto, Hamilton, Fergus, London, St. Marys.

Discount of 17½% f.o.b. Montreal, Ottawa, Kingston.

St. John, N.B., 20%.

CHOPPERS, FOOD

Universal (doz.)—

No. 0	$17.75
No. 1	21.50
No. 2	27.00
No. 3	35.00

F.O.B. Montreal, Toronto.

Russwin—

No. 0....................	$17 70
No. 1....................	21 70
No. 2....................	24 95
No. 3....................	34 60

CLOTHES LINE (Galvanized)

No.	Per 1000 ft.
17—7-strand, 100 ft. lengths..	$6 80
17—7-strand, 50 ft. lengths...	7 00
18—6-strand, 100 ft. length...	5 40
18—6-strand, 50 ft. lengths...	5 45
19—6-strand, 100 ft. lengths..	4 75
19—6-strand, 50 ft. lengths..	5 00

F.O.B. Montreal, Toronto, London.

COPPER	Montreal	Toronto
Casting ingot, see weekly report.		
Bars, ½ to 2 in.....	$42 50	$43 00
Plain sheets, base 16 oz. and heavier....	46 00	44 00
Copper sheet, tinned, 14x60 in., 14 oz...	48 00	....
Copper sheet, planished, base 16 oz. and heavier	57 00	45 00
Braziers' in. sheets, 6x4 base	45 00	44 00

Above prices are full sheets and bars. Cut sheets and bars are 5c per lb. higher.

COMBS

Curry combs, list, plus 25%.
F.O.B. Montreal, Toronto, Hamilton, London

CORD (SASH)

No. 6, lb.	72
No. 7, lb.	71
Nos. 8, 9, 10, 12	70

F.O.B. Montreal, Toronto, Hamilton, London

CANADA PLATES

Prices nominal. Montreal Toronto
Ordinary, 52 sheets.$11 75 $ 8 50

Galvanized

	Apollo	Crown	Gorbals
18x24x52	......	....	....
60	......	....	....

CHARCOAL, TIN PLATES

M.L.S. and Famous—	Per box
IC, 20x28 base	$28 00
IX, 20x28 base (nominal)...	32 00
IXX, 20x28 base (nominal)..	36 00
IXXX, 20x28 base (nominal)	40 00

F.O.B. Toronto

Raven and Murex Grades—

IC, 20x28 base, 112 sheets..	$40 00
IX, 20x28 base, 112 sheets..	39 00
IXX, 20x28 base, 56 sheets..	20 00
IXXX, 20x28 base, 56 sheets	21 00

(Nominal) f.o.b. Montreal.

TERNE PLATES

I. C, 20 x 28, 112 sheets.. .....
F.O.B. Montreal.

COKES, AMERICAN

Bessemer Steel—
20x28 IC, 112 sheet 30 00
F.O.B. Montreal.

"DOMINION CROWN BEST"— DOUBLE COATED TISSUE

	Nominal
IC, 14x20 base	$20 00
IX, 14x20 base.............	18 75
IXX, 14x20 base	19 50

F.O.B. Montreal.

CLOCKS

Big Ben	$2 92
Good Morning, each	1 15
Lookout	1 45-1 50
Sleepmeter	1 65

F.O.B. Montreal, Toronto, London, Hamilton.

CROWBARS, $8.50-$9.50 per 100 lbs.

DRILLS

Bit Stock Drills, 30 to 37½%.
Rd. Shk., 30 to 37½%.
Wood Drills, 37½%.

DOORS, SCREEN

Kasement, No. 1, $24.84 to $27.24 doz.; No. 2 and 3, $28.20 to $30.00 doz. F.O.B. Toronto.

EMERY CLOTH

See under Sandpaper.

ENAMELWARE

See prices under heading Wares, etc.

SPECIALISTS

Some doctors are just doctors. Some doctors are specialists. Did you ever go to a doctor who prescribed for you, and the beastly stuff cost you $3.00, and after shaking and taking you felt worse? Another visit and the doctor said: "We will try something else"—another $3.00 and results as before.

One visit to a specialist who can diagnose your case correctly and prescribe what is necessary and all is well.

There are doctors and specialists in every business. A Specialist in white metal alloys never needs to experiment with his customer. All experimenting has been done long ago and that is why we

THE CANADA METAL CO., LTD., ARE SPECIALISTS.

All experiments are conducted by our own chemists in our own laboratories, and whether you are interested in

BABBITT METALS—SOLDER—SHEET LEAD—LEAD PIPE

or any other white metal alloy, you cannot do better than get in touch with us. You will never be advised to "try something else." You will get exactly what you want the first time.

THE CANADA METAL CO., LIMITED

Hamilton Montreal TORONTO Winnipeg Vancouver

Pronounced "RU" as in RUBY

RU-BER-OID ROOFING

Trade-Mark Registered

COSTS MORE - WEARS LONGER.

SOLE CANADIAN MAKERS:

THE STANDARD PAINT CO. OF CANADA, LIMITED

MONTREAL TORONTO WINNIPEG VANCOUVER

E. Roy,
65½ St. Andre St., Montreal, Que.

C. C. Cartwright,
85 Water St., Winnipeg, Man.

4 Good Reasons ---READ 'EM!

Why you should sell Rolled Thread Bolts and Screws:

BETTER QUALITY—Rolled Thread Bolts can only be made from first quality Basic Open-Hearth Stock.

STRONGER—Actual tests show 13 per cent. greater strength than Cut Thread Bolts.

NO USELESS WEIGHT—Shanks are smaller than threads. No useless weight to pay freight on.

BIG FIRMS ADOPTING THEM—Some of the largest users on the continent will accept nothing else—and they always investigate before acting.

THE NORTHERN BOLT, SCREW AND WIRE COMPANY, LIMITED - OWEN SOUND, ONT.

If interested, tear out this page and place with letters to be answered.

FILES AND RASPS

Discounts below apply to list of Nov. 1, 1899.

	%
Great Western, Amer.	50
Kearney & Foot, Arcade	50
J. Barton Smith, Eagle	50
P.H. and Imperial	50
Disston Brand	40
Globe	50
Nicholson	30-32½
Black Diamond	32½
Delta Files	37½

F.O.B. Toronto, Montreal, London, and Hamilton.

FITTINGS

Cast iron fittings, 10% off list. Malleable bushings, 20%; cast bushings, 20%; unions, 35%; plugs, 17½% off list. Net prices: Class B black, 24-26c lb.; Class C black, 16-17c lb.; galvanized. Class B, 34-36c lb.; Class C, 24-26c lb. F.o.b. Toronto.

GRILLS, ELECTRIC

Single heat, round	$6 00
Three heat, round	7 15

F.o.b. Toronto.

GRINDSTONES

	Per 100 lbs.
Over 40 lbs. and 2 in. thick	1.80-2.25
Under 40 lbs.	1.90-2.35
Bi-Treadle, each	6.25

F.o.b. Toronto.

HALTERS (SNAP AND RING)

	Doz.
Russet rope shank, 1"	$11.25-$12.75
Russet rope shank, 1¼ in.	13 85
Black rope shank, 1 in.	13 75
Black rope shank, 1¼ in.	12.50- 13.85
Hand sewn, no shank, 1 in.	17.40
Hand sewn, no shank, 1¼ in.	20.20

Halters (Sisal).

7-16 in. gross, $24; 9-16 in., $36. F.o.b. Toronto. London—7-16 in., $2.10 doz.; ½ in., $2.65 doz.

HAMMERS, SLEDGE

Can., 5 lbs. and over, cwt.	$17 50
Masons, 5 lbs. and over, per cwt.	20 00
Masons, 5 lbs. and under	22 50
Napping, up to 2 lbs.	25 00

F.o.b. Montreal, Toronto, Hamilton, London.

HANDLES (WOOD)

All hickory handles, 10%. All neckyokes. whiffletrees and doubletrees, 10%. All ash and maple handles, wood hay rakes, horse pokes, 20%.

F.o.b. St. Thomas, London, Strathroy, Toronto.

HANGERS, BARN AND PARLOR

	List
Atlas, No. 0	12 50
Atlas, No. 1	12 95
Atlas, No. 2	15 90
Stearns, 4 in.	7 40-7 65
Stearns, 5 in.	10 25-10 65
Perfect, No. 1	10 45
Perfect, No. 1½	13 20-13 80
Storm King and safety hangers, doz.	10 25-10 65
Steel track, 1¼ in.	9.00-12.00

F.o.b. Montreal, Toronto.

HEATERS, ELECTRIC

Majestic, 1 Burner	7 50
Majestic, 2 Burner	11 25

F.o.b. Toronto.

HINGES, TEE AND STRAP

Heavy, Net Prices.

	Strap	Tee
4-inch, dozen pairs	$2 34	$1 99
5-inch	2 89	2 50
6-inch	3 12	2 81
8-inch	4 22	3 21
10-inch	7 49	5 70
12-inch	9 28	9 05
14-inch	10 61	9 20

Light, List Prices.

3-in., doz. pairs	$1 00	$1 00
4-in., doz. pairs	1 20	1 10
5-in., doz. pairs	1 40	1 30
6-in., doz. pairs	1 70	1 50
8-in., doz. pairs	2 50	1 80
10-in., doz. pairs	3 50	2 40

Discount 20 and 2½% off list.

Screw Hook and Strap Hinge—

Under 12 in., per 100 lbs.	8 00
Over 14 in., per 100 lbs.	7 50
Extra hooks for above ⅝ in., per lb.	8
Extra hooks for above, ¾ in., per lb.	7¾

F.o.b. Toronto, London, Hamilton and Montreal.

HAY KNIVES

Spear Point	$14 00
Lightning	12 50
Heath's	12 50

HOES, Grub

HOES, Grub	$7.25

HOOKS, GRASS.

	Canadian	English Fox
No. 2, per doz.	$3 40	$5 00-$5 50
No. 3, per doz.	3 50	5 50- 6-40
No. 4, per doz.	3 50	6 00- 7 40
Little Giant	5 25	....- ....
Berden	5 25	....- ....

F.o.b. Montreal, Toronto.

HORSESHOES

Price per keg

Patterns	Sizes made	No. 2 and larger Less 20c	No. 1 and smaller
Light iron	0-7	$6 25	$6 50
Long heel light iron	3-7	6 25	....
Medium iron	1-8	6 25	6 50
Heavy iron	6-8	6 25	....
Snow	1-6	6 50	6 75
New light "XL" steel	1-6	6 70	6 95
Featherweight "XL" steel	0-4	8 10	....
Special countersunk	0-4	8 60	....
Toe weight (front only)	1-4	9 10	....

*All sizes.

Packing—Up to 3 sizes in one keg, 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra. F.o.b. Montreal and Belleville.

Terms—Cash in thirty days, less 2% discount.

TOE CAULKS

Nos. 0, 1, 2 and larger, sharp and blunt, $2.25 to $2.90 box.

HOSE, LAWN

	Toronto
Corrugated, ½ in., 100 ft.	$15 75
Corrugated, ⅝ in., 100 ft.	18 75
Corrugated, ¾ in., 100 ft.	21 50
Corrugated, 1 in., 100 ft.	31 50

Less 5% for full reels, 500 ft., F.o.b. Toronto and London.

HAT AND COAT HOOKS

Coppered wire, 8 in., 95c gross. F.o.b. Montreal, Toronto, Hamilton, London.

IRON AND STEEL.

See weekly report.

IRON, TINNED

Prices nominal. Subject to premium where stocks are obtainable.

72x30 up to 24 gauge, case lots	....
72x30, 26 gauge, case lots	....

Less than case, 50c per 100 lbs. extra. F.o.b. Montreal.

IRONS (SAD)

Mrs. Potts, No. 55. polished, per set	2.20-2.30
Mrs. Potts, No. 50, nickel-plated, set	2.30-2.40
Mrs. Potts, handles, japanned, doz.	1.30- 1.50
Sad irons, common, plain, 3, 4 and 5 lbs.	9 20
Sad irons, plain, 6 lbs. up	7 00
Sad irons, common, plated	5 50
Princess Electric, each	3 35
Canadian Beauty Electric Irons—Style A	$3 75
Style B	4 12
Hotpoint Domestic Electric Iron, each	4 75
Gasoline Sad Irons, each	4 25

F.o.b. Montreal, Toronto, London, Hamilton.

LADDERS, ETC.

Step Ladders	Per ft.
Crescent	19c ft.
Household	15½ ft.
Standard, 4-12 ft.	21c ft.
Electrician	30c ft.
Heavy duty	47c ft.
Extension	35c ft.

Common and Roped Extension.

	Per ft.
Up to 32 ft.	21c ft.
34 to 44 ft.	24c ft.

London—32 ft., 18c; 34-44 ft., 20c.

Fire Ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

Single and Fruit Picking.

10 ft. to 16 ft.	17c ft.
18 ft. to 22 ft.	18c ft.
Chair ladders, each	2 00

F.o.b. Toronto, Hamilton, London, Montreal.

LANTERNS

	Per doz.
Short Globe, doz.	$12 50
Jap'd Dash, doz.	15 00
Search Dash, doz. X-ray.	15.75-16.10
Little Bobs	$2.10-$4.20
Copper, well japd., doz.	18.25

F.o.b. Toronto, Hamilton, London, Montreal.

LANTERN GLOBES

	Dozen
Cold blast, short	95c-$1.10
Cold blast	95c-$1.10

3 doz. cases, 85-90c doz.; 6 doz. cases, 85c dozen.

Cold blast, short ruby	4.00-4.20
Cold blast, common ruby	4.00-4.20

Less 5c a doz. in 6 doz. lots.

F.o.b. Toronto, London, Hamilton and Montreal.

LATCHES

Steel Thumb, No. 2, per doz.	1 90
Steel Thumb, No. 3, per doz.	2 50
Steel Thumb, No. 4, per doz.	4 70
Barn Door, No. 5, per doz.	2 55
Barn Door, No. 9, doz.	4 70

F.o.b. Montreal, Toronto, London.

LEAD

For pig lead and lead and zinc products see weekly report.

MACHINES (WASHING)

	List Each
Canadian	9 00
Dowswell	9 00
Noiseless	15 50
Hamilton	11 00
Snowball	15 00
Momentum	16 50
New Century, style A	16 50
New Century, style B	18 00
Playtime, engine drive	19 50
Ideal Power	28 00
Seafoam, electric	102 00
Seafoam, engine drive	44 00
New Idea, electric	134 00
Sunshine	8 50
Popular, No. 1	9 50
Economic	11 50
Champion	17 00
New Excell-All	18 00
Blue Bell, without stand	16 50
Puritan Water Motor Washer, complete	28 00
Hydro, One Tub, engine drive	45 50
Low pressure water motor washer, each	30 00
Connor ball-bearing, with rack	18 50
I X L	18 50

Gem	16 50
Winner, plain	13 50
Connor Improved	9 00
Jubilee	15 00
Canada First	19 00

Discount, 40%. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

MALLETS

	Per doz.
Tinsmiths, 2½ x 5½ in.	$1.00-$1.75
Carpenters', No. 3	5.80

F.o.b. Montreal, Toronto, Hamilton.

MATTOCKS

Cutter, doz.	$12 00	$12 50
Pick doz.	12 00	12 50

F.o.b. Montreal, Toronto, London, Hamilton.

MOPS

Mops, O-Cedar, doz. net	$12 00
Sprustex, No. 2, doz.	$8 00 8 40
S.W. Mops, complete, doz.	4 25-4 85
Mop Sticks, doz., No. 8	1 55-1 85
Cast Head Mops, doz.	2 00
Crescent. doz.	3 10
Crank wringing, doz.	6 25

F.o.b. Montreal, Toronto, Hamilton, London.

MOWERS, LAWN

Adanac	50%
Woodyatt	40%
Empress	40%
Mayflower	40%
Star, Ontario, Daisy	40%

F.o.b. Toronto, Guelph, London. Hamilton.

NAILS

List adopted July 10, 1912.

Advances over base on common wire nails in kegs.

1 inch	$1	2¾ inch	15c
1⅛ inch	1	3 inch	10c
1¼ inch	65c	3¼ inch	10c
1½ inch	40c	3½ inch	10c
1¾ inch	40c	4 inch	5c
2 inch	30c	4½ inch	5c
2¼ inch	30c	5 inch	base.
2½ inch	15c	5½ inch	base.
		6 inch	base.

6½ to 12 inch-2 Ga. and heavier, 25c over base.

Standard Steel Wire Nails, f.o.b. Toronto, London, Hamilton, Milton, $5.20 base.

Freight equalized on above points.

F.o.b. Montreal, Gananoque, Collingwood and Owen Sound, $5.25 base.

Freight equalized on above points.

Windsor, Walkerville, Sandwich. fo.b. factory points, carload freight allowed, $5.32½.

Sault Ste. Marie, Port Arthur. Fort William, $4.95-$5.25 base. f.o.b. factory; no freight allowance.

Moulding, Flooring, Slating, Box. Fence, Barrel Nails, 25c per 100 lbs. over common nail price. Finishing Nails, 50c per 100 lbs. advance over common nail price Clinch Nails and Sash Pins, 75c per 100 lbs. over common nail price.

Miscellaneous wire nails, 60% off miscellaneous list, f.o.b. Toronto. Montreal. Hamilton, London.

Cut Nails—Montreal, $5.70 base: Toronto, $5.65 base; London, $5.60; Hamilton, $5.65. No equalization of freights.

Roofing Nails — American. large head, keg, $8.50. London, $8.25.

F.o b. Montreal. Toronto, Hamilton. London.

NAILS (HORSE)

Size	C Brand Per box of 25 lbs.
No. 3	$37 87½
No. 4	12 87½
No. 4½	11 62½
No. 5	4 87½
No. 6	4 62½
No. 7	4 37½
No. 8	4 37⅓

"Look Over Your House

What does it need in the way of paint?

While paint is intended to make the surface more pleasing to the eye, by the selection of a color scheme that harmonizes with your ideas of tasteful decoration, still, its most vital function is to protect that surface against decay and deterioration

Ramsay's Paints combine to the greatest degree, looks, wear and protection. They give your house the best appearance over the longest term of years at the lowest cost.

There is a Ramsay dealer not far from where you live. Ask him or write us for booklet; we will gladly offer suggestions.

A. RAMSAY & SON COMPANY
MAKERS OF PAINTS AND VARNISHES SINCE 1842
Toronto MONTREAL Vancouver

RAMSAY'S
THE RIGHT PAINT TO PAINT RIGHT

This is the advertising to help you, Mr. Dealer, assist your customers in choosing the right paint to protect their property. The satisfaction of a satisfied customer is yours when you sell him Ramsay's Paints.

(The Right Paint to Paint Right)

A. RAMSAY & SON COMPANY

Makers of Paints and Varnishes since 1842

Toronto MONTREAL Vancouver

If interested, tear out this page and place with letters to be answered.

No. 9	4 12½
No. 10	4 12½
No. 11	4 12½
No. 12	4 12½

Discount from above is 10% in small quantities and 10 and 5% in full boxes.

F.o.b. Montreal, Toronto, Winnipeg, Vancouver, St. John.

"M.R.M." BRAND

No.	Net Price List Lengths	Per box of 25 lbs.
3	1⅝"	$19 00
4	1¾"	9 00
5	1 15-16"	4 00
6	2⅛"	3 75
7	2 5-16"	3 50
8	2½"	3 50
9	2 11-16"	3 25
10	2⅞"	3 25
11	3 1-16"	3 25
12	3¼"	3 25

F.o.b. London, Hamilton, Montreal, Toronto

NETTING, POULTRY

List prices per roll of 50 lineal yards. Adopted March, 1909.

2-inch mesh and 19 ga. wire.

12 inch	$1 80	48 inch	$6 20
18 inch	2 65	60 inch	7 70
24 inch	3 40	72 inch	9 20
30 inch	4 00	84 inch	10 50
36 inch	4 75	96 inch	12 00
42 inch	5 50		

1½ inch mesh and 19 ga. wire.

12 inch	$3 50	42 inch	$10 50
18 inch	5 00	48 inch	12 00
24 inch	6 30	60 inch	15 00
30 inch	7 75	72 inch	18 00
36 inch	9 90		

1 inch mesh and 20 ga. wire.

12 inch	$4 00	42 inch	$12 00
18 inch	5 50	48 inch	14 00
24 inch	7 00	60 inch	17 00
30 inch	8 50	72 inch	20 00

¾ inch mesh and 20 ga. wire.

24 inch	10 50	36 inch	$15 00
30 inch	12 75		

½ inch mesh and 22 ga. wire.

24 inch	$16 50	36 inch	$24 00
30 inch	20 10		

Discounts at present quoted apply only to 1 and 2 inch mesh netting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Canadian netting 15% off list.

Montreal, 15% off list.

American netting, 10% off list.

	Per rod
Invincible—1640	$0 75
1848	0 85
2060	0 95

Put up in 10, 20 and 30-rod rolls. F.o.b. Montreal.

OAKUM

Best (American)	$21 00	
U.S. Navy (unspun)	.....	
Clipper (spun)	21 00	
Clipper (unspun)	19 50	
U.S. Navy, Eng., (unspun)	.....	
U.S. Navy, Eng., (spun)	.....	
Plumbers (spun)	$8 00	$10 50

F.o.b. Montreal, Toronto

OIL

	Montreal	Toronto
Royalite	0 19	0 18
Palacine	0 22	0 21
Gasoline, gal.	0 34	0 33
Black oil (Summer)	0 16	0 15
Black oil (Winter)	0 18	0 15½
Imperial Cylinder	....	0 66½
Capital cylinder	0 50½	0 49½
Machine oil, regular grades	25½-42	26½-36½
Standard gas engine oil	38½	0 42½
Paraffine	0 21	0 24
XXX machine	0 24½	0 38½
Fuel oil, bbls.	0 14½	0 13½
Fuel oil, tank cars	0 13	0 12

OLD MATERIALS

See weekly report.

PACKING

	Per lb.
Fine jute	$0 15
Coarse jute	0 12
Hemp	0 34
Square braided hemp	0 38
No. 1 Italian	0 44
No. 2 Italian	0 36

F.o.b. Montreal and Toronto.

PAPER

	Per 400-ft. roll
Dry Fibre, No. 1 roll	1 10
Dry Fibre, No. 2 roll	0 59
Anchor Brand	1 10
Glazed sheeting	0 59
Tarred Fibre, No. 1 roll	1 25
Tarred Fibre, No. 2, roll	0 72
Surprise Fibre	0 66
Tarred felt, per cwt.	3.30-3.45

Asbestos sheeting (per 100 lbs.)	0 12	0 14
Carpet Felt, 16 oz., per 10 lbs.	$4 50	$5 50

F.o.b. Toronto, Hamilton, London, Montreal, freight equalized thereon.

PICKS—

Clay—

5 to 6 lbs., doz.	$10 75	$11 80
6 to 7 lbs., doz.	11 50	12 60
7 to 8 lbs., doz.	12 25	13 50

Rock—

7 to 8 lbs., doz. 12 25

F.o.b. Montreal and Toronto.

PINS, CLOTHES

	Per case
5 gross, 4-in. (loose)	80c-97c
4 gross (cartons), 4½ in.	85c-$1.00

F.o.b. Montreal and Toronto.

PIPE, STANDARD WROUGHT

Effective Feb. 26, 1918.

Per 100 feet

Standard Buttweld	Black	Galvanized
⅛ in.	$6 00	$8 00
¼ in.	5 16	7 29
⅜ in.	5 16	7 29
½ in.	6 55	8 12
¾ in.	8 28	10 41
1 in.	12 24	15 39
1¼ in.	16 56	20 82
1½ in.	19 80	24 89
2 in.	26 64	33 49
2½ in.	42 72	53 53
3 in.	55 85	70 00
3½ in.	70 84	87 86
4 in.	83 93	104 10
Standard Lapweld.		
2 in.	29 60	36 08
2½ in.	44 46	54 70
3 in.	58 14	71 53
3½ in.	72 68	90 62
4 in.	86 11	107 37
4½ in.	97 79	122 56
5 in.	114 00	142 82
6 in.	147 80	185 28
7 in.	192 80	241 57
8 L in.	202 50	253 75
8 in.	233 30	292 32
9 in.	279 50	350 18
10 L in.	259 20	324 80
10 in.	333 70	418 18

Terms 2% 30 days, approved credit.

Prices—Ontario, Quebec and Maritime Provinces. .. ....

While the foregoing prices on iron pipe are the nominal prices, it has been found in practice that prospective buyers should ask for quotations on sizes 2½ inches and larger on account of the shortage of these sizes and the extra difficulty of procuring supplies.

WROUGHT NIPPLES

4" and under, 45%.

4½" and larger, 40%.

4" and under, running thread 25%.

Standard couplings, 4" and under, 35%.

4½" and larger, 15%.

Terms 2% 30 days. Approved credit, Ontario, Quebec and Maritime Provinces.

PIPE (Conductor)

Plain	List
2 in., in 10-ft. lengths, list	$8 00
3 in., in 10-ft. lengths, list	9 70
4 in., in 10-ft. lengths, list	12 80
5 in., in 10-ft. lengths, list	17 50
6 in., in 10-ft. lengths, list	21 30

Discount 10%.

F.o.b. Toronto, Ottawa, Oshawa

PIPE, LEAD

See weekly report

PIPE (SOIL)

	Montreal %	Toronto %
Medium and extra heavy, 6" and under	35, 2½	35, 2½
8" soil pipe	30	30
Medium and extra heavy fittings, 6" and under	40, 2½	40, 2½

PIPE (STOVE)

See prices under Wares, etc.

PITCH

Pine, black, per bbl.	4 75
Navy pitch, per bbl.	6 50

F.o.b. Montreal, Toronto.

POLISH (O-Cedar)

4-oz. bottles, doz.	$3 00
12-oz. bottles, doz.	6 00
1-qt. can, doz.	15 00
½-gal. cans, doz.	24 00
1-gal. cans, doz.	36 00

Discount, 33 1-3 per cent.

Liquid Veneer—

4 oz., doz.	$2 00
12 oz., doz.	4 00
32 oz., doz.	8 40
64 oz., each	1 20
128 oz., each	2 10

F.o.b. Toronto, London.

PUMPS

Pumps, Well	....
Cistern Pumps	....
Set Lengths	....
Brass Lined Cylinders	....
Brass Body Cylinders	....

F.o.b. Montreal, Toronto, Hamilton, London.

RIVETS AND BURRS

Iron rivets, blacked and tinned, 25%; Iron Burrs, 25%.

Copper rivets, usual proportion of burrs, add 30%; burrs, add 50%.

Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¾-lb. pkgs., 2c lb. Coppered Rivets, net extras, 3c per lb.

F.o.b. Montreal, Toronto, London.

ROOFING

	Per square
Samson, 1-ply, roll	1 90
Samson, 2-ply, roll	2 50
Samson, 3-ply, roll	3 10
R. S. Special, 1-ply	1 25
R. S. Special, 2-ply	1 50
R. S. Special, 3-ply	1 75
Amazon, 1-ply	1 95
Amazon, 2-ply	2 25
Amazon, 3-ply	2 55
Everlastic, 1-ply	1 65
Everlastic, 2-ply	1 95
Everlastic, 3-ply	2 25
Good Luck, 1-ply	1 60
Good Luck, 2-ply	1 80
Good Luck, 3-ply	2 10
McCombe Sp., 1-ply	1 35
McCombe Sp., 2-ply	1 55
McCombe Sp., 3-ply	1 75
Black Cat, 1-ply	1 85
Black Cat, 2-ply	2 15
Black Cat, 3-ply	2 45
Liquid roofing cement, per gal. in barrels	0 27
5 and 10 gal. lots, per gal.	0 38
Coal Tar, bbl.	$5.75-$6.00

Roofing Pitch, $1.05 to $1.10 cwt.

F.o.b. Toronto, London, Montreal.

ROPE

	Lb.
Pure Manila basis	39
British Manila basis	33
New Zealand hemp basis	33
Sisal basis	27½

Above quotations are basis prices ⅝ and larger diameter. The following advances over basis are made for smaller sizes:—Smaller than ⅝ and down to 7/16 dia.—½c above basis; ⅜ dia., 1c above basis; ¼ and 5/16 dia. 1½c above basis; 3/16 dia., 2c above basis.

Single lath yarn basis	27½	
Double lath yarn	28	
Yacht marline, tarred	57	
Halyards	50	
Hemp, deep sea line basis	50	
Hemp, tarred ratline basis	43	
Hemp, tarred bolt rope basis	45	
Marline and Houseline	45	
Italian rope basis	On application	
Cotton, ⅛ in.	0 73	0 77
5-32 in.	0 72	0 75½
3-16 in.	0 69	0 72½
¼ in. and up	0 68	0 71½

F.o.b. Toronto, Montreal, Brantford, London, Hamilton.

SANDPAPER

B. & A. sandpaper, 10% to 15% on list.

B. & A. emery cloth, 5% on list.

B. & A. sandpaper in rolls, 33 1-3 per cent. on list. F.o.b. Toronto, Montreal.

SCALES

Champion—	Scale List	Stamping extra
4 lb.	$4 60	$0 20
10 lb.	6 00	0 30
240 lb.	10 00	0 50
600 lb.	25 00	1 00
1200 lb.	30 00	1 00
2000 lb.	39 00	1 00
2000 lb. Drop lever	46 00	1 00
10-lb. Household	5 00	0 10
25-lb. Household	6 00	0 30

Champion list prices subject to a discount of 10%; Standard scales, 20%; Household scales subject to 25% discount. No discount allowed on stamping charge. F.o.b. Toronto, Montreal, Hamilton.

SCYTHES

	Doz.
Cast Steel	$12 50
Golden Clipper	13 50
Little Giant	14 50
Little Giant, Genuine	15 00

F.o.b. Toronto, London

SNATHS

	Doz.
00 Patent	$12 50
1	12 00
2	11 50
3	10 50

SCREWS

Discounts off Standard List adopted Aug. 1, 1903.

Wood, F. H., bright	72½
Wood, R. H., bright	67½
Wood, O. H., bright	67½
Wood, F. H., brass	37½
Wood, R. H., brass	32½
Wood, O. H., brass	32½
Wood, F. H., bronze	27½
Wood, R. H., bronze	25
Wood, O. H., bronze	25
Square cap	20
Hexagon cap	20

F.o.b. Toronto, Hamilton, London and Montreal.

Wooden Bench Screws

Dozen $7 00

SHEETS, BLACK

See Montreal and Toronto report

SHEETS, CORRUGATED

See weekly report.

SHEETS, GALVANIZED

Premier Galvanized

	Per 100 lbs.
10¾ oz.	$9 25
U.S. 28	8 95
U.S. 26	8 65
22 and 24	8 50
18 and 20	8 35
16	8 20
14	8 10

F.o.b. Hamilton and Toronto.

Colborne Crown — 16-20 gauge, $12.55; 22-24 gauge, $12.75, 26-gauge, $13; 28 gauge, $13.25. Less 25c in cash lots. F.o.b. Montreal.

Apollo Brand	Montreal	Toronto
14 gauge	$12 05	$8 10
16 gauge	12 05	8 20
18-20 gauge	10 30	8 35
22-24 gauge	10 45	8 50
26 gauge	.....	8 65
28 gauge	.....	8 95
10¾ ozs.	11 05	9 25

Add 20c for less than ton lots

B.W. gauge	Queen's Head	Fleur-de-Lis	Gorbal "best-best"
16	$12 55	$12 55	$8 70
18-20	12 55	12 55	8 85
22-24	12 25	12 25	9 05
26	12 25	12 25	9 25
28	13 00	13 00	9 65
10¾ oz.	.....	.....	10 00

Less 25c in case lots.

F.o.b. Montreal.

SHINGLES

	Per sq.
Standard galvanized	$10 25

Shipping weight, 90 lbs.

Standard painted	8 00

Shipping weight, 80 lbs.

Discount 7½%.

F.o.b. Toronto, Ottawa, Oshawa

SIDING METAL

Standard galvanized	$8 75
Standard painted	7 00

Discount 7½%.

F.o.b. Montreal, Toronto, Ottawa, Oshawa.

SOLDERING COPPERS

Base, 3-8 lbs., 64c lb. F.o.b. Toronto and Hamilton.

SOLDER, BAR

See Weekly Report.

STAPLES

See Wire Products.

STOVES

Oil Burning Cooking	Each
Perfection 2-burner	$12 75
Perfection 3-burner	$16 50
Perfection 4-burner	21 00
No. 22G oven for above stoves	5 00
McClary Glass Front Oven No. 70	4 25
Detroit Glass Front Oven No. 85	4 50

F.o.b. Sarnia, London, Toronto, Ottawa

Oil Burning Heaters.	List
No. 525 (125), each	6 50
No. 530 (130), each	7 25
No. 630 (230), each	9 25

F.o.b. Toronto, Sarnia, London, Hamilton, Ottawa.

Discount 25% off list.

Jamieson Sales Mean Larger Profits

ASK

the dealer who has been selling our line.

"HE IS A SUCCESS"

The veteran painter, tried and proved, the man who does paint well.

"HE KNOWS"

The chemist, who can analyze—he smiles and says

"ALL RIGHT"

Because

It goes farthest.

Covers more space at less cost.

Encourages the inexperienced to paint and brighten up.

Ask for details.

R. C. Jamieson & Co., Limited

Calgary Montreal Vancouver

Owning and operating P. D. Dods & Co., Limited

If interested, tear out this page and place with letters to be answered.

SPADES, SHOVELS AND SCOOPS

	1st Grade	2nd Grade	4th Grade
Plain Back Shovels and Spades....	50%	50%	50%
Draining Tools	50%	50%	....
Hollow Back Scoops	50%	....	50%
Sand Shovels	50%	....	50%
Hollow Back Shovels	50%	....	50%
Hollow Back Coal Shovels	50%	....	50%
Riveted Back Scoops	50%	50%	50%
Miners' Spring Point Shovels	50%	....	....

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List; Black List prices being as follows:

BLACK LIST PRICES

Plain Back Shovels and Spades..	$29.00	$28.00	$25.00
Draining Tools, No. 2, black	29.00	27.50	....
Hollow Back Scoops, No. 2, black.	34.50	....	32.00
Coal Shovels, Hollow Back, No. 2, black	32.00	....	30.00
Sand Shovels, No. 2, black	27.50	....	24.00
Hollow Back Shovels, No. 2, black	27.50	....	24.00
Riveted Back Scoops, No. 2 black	37.50	35.50	34.00
Miners' Spring Point Shovel, No. 2, black	36.50	....	....

NET EXTRAS—

For each size larger than No. 2, add 25c dozen net.
Full polished ....$1.00 per dozen net
Half polished .... 50c per dozen net

F.o.b. London, Hamilton, Toronto, Gananoque, Ottawa, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon.

SWEEPERS, CARPET .. Bissell's
American Queen, nic'd trim, ball bearing ....Doz. $39 00
Club, nic'd trim., "Cyco" bearing 82 00
Champion, nic'd trim 30 00
Champion, Jap'd trim 27 00
Elite, nic'd trim., B.B....... 41 00
Grand Rapids, nic'd trim., B. B. 36 00
Grand Rapids, Jap'd trim., B. B. 32 00
Parlor Queen, nic'd trim., B. B. 42 00
Princess, nic'd trim., B.B.... 37 00
Standard, nic'd trim 32 00
Standard, Jap'd trim 29 00
Universal, nic'd trim, "Cyco" bear 34 00
Universal, Jap'd trim., "Cyco" bear 30 00
F.o.b. Toronto, Hamilton, London.

SWEEPERS (VACUUM)
Grand Rapids, nic'd trim.... 81 00
Household, Jap'd trim...... 67 00
Superba, nic'd trim......... 96 00

SWEEPERS (ELECTRIC)
Steel frame 33 75
Aluminum frame 41 25
Attachments, set 7 50
F.o.b Toronto, Hamilton, London.

TACKS Discount
Wire Tacks ....60 and 10%
Revised Hardware Tack List adopted Jan. 1, 1916 ....60 and 15%
Double pointed tacks....60 10%
Shoe findings list adopted July 5, 1917—Net list.
List of Capped Goods adopted Jan. 1. 1916..60 and 15%
F.o.b. Toronto, Hamilton, Montreal, London.

TINNERS' TRIMMINGS
See prices under head of Wires.

TOASTERS, ELECTRIC
Upright, with rack $4 00

TOOLS, HARVEST
Waverly, Wellandvale, Rixford, Maple Leaf, Bedford, 17½% discount. Samson, 12½% discount.
F.o.b. Montreal, Toronto, Hamilton. London.

TROUGH (EAVE)
O. G. Square bead and half round.

Size in girth			Per 100 ft.
8 in.	$6 90	15 in.	$12 50
10 in.	7 70	18 in.	16 00
12 in.	9 10	Discount	10%.

F.o.b. Toronto, Oshawa, Ottawa

TRAPS (GAME) Doz. with chain
Victor, No. 1 .... 2 20
Jump, No. 1 .... 2 95
Hawley & Norton, No. 1.... 3 45
Newhouse, No. 1........... 4 70
F.o.b. Toronto, London, Hamilton, Montreal.

TWINE (BINDER) Per lb.
500 ft. $0 23½
550 ft. 0 25¼
600 ft. 0 26½
650 ft. 0 28

In 5-ton lots ¼c discount from above; 10 tons and upwards, ¼c discount. Freight paid on 300 lbs. and over to nearest station.

F.o.b. Montreal, Toronto, Brantford, Hamilton, London

TWINE (COTTON)
3-ply wrapping, lb............69-72
4-ply, wrapping, lb............73-76
F.o.b. Toronto, Hamilton, London.

WOOD TUBS
No. 0, per dozen $19 80
No. 1, per dozen 17 60
No. 2, per dozen 15 40
No. 3, per dozen 13 20
F.o.b. Newmarket

VALVES %
Ground work 50
Compression work, standard.. 52
High grade 45
Cushion work 46
Fuller work, standard 50
High grade 43
Basin cocks, No. 0 standard.. 46
High grade 46
Bath cocks 53
Flatway stop and waste cocks, standard 53
High grade 50
Roundway Stop and Waste Cocks, standard 53
High grade 50
Brass Steam Cocks, standard.. net
Radiator valves, standard.... 15
High grade 7½
Globe, angle and check valves, standard 10
Do., high grade 7½
Patent quick opening valves.. 35
F.o.b. Toronto

WARES, ETC.
Scotch Grey Ware, 50, 5%.
Colonial, 33 1-3%.
Imperial Ware, 33 1-3%.
Pearl, 33 1-3%.
Premier, 10%.
Canada Ware, 10%.
Diamond, 10%.
White Ware, 50%.
Japanned Ware, list plus 20%.
Japanned Ware, White, list, plus 30%.
Plain and Jap Sprinklers, list plus 20%.
Stamped Ware, plain, 50%.
Stamped Ware, retinned, 45%.
Copper Bottoms, list, plus 10%.
Tinners' Trimmings, plain, 50%.
Tinners' Trimmings, retinned, 45%.
Tinners' Trimmings, general, list plus 10%.
Factory Milk Cans, list plus 50%.
Milk Can Trimmings, list, plus 60%.
Cream Cans, list ,plus 25%.
Railroad Cans, list, plus 20%.
Pieced Tinware, C.B., list, plus 50%.
Sheet Iron Ware, list, plus 10%.
Pieced Ware, ordinary, list, plus 30%.
Fry Pans, 40 and 10%.
Spiders, steel, 10%; cast iron, 17½%.
Fire Shovels, Japanned, list, plus 10%.
Steel Sinks, painted, list, plus 10%.
Steel Sinks, galvanized, list, plus 15%.
Light Galv. Pails and Tubs, list plus 20%.
Heavy Galv. Pails and Tubs, list, plus 10%.
Garbage Pails, list, plus 10%.
Jap. Coal Hods, list, plus 25%.
Galv. Coal Hods, list, plus 40%.
Paper Lined Boards, 40 and 5%.
Wood Lined Boards, 30 and 10%.
Stove Pipe, patent, per 100, 6 in., $20.36; 7 in., $21.83.
Common, made-up, per 100, 5 and 6 in., $21.00; 7 in., $23.00.
Polished, made-up, per 100, 5 and 6 in., $23.00; 7in., $25.00.
Stove Pipe Thimbles, 50, 10%.
Copper Boilers, list, plus 10%.
Copper Tea Kettles, list, plus 10%.
Copper Tea Kettles, 3 doz. lots, list, plus 10%, less 10%.
Copper Tea and Coffee Pots, list, plus 10%.
Copper Tea and Coffee Pots, in 3 doz. lots, list, plus 10%, less 10%.
F.o.b. Montreal, Toronto, London, Hamilton.

WASHERS, IRON
Full box, 10% on list. Net prices per 100 lbs.: ¼ in., $21.80; 5-16 in., $18.50; ⅜ in., $16.30; 7-16 in., $13.55; ½ in., $13; 9-16 in., $12.15; ⅝ in., $11.70; 11-16 in., $11; 13-16 in., $11.70; 15-16, $11.70; 17-16 in., $11.70; 50 lbs. of one size, $2 per 100 lbs. less.
F.o.b. Montreal, Toronto, London

WEIGHTS, SASH

	Tor'to	Lond'n	Mont'l
Sectional, 1 lb. per 100 lbs...	$5 15	$4 25	$4 75
Section, ½ in. per 100 lbs...	5 15	4 50	4 75
Solid, 3 to 30 lbs., per cwt..	3 60	3 50	3 40

WHEELBARROWS
Navvy, steel wheel, doz..37.50-51.50
Garden steel wheel, doz.51.00-75.00
Light garden, doz. 37.00-54.00
F.o.b. Montreal. Toronto, London.

WIRE PRODUCTS
F.o.b. Toronto, London, Hamilton, Montreal

Cut Hay Baling Wire Per 100 lbs.
No. 9 .... $6 60
No. 10 .... 6 65
No. 11 .... 6 70
No. 12 .... 6 85
No. 13 .... 6 95
No. 13½ 6 95
No. 14 .... 7 10
No. 15 .... 7 35

Stovepipe Wire
No. 18 .... 8 25
No. 19 .... 8 75

Hay Wire in Coils
No. 13 .... 6 80
No. 14 .... 6 90
No. 15 .... 7 05
No. 16 .... 7 20

Smooth Steel Wire.
Nos. 0-9 gauge, base 6 25
Extras over base sizes on smaller gauges are as follows:
No. 10, 6c extra; No. 11, 12c; No. 12, 30c; No. 13, 30c; No. 14, 40c; No. 15, 55c; No. 16, 70c extra.
Extra net per 100 lbs.—Oiled wire, 10c; spring wire, $2.50; bright, soft drawn, 15c; charcoal (extra quality), $1.25; packed in casks or cases, 15c; bagging and paperings, 10c; 50 and 100-lb. coils, in 25-lb. coils, 15c; in 5 and 10-lb. coils, 25c; in 1-lb. coils, 50c; in ½-lb. coils, 75c; in ¼-lb. coils, $1.

Fine Steel Wire
List Price on Fine Steel Wire

No. 17	$5 00	No. 26	$ 9 50
No. 18	5 50	No. 27	10 00
No. 19	6 00	No. 28	11 00
No. 20	6 65	No. 29	12 00
No. 21	7 00	No. 30	13 00
No. 22	7 30	No. 31	14 00
No. 23	7 65	No. 32	15 00
No. 24	8 00	No. 33	16 00
No. 25	9 00	No. 34	17 00

For prices of fine steel wire add 45% to above list.

Extra net
List of extras in 100-lb. lots. net
Tinned wire, Nos. 17-25 .... $3 00
Nos. 26-31 .... 5 00
Nos. 32-34 .... 7 00
Coppered 0 75
Oiling 0 10
In 25-lb. bundles 0 15
In 5 and 10-lb. bundles.... 0 25
In 1-lb. hanks 0 25
In ½-lb. hanks 0 28
In ¼-lb. hanks 0 50
Packed in casks or cases.... 0 15
Bagging or papering......... 0 16

Oiled and Annealed Wire
No. 10 .... $6 45
No. 11 .... 6 47
No. 12 .... 6 55

Wire Bale Ties
No. 12 .... $ 75
No. 13 .... 6 85
No. 13½ 6 90
No. 14 .... 7 00
No. 15 .... 7 20
No. 16 .... 7 45

Fence Wire. Toronto
Barb ....$6.25-$6.50
No. 9 pl. galv........... 5.35- 5.90
No. 12 pl. galv.......... 5.50- 6.00
No. 13 pl. galv.......... 6.00- 6.15
No. 9 coil sp............ 5.50- 5.90
No. 12 coil sp........... 5.80- 6.20
Quotations are at times made on wire at lower figures than the general market by jobbers having large stocks to dispose of.

Fence Staples
Fence staples, bright $5 50
Fence staples, galvanized.$6.25-6.50
In 25-lb. boxes add 25c extra

Poultry Netting Staples
Poultry netting staples, galvanized, list $12 00
Less discount of 12½%.
Bright poultry netting staples $1.10 less than galvanized after discount has been made.

Copper and Brass Wire
Copper wire list, plus.........10%
Brass wire, 3 to 24 gauge, add 40%
25 to 36 gauge, add 25%

Wire Cloth
Black Fly Screen Cloth, per 100 sq. ft. in 100-ft. rolls...$3 50
In 50-ft. rolls 3 55
Galvanized, per 100 sq. ft. in 100 ft. rolls 4 75 5 50
Bronze, sq. ft. 0 14
F.o.b. Toronto, Hamilton, London.

Wire Goods
Discounts apply to list adopted Nov. 20, 1916.
Bright Screw Eyes Suits, A.B.C.M. 82½%
Bright Iron Gate Hooks and eyes 82½%
Bright square cornered screw hooks, and stove pipe eyes 82½%
Brass, screw eyes suits, A.B.C. 70%
Brass Screw Hooks 70%
Brass Gate Hooks and eyes 70%
F.o.b. Toronto, Montreal, London, Hamilton.

WRINGERS
Royal Can., 11 in., doz. list $84 72
Eze, 11 in., per doz. 91 80
Trojan, 12 inch 185 00
Favorite 511E 105 80
Unexcelled, 1041E 129 60
Easy Work 90 50
Challenge, 3111E 94 30
Gem, 141E 91 80
Sunlight, 111E 82 80
Ottawa, 341E 103 30
Empire, 11 in. 93 80
Superior, 11 in. 84 80
Majestic, 11 in. 88 00
Perfect, 11 in. 97 50
Bicycle, 11 in. 103 30
Daisy, No. 2 .... 114 72
Daisy, No. 1 .... 105 84
Maple Leaf No. 2 .... 103 20
Maple Leaf No. 1 .... 94 32
Sun 78 90
Rapid 82 80
Universal 63 00
Eureka, 10 in. 65 00
Eureka, 11 in. 71 00
Eclipse 97 70
Discount off above list, 40%.
Freight equalized on shipments of ¼ doz. and upwards on Montreal. Toronto, Kingston, Hamilton, London, St. Mary's.
For zinc products and zinc sheets See weekly report.

WRENCHES

Trimo—	Doz. net		Doz. net
8 in.	$14 20	18 in.	$31 50
10 in.	15 75	24 in.	45 70
14 in.	22 00		

Coes—	Doz. net		Doz. net
6 in.	$13 00	15 in.	$31 20
8 in.	15 60	18 in.	41 60
10 in.	18 20	21 in.	50 70
12 in.	23 40		

Stillson—	Each	Dozen Net	
6 in.	$1 10	$12 00	$12 50
8 in.	1 25	13 50	14 00
10 in.	1 40	15 00	15 60
14 in.	1 95	21 00	21 85
18 in.	2 75	30 00	31 20
24 in.	3 95	43 50	45 25
36 in.	....	81 00	84 25
48 in.	....	....	124 80

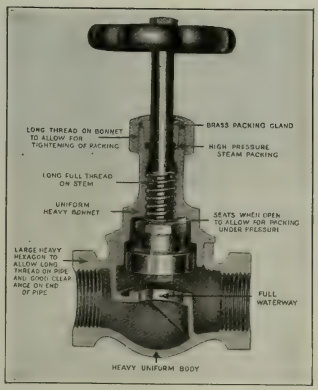
The NEW "EMCO" GLOBE VALVE

AND THE PLACE WHERE IT'S MADE

Just take a look at our **NEW EMCO** Globe Valve and note carefully a few of its good features. The long, full threads on spindle, the uniform thickness of metal.

It can be packed when open, is fitted with metal packing gland and is complete in every detail.

Every valve is packed with high grade packing before it leaves the factory.



This is only one of the many new lines we have made recently to fill some long-felt wants for high-grade valves.

We have one of the most modernly equipped brass manufacturing plants under the British flag.

We can make prompt shipments from stock. Let us quote you our prices on your next brass goods requirements.

When writing us or ordering from your jobber, ask for the EMCO GLOBE VALVE. It's a winner and we're proud of it.

EMPIRE MANUFACTURING COMPANY, LIMITED

LONDON · TORONTO

If interested, tear out this page and keep with letters to be answered.

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE
Colors and white—2½-lb. packages, $8.60 for 100 lbs.; 5-lb. packages, $8.40 for 100 lbs. F.o.b. Montreal, Toronto, London.

BEESWAX Per lb.
Small quantities $0 45
Larger quantities 0 40
F.o.b. Toronto.

BLUE STONE Montreal Toronto
Per lb. 13-14 14-16

BRONZING LIQUID
Bronzing liquid, No. 1 .$1.50-$2.00
Banana oil, gal. 3.50- 7.00
F.o.b. Montreal, Toronto.

BRUSHES
Weighted, 15 lbs., each..$1.35 $2.00
Weighted, 20 lbs., each.. 1.60- 2.25
Acme, 15 lbs., each...... 1.75
Acme, 20 lbs., each...... 2.00
Acme, 25 lbs., each...... 2.35
F.o.b. Toronto.

COATING
Cement Coating $3 00 $3 75
F.o.b. Montreal, Toronto.

COLORS (DRY) Per lb
Raw Umber, No. 1, 100-lb. kegs 0 07
Do., pure, 100-lb. kegs.... 0 15
Burnt Umber, No. 1, 100-lb. kegs 0 07
Do., pure, 100-lb. kegs.... 0 15
Raw Sienna, No. 1, 100-lb. kegs 0 07
Do., pure, 100-lb. kegs.... 0 15
Burnt Sienna, No. 1, 100-lb. kegs 0 07
Do., pure, 100-lb. kegs.... 0 15
Imp. green, 100 lb. kegs.... 0 23
Chrome green, pure 0 35
Chrome yellow 17-31
Brunswick green, 100 lb. k.. 0 12
Indian red, 100-lb. kegs.... 0 15
Indian red, No. 1, 100 lb. k.. 0 06
Venetian red, best bright... 0 04
Venetian red, No. 1 .... 0 02½
Drop black, pure dry....... 0 15
Golden ochre, 100 lb. kegs.. 0 06½
White ochre, 100 lb. kegs.. 0 04
White ochre, barrels 0 03
Yellow ochre, barrels 2½-3¼
Spruce ochre, 100-lb. kegs.. 4c-6c
Canadian red oxide, bbls....2 -2¼
Super magnetic red...... 2¼-2½c
Vermilion 0 40
English vermilion 2 50
F.o.b. Montreal, Toronto.

COLORS IN OIL, PURE
1 lb. tins—
Venetian red 0 15
Indian red 20-26
Chrome yellow, pure 45
Golden ochre, pure 22
French spruce ochre, pure.... 16-18
Chrome green, pure 18-26
French permanent green, pure 28
Signwriters' black, pure 25
Lampblack 0 24
Marine black, 5 lb. irons... 0 17
F.o.b. Montreal, Toronto.

ENAMELS (White) Gal.
Duralite 6 50
Albagloss 6 05

GLUE Per lb
Brantford All Round Glue—
Case No. 7—50-lb. pkgs......$28 00
Case No. 8—100 ½-lb. pkgs.. 31 00
Case No. 9—200 ¼-lb. pkgs.. 38 00
Discount.
French medal (prices withdrawn)
English common sheet....... 32-34
English prima 35-38
White pigsfoot 0 50
Cake bone, 112-lb. bags...... 0 35
Hide, 112-lb. bags 0 45
Gelatine, 112-lb. bags........45-60
Ground glues, 112-lb. bags, No. 1 28-30
Ground glue, No. 2, 112-lb. bags 22-24
Do., No. 2, less than bags.. 24

GLASS

Per 100 ft.	Single Thick	Double Thick
Under 25	$16 80	$22 90
26 to 34	17 60	24 85
35 to 40	18 35	26 40
41 to 50	23 50	30 00
51 to 60	24 60	30 80
61 to 70	26 50	32 70
71 to 80	29 70	35 40
81 to 85	....	45 45
86 to 90	....	48 85
91 to 94	....	49 80
95 to 100	....	58 55
101 to 105	....	65 35
106 to 110	....	73 10

Discount box glass, 25%.
Cut lights, 10%. Cash 2%.
F.o.b. Montreal, Toronto, London, Hamilton.

GLASS, PLATE

	Sq. foot
Plates up to 1 foot, each	$0 80
Plates from 1 to 2 feet, each	0 90
" 2 to 3 "	0 95
" 3 to 4 "	1 15
" 4 to 5 "	1 35
" 5 to 7 "	1 50
" 7 to 10 "	1 70
" 10 to 12 "	1 75
" 12 to 15 "	1 85
" 15 to 25 "	1 95
" 25 to 50 "	2 15
" 50 to 75 "	2 20
" 75 to 90 "	2 25
" 90 to 100 "	2 30
" 100 to 120 "	2 60
" 120 to 140 "	2 90

Plates 101 to 110 wide containing not over 100 ft. each... 3 00
Plates 111 to 120 wide containing not over 100 ft., each... 3 40
Plates 101 to 110 wide containing over 100 ft., each..... 3 40
Plates 111 to 120 wide containing over 100 ft., each..... 3 75
Trade Discount, 25%.
City deliveries, 33 1/3%.
Montreal, London, Hamilton, Toronto, Kitchener.

GLAZIERS' POINTS
Zinc coated, $1.56-$1.62 per doz. packages 6 lbs. gross.
Zinc, pure, prices withdrawn.
F.o.b. Montreal, Toronto.

LEAD, WHITE (Ground in oil.)
Prices are per 100 lbs. in ton lots. Less than ton lots are 35c per 100 lbs. higher than quoted below.

	Montreal	Toronto
Anchor Pure	$16 00	$16 25
Crown Diamond	16 00	16 25
Crown, Pure	16 00	16 25
Green Seal	16 00	16 25
Tiger, Pure	16 00	16 25
Ramsay's Pure	16 00	16 25
Moore's Pure	16 00	16 25
O.P.W. Dec. Pure	16 00	16 25
Red Seal	16 00	16 25
Decorators' Pure	16 00	16 25
O.P.W. English	16 20	16 45
Elephant, Genuine	16 60	16 75

B.B. Genuine Lead less than tons, $18 Toronto; $17.20 Montreal. Ton lots 5% off: five-ton lots 10% off.

LEAD (RED DRY)

Genuine, 560-pound casks, per cwt.	$14 00	$14 50
Genuine, 100-pound kegs, per cwt.	14 75	15 50
Less quantity	16 00	17 00

F.o.b. Montreal, Toronto.

LEAD, ARSENATE OF

	Dry. Pound	Paste. Pound
Barrels, 600 lbs.	....	0 24½
Half bbls., 300 lbs.	....	0 24¾
100s	0 45	0 25
50s	0 45½	0 25½
25s	0 46	0 26
10s	0 47½	....
5s	0 49½	0 29½
2s	....	0 31
1s	0 52	0 32½

F.o.b. Toronto, Montreal and Hamilton

MURESCO
Tints, 5-lb. packages, per 100 lbs., $8.40; white, 5-lb. packages, $7.80. F.o.b. Toronto.

LINSEED OIL
For prices see weekly report.

PAINTS, PREPARED
Price per gallon
Elephant, white 3 70
Elephant, colors 3 45
B.H. English, white 3 80
B.H. English, colors 3 70
B.H. Floor 3 05
B.H. Porch Floor 3 70
Minerva, white 3 60
Minerva, colors 3 40
Crown Diamond, white 3 55
Crown Diamond, colors 3 45
Crown Diamond, floor 2 95
B.H. Fresconette, white 3 35
B.H. Fresconette, colors...... 3 25
Moore's House Colors, white.. 3 50
Moore's House Colors, colors. 3 40
Moore's Egyptian Paint, all colors 2 75
Moore's Floor Paint 2 90
Moore's Sani-Flat 3 00
Jamieson's Crown Anchor.... 3 30
C.P.C. Pure, white 3 80
C.P.C. Pure, colors.......... 3 70
O.P.W. Canada Brand, white 3 70
O.P.W. Canada Brand, colors 3 40
O.P.W. Canada Brand, floor. 2 95
O.P.W. Flat Wall, white..... 3 20
O.P.W. Flat Wall, colors 3 00
Ramsay's Pure, white 3 65
Ramsay's Pure, colors 3 35
Martin-Senour, 100%, white.. 3 80
Martin-Senour, 100%, colors. 3 70
Martin-Senour, Porch Paint... 3 70
Martin-Senour, Neutone, white 3 35
Martin-Senour, Neutone, colors 3 25
Senour's Floor Paint 3 15
Sherwin-Williams, white 3 80
Sherwin-Williams, colors...... 3 70
Flat Tone, white 3 35
Flat Tone, colors 3 25
Lowe Bros. H.S., white...... 3 80
Lowe Bros. H.S., colors..... 3 70
Mellotone, white 3 50
Mellotone, colors 3 35
Sanitone, white 3 35
Maple Leaf, white........... 3 80
Maple Leaf, colors 3 70
Maple Leaf, floor............ 3 15
Maple Leaf, flat wall......... 3 25
Pearcy's Prepared, colors 2 75
Peacy's Prepared, white 3 15
F.o.b. Montreal, Toronto.

PARIS GREEN

	C.P. Berger's and Munro's Per lb.	
In barrels, about 600 lbs.	0 60¼	0 61
In arsenic wegs, 250		
In 50 lb. and 100 lb. drums	0 61¼	0 62
In 25 lb. drums	0 62¼	0 63
In 1 lb. packets, 100 lbs. in case	0 64¼	0 65
In ½ lb. packets, 100 lbs. in case	0 66¼	0 67
In 1 lb. tins, 100 lbs. in case	0 66¼	0 67

Above prices f.o.b. Montreal, Quebec, Moncton, St. John and Halifax. Toronto, Hamilton, London, Yarmouth and P.E.I. are ¼c per lb. higher. Terms one month net or 1% in 15 days.

PASTE WOOD FILLER Pound
1 lb. cans 16-19
2 lb. cans 16-19
5 lb. cans 15-19
12½ lb. cans 14-15
25 lb. cans 14-15
F.o.b. Montreal, Toronto.

PUTTY

	Standard Less than tons Montreal	Toronto
Bulk, in casks	$4 35	$4 60
Bulk, 100-lb. drums	5 20	5 35-5 45
Bulk, 25-lb. drums	5 20	5 45
Bulk, 12½-lb. irons	5 20	5 50-5 70
Bladder, in bbls.	5 20	5 50-5 70

Ton lots standard are 20c per hundred pounds less.
Pure Putty, $2 cwt. advance.
London and Hamilton prices same as Toronto.

SHELLAC
Pure White, gal.. $4 40-$4 90
Pure Orange, gal.. 4 15- 4 50
Gum Shellac, TN, 74-76c lb.; finest orange, 79-95c; bone dry white, 82-85c F.o.b. Toronto, London.

PAINT AND VARNISH REMOVER
Taxite, 1 gal. cans........... 3 00
B.H. Vanisher $2 75
Cumoff. 3 00
Takof 3 25
O.P.W. Presto 3 00
Lingerwett 2 80-3 25
Solvo 3 00
F.o.b. Montreal, Toronto.

TURPENTINE
See weekly report elsewhere in this issue for prices.

SLATING Gal.
Liquid Slating, B.B..........$2 20

VARNISHES Per gal. cans
No. 1 Furniture, extra, barrels, $1.10-$1.21 gal.; gal. tins ....$1.32-$1.45
B.H. Stovepipe Varnish, ½ pints, per dozen 1 54
Depend-on, list 8 25
B.H. Maritime Spar, list.... 7 90
Everlastic, Depend-on and Maritime Spar subject to discount of 40%.
Elastilite 2 90
Graniline Floor Finish 2 90
Hydrox Spar 3 66
Sun Varnish 2 64
Sun Spar 4 59
Sun Waterproof Floor 3 02
Jasperite Interior and Exterior 2 65
Jasperite Pale Hard Oil ... 1 90
Jasperite Indestructo Floor Finish 2 65
Jamieson's Copaline 3 02
M-S Marble-Ite Floor 3 29
M-S Wood-Var 3 29
M-S Double Spar 4 57
M-S Finest Interior 3 86
Elastic Interior 2 64
Mar-not 3 52
Quick Action House 2 47
Rexspar 4 62
Sear-Not 3 34
Kyanize Spar 4 95
Kyanize Cabinet Rubbing .. 3 85
Kyanize Interior 3 85
Luxeberry light 3 30
Luxeberry granite 3 52
Luxeberry spar 4 95
Ramsay's Universal 2 64
F.o.b. Montreal, Toronto.

WATER PAINTS
Opalite, 300 lb. bbls....... 0 13½
Opalite, 100 lb. kegs...... 0 14
1 gal. packages, per pkg... 0 75
½ gal. package, per pkg... 0 40
Coralite, 5-lb. pkgs., white 0 07
Coralite, 5-lb. pkgs., colors 0 07½
B.H. Frescota, 5 lbs. white, $6.50; colors 7 00
F.o.b. Montreal, Toronto.

WASTE
Extra Quality XXX $0 20
XX Quality 0 18
X Quality 0 17
F.o.b. Toronto

WHITE WIPING
XXX Extra 0 21
X Grand 0 19¾
XLCR 0 18½
X Empire 0 17¾
X Press 0 16

WASTE, COLORED WIPING
Quality I 0 14
Quality IA 0 11½
Quality IB 0 10½
No. 5 .... 0 15
No. 7 .... 0 13
Japanese 0 15

WIPING WASTE, COLORED
Fancy 16½
Lion 15
Standard 13½
Popular 12
Keen 10½
This line subject to trade discount for quantity.

WAX Per lb.
C. & B. Floor Wax $0 35
B.H. Wax 0 35
Ronuk Floor Wax, lb. 0 38
Berry Bros. 0 34
Imperial Floor Wax 0 40
Anchor 0 33
O.P.W. Lion Brand 0 35
Old English 0 46-0 58
Johnsons 0 46-0 57
Jamieson's liquid wax, gal... 2 75
Gold Medal 0 42
Ramsay's 0 30
S. & W. 0 40
F.o.b. Montreal and Toronto.

WHITING
Plain, in bbls. $2 50
Gilders, bolted, in bbls....... 3 00
F.o.b. Montreal, Toronto, London.

WOOD ALCOHOL per gal.
In five gallons..........$1.80-$1.90
In barrels ....- 1.70
$1 extra for barrels
F.o.b Montreal, Toronto, London.

MAPLE LEAF
M FINISHES THAT ENDURE L
QUALITY
PAINTS & VARNISHES

When a Paint Does Its Full Duty

It performs a public service. It starts a buying pulse that anchors your trade solidly with satisfaction. And profit takes care of itself in your interest.

Maple Leaf Paints

Render public service by fully complying with every requirement in protection, preservation and ability to wear.

Write us for our M. L. Agency Proposition.

THE IMPERIAL VARNISH & COLOR CO. LIMITED
WINNIPEG TORONTO VANCOUVER
CANADA

RED S BRAND WINDOW GLASS

GLASS BENDERS TO THE TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

DON ROADWAY TORONTO

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863
Twelve Medals of Award at INTERNATIONAL Expositions.

INCORPORATED 1895
Special Grand Prize
GOLD MEDAL
Atlanta, 1895.

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY - - - - PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, $11.00.

Shot, soft, per cwt., $17.20; chilled, $18.70; buckshot, $18.00; ball, $18.40.

Dominion Metallics—B.B. Caps, $2.80; C.B. Caps, $3.50; 22 Short Black or Lesmok, $4; 22 Long Black or Lesmok, $4.80; 22 Short Smokeless, $4.30; 22 Long Smokeless, $6; 22 Long Rifle Black, $5.60; 22 Long Rifle Smokeless, $7 per M. net. Center Fire Pistol, 22%; Center Fire Sporting, 25% off American list.

American Metallics—B.B. Caps, $3.06; C.B. Caps, $3.85; 22 Short Black, $4.35; 22 Long Black, $5.25; 22 Long Rifle Black, $7.70; 22 Short Smokeless, $4.69; 22 Long Smokeless, $6.55; 22 Long Rifle Smoke, $7.65 per M. net. Center Fire Pistol, 10% on list; Center Fire Sporting, 10% on list.

Loaded Shells—Crown Black Powder, 12 ga., $31; Sovereign Smokeless, 12 ga., $38; Regal Smokeless, 12 ga., $38; Nitro Club Smokeless, 12 ga., $41; Canuck Smokeless, 12 ga., $41 per M. net. Empty Paper Shot Shells, $14 per M.; Empty Brass Shot Shells, $6.65 per 100.

ANVILS

Peter Wright, 80 lbs. and up; 24c per lb.; clip horn, 25c lb.

Norris, 80 lbs. and over, 16c.

AXES

Single Bit	$14 50	$20 00
Double Bit	16 50	21 50
Broad axes	32 00	35 00

AUGER BITS

Standard List Prices per Dozen

3/16	$6 00	18/16	$12 00
4	5 00	19	14 00
5	5 00	20	14 00
6	5 00	21	16 00
7	5 00	22	16 00
8	5 00	23	18 00
9	6 00	24	18 00
10	6 00	25	21 00
11	7 00	26	21 00
12	7 00	27	24 00
13	8 25	28	24 00
14	8 25	29	27 00
15	9 50	30	27 00
16	9 50	31	30 00
17	12 00	32	30 00

Discounts from standard list prices

Irwin	10%
Gilmour	45%

BARS, CROW. $10.25 per 100 lbs.

BAR IRON

Bar iron.—$5.50 base; Swedish iron, $5.25; sleigh shoe steel, $5.80; spring steel, $6.50; machinery steel, $8.00; tool steel, octagon, 100 lbs., $13.

BELTING

Rubber, 6 in. and under, 25-2½%; over 6 in., 20%.

Agricultural or No. 1 leather belting, 47½% off list.

Standard, 30, 10 and 5% off list.

The "double" list is just twice the price of "single."

BELT LACING

In sides, tanned, $1.55 per lb.; cut, $1.75 per lb.; rawhide, sides, $1.50; cut, $1.70.

Blue Stone (Vitrol), 12c lb.

BOLTS

Carriage, ⅜ and smaller, 5%; 7-16 and larger, 5% on list; machine, ⅜ and under, 5%; 7-16 and over, 5% on list; machine set screws, 25%; plough bolts, 5% on list; stove bolts, 50%; shaft belts, 5% on list; tire bolts, 25%; sleigh shoe bolts to ⅜ and smaller, 5% on list; 7-16 and up, 5% on list.

BORAX. Borax, per lb., 14c.

BUILDING PAPER

Tarred, $1.10 to $1.60 per roll, according to quality; plain, 80c to $1.45.

BUTTS

Plated—No. 241 Antique Copper and Dull Brass Finish

	Per pr.
2½ x 2½ in.	35
3 x 3 in.	37
3½ x 3½ in.	38
4 x 4 in.	47
4½ x 4½ in.	68
5 x 5 in.	80

Wrought Steel—

No. 840	Net list
No. 800	5% on list
No. 838	Net list
No. 804	5% off list

CHAIN

Coil, 3-16 in., $18.50; ¼, $13.65; 5-16 in., $12.20; ⅜, $11; 7-16, $10.70; ½, $10.40; 9-16, $10.40; ⅝, $10.25; ¾, $10.15; 1 in., $9.90. Logging, 5-16 in., 14c; ⅜, $12.80; ½, $12.20; tie-out, 47½%.

CHURNS

Barrel, No. 0, $7.20; No. 1, $7.20 No. 2, $8; No. 3, $8.80; No. 4 $10.40 each.

CLEVISES, MALL. 15c per lb.

CLOCKS—Alarm

	Each
Big Ben	$2 90
Baby Ben	2 90
America	1 25
Lookout	1 50
Sleepmeter	1 55

COPPER

Sheet and planished copper, 75c per lb. Tinned, 60c.

CORD SASH

Coils or Hanks

8, 9, 10 .... 72c lb.

DRILLS

Bit stock, 35%; Blacksmith, ½ in. round shank, 20%.

EAVETROUGH

Eavetrough, per 100 ft., 8 in., $6.50; 10 in., $7.20; 12 in., $8.45.

Conductor pipe, 2 in., per 100 ft., $7.55; 3 in., $9.15; 4 in., $12.05.

ENAMELWARE

See Wares.

FILES

Globe	Discount 45%
Nicholson Gen.	Discount 30%

FITTINGS

Malleable	Black	Galv.
Class B	$ 27	$ 38
Class C	17½	27
Bushings	20%	..
Unions	30%	..
Nipples 4" and under	45%	..

FORMALDEHYDE

400-lb. bbls., 29c lb.; 200-lb. barrels, 30c lb.; 100-lb. barrels, 31c lb.; 10-lb. jugs, $3.40 each; 5-lb. jugs, $1.90 each; 2-lb. jugs, 90c each.

GALVANIZED WARE

See Wares.

GLASS, WINDOW

	Single	Double
Up to 25 in.	$13 50	$18 50
26 to 40	14 50	21 00
41 to 50	18 50	23 75
51 to 60	19 50	24 25
61 to 70	20 50	25 75

GLASS (Plate)

Net list.

GLOBES—LANTERN

	Doz.
Short Pattern	$1 10
Cold Blast, regular	1 00

GRINDSTONES

Per 100 lbs., $2.75.

Mounted on steel frames, $5.00 to $6.75.

HARVEST TOOLS. 25%.

HINGES

Light T and strap, 10%.

Corrugated Strap Hinges — 4, $1.70; 5, $$2.10; 6, $2.85; 8, $4.60; 10, $7; 12, $10.75.

Corrugated Tee Hinges—4, $1.90; 5, $2.55; 6, $3.25; 8, $5.65; 10, $8.75; 12, $12.40.

HORSESHOES

Iron, No. 0 to 1, $7.35; No. 2 and larger, $7.10; snowshoes, No. 0 to No. 1, $7.60; No. 2 and larger, $7.35; steel, No. 0 to 1, $7.80; No. 2 and larger, $7.55; featherweight, $8.95.

IRON, GALVANIZED

	Premier	Apollo and "Fleur de Lis"
10¾ oz. or 28 Eng.	$10 90	$10 90
28 Am. or 26 Eng.	10 60	10 60
26 Am. or 26 special	10 30	10 30
24	10 15	10 15
22	10 15	10 15
18 and 20	10 00	10 00
16 Am.	9 85	9 85

IRONS, SAD

Common Sad Irons, 8 lbs., 11c per lb.; 4 lbs., 14c per lb.

Mrs. Pott's No. 55, set $1 95

Mrs. Pott's No. 50, set 2 05

Mrs. Pott's common sad iron handles, $1.55 dozen. Mrs. Pott's improved, $2 a dozen.

JACKSCREWS

10% off list.

KNIVES—HAY

	Doz.
Heath's	$12 50
Lightning	12 50

LAMP CHIMNEYS

A, per case 8 doz., $7.80 per doz., $1.05; B, per case 6 doz., $6.50; per doz., $1.15.

LANTERNS

No. 2, plain	$13 00
No. 25, Dash-board	17 50
Short Globe, doz.	13 00

LEAD PIPE, $14.40.

LEAD WASTE, $15.40.

LATCHES—THUMB, STEEL

	Doz.
2	$2 00
3	2 70
4	4 75
Barn Door	
5	2 70
8	2 90
9	5 00

LINSEED OIL

See weekly report.

MACHINES—WASHING

	Each
Dowswell	$ 5 00
New Century B	10 15
New Idea	11 35
Snowball	9 00

MATTOCKS

Pick, $11; cutter, $11.

MOPS

	Doz.
O'Cedar Polish, No. 1	$12 00
O'Cedar Polish, No. 3	12 00
Self-Wringing	5 25

MOWERS—LAWN

	14 in.	16 in.
Woodyatt	$7 75	$8 25
Empress	10 00	10 60
Daisy	6 15	.....
Star	7 00	7 50

NAILS

Wire, f.o.b. Fort William, $5.60 base; Winnipeg, $6 base. Cut f.o.b. Winnipeg, $6.55.

NETTING—POULTRY

Net Prices Per Roll

1 in. mesh x	24 in.	$5 95
	30 in.	7 20
	36 in.	8 50
2 in. mesh x	24 in.	2 90
	30 in.	3 40
	36 in.	4 05
	48 in.	5 25
	60 in.	6 55
	72 in.	7 80

NETTING. Poultry, 15%.

Banner Netting, 24 in., $4.15; 36 in., $5.30; 48 in., $6.25; 60 in., $7.40; 72 in., $8.40.

NUTS

Square, small lots, blank, 4½c tapped, 4¾c advance on list; Hexagon, small lots, blank, 4¾c; Tapped, 5c advance on list; case lots all styles, 1c less than above.

OILS

"Buffolite," 24c; Ideal Thresher, 47c; "B" Castor machine oil, 38c; Buffalo engine gasoline, 37½c; Buffalo "A" gas engine oil, 50c; Royal gasoline, 37c; Family safety coal oil, 24½c; "Engoline" engine coil oil, 20½c; Summer black oil, 22½c; Kelso engine oil, 47c; Electro oil, 45c; Royalite oil, 20c; Standard gas engine oil, 48c; Prairie Harvester oil, 49½c.

PAINTS

Stephens' Out White, $3.95; Stephens' House, $3.85; Stephens' Floor, $3.30; Silkstone, $3.15; Stephens' Barn Paint, $1.70.

DRY COLORS

Yellow ochre, in bbl. lots, 3c; less than barrel lots, 4c; golden ochre, barrels, 4c less; than barrels, 5c; Venetian red, barrels, $2.50; less than barrels, $3.50; American vermillion, 20c; English vermillion, $3 per lb.; Canadian metallic oxides, barrel lots, 3½c; English purple oxide, in casks, 3½c; less quantities, 4c per lb. Red lead, kegs, $19; less quantities, 20c.

PICK, Clay, 6-7, $12.25 per doz.

POLISH—

O-Cedar—	Doz.
4 oz.	$2 00
12 oz.	4 00
1 quart	10 00
½ gal.	16 00
1 gal.	24 00
Liquid Veneer—	
4 oz.	2 00
12 oz.	4 00
1 quart	8 40
½ gal.	14 40

(Continued on second page.)

Stephens

Stephens

It's so easy to apply

SILKSTONE

(REGISTERED TRADE MARK)

FLAT WALL COLOURS

Help your patrons to realize that Silkstone is in reality a specially prepared wall Paint — a flat finish peculiarly adapted to use on plaster. Then they'll understand why it is so easy to apply. So many people, when you speak of wall coatings, think of kalsomine and other distemper colors. Naturally they don't like the idea of mucking and splashing around with a big brush in a thin fluid that flies everywhere and spots everything.

We can send you a dandy booklet on Silkstone, and in handing it out we would suggest your drawing attention to the fact that Silkstone goes on just like paint.

We would like to know if there is no Stephens Paint Agent near you.

G. F. STEPHENS & CO.
LIMITED

WINNIPEG AND CALGARY

If interested, tear out this page and keep with letters to be answered.

Winnipeg Hardware Quotations—Continued

PIPE, WROUGHT IRON

Per 100 Ft.	Black	Galv.
¼ inch	$ 6 08	$ 8 42
⅜ inch	6 16	8 50
½ inch	7 83	9 63
¾ inch	9 95	12 38
1 inch	14 67	18 27
1¼ inch	19 88	24 75
1½ inch	23 76	29 57
2 inch	32 04	39 78
2½ inch	51 30	63 59
3 inch	67 05	83 16
3½ inch	84 92	.....
4 inch	100 62	.....
4½ inch	116 10	.....
5 inch	135 00	.....
6 inch	174 60	.....

PLASTER. Paris, per bbl., $4.50.

PLATES, CANADA

18x21 per box, half polish, $10.25; full polished, $11.75; 18x24, half polished, $10.25; full polished, $11.75; 20x28, half polished, $10.25; full polished, $11.75.

PLOW SHARES, 21c per lb.

POINTS

Landslide plow, 1½x14 in., $3 55 per dozen.

PUTTY

100-lb. irons	$5 70
25-lb. irons, per cwt.........	6 30
1½-lb. tins	0 12

RIVETS AND BURRS

Iron rivets, 10%; copper, No. 7, 65c lb.; No. 8, 66c; No. 9, 69c; No. 10, 71c; No. 12, 76c.

Five-lb. assorted boxes, No. 8. 74c; No. 10, 79c lb.

Copper Burrs, No. 7, 65c; No. 8, 66c; No. 9, 69c; No. 10, 71c; No. 12, 76c.

ROPE

Sisal, 28¼c base; pure Manila, 39¾c base; British Manila, 33¾c base; lath yarn, 28¼c base; African hemp, 33¾c base; cotton rope, ¼ and over, 65c lb.

Tarred Marline Hanks, per lb., 50c.

SANDPAPER—

Star—	Quire	Ream
00, 0, ½........	$0 38	$ 7 20
1	0 39	7 50
1½	0 43	8 10
2	0 46	8 70
2½	0 49	9 30
3	0 57	10 80
B. & A.—		
00, 0, ½	0 45	8 50
1	0 47	9 00
1½	0 50	9 60
2	0 55	10 50
2½	0 60	11 00
3	0 67	12 75

SASH BALANCES (Caldwell). Net list.

SAWS, BUCK

Happy Medium, $10.00; Watch Spring, $10.40; Lance Tooth or Lightning Blades, $10.90.

SCREWS

Bright iron round head, 60%; flat head, 65%; round head, brass, 25%; flat head, brass, 30%; coach, 20%.

SCYTHES—	Doz.
Bramble	$13 25
Bush	13 25
Excelsior	14 50
Cast	12 50

SNATHS—

No. 2 loop	11 50
Bush	13 00

SWEEPERS, Carpet—	Each
Bissell's Grand Rapids, jap'd.	$2 85
Bissell's Grand Rapids, nick.	3 20
Bissell's Vacuum "Superba"...	8 25

STEEL SHEETS, BLACK

10 gauge	$8 50
12 gauge	8 75
14 gauge	8 75
16 gauge	8 75
18-20 gauge	8 80
22-24 gauge	8 85
26 gauge	8 90
28 gauge	9 00

SHOVELS AND SPADES

Shovels—Fox and Olds, D.H., Sqr. Pt., $13.50 per doz.; D.H. Rd. Pt., $13.50 per doz.; L.H. Sqr Pt., $13.50; L.H. Rd. Pt., $13.50; Bulldog and Jones, D.H., Rd. Pt.,$15.50; D.H. Sqr. Pt., $15.50; L.H., Rd. Pt., $15.50; L.H., Sqr. Pt., $15.50; L.H., Rd. Pt., $15.50; Black Cat and Crescent Scoops—No 4, $17.00 doz.; No. 6, $17.50; No. 8, $18.00; No. 10, $18.50; Moose & Jones Scoops, No. 4, $18.25; No. 6, $18.75; No. 8, $19.25; No. 10, $19.75.

SOLDER. Per pound, 60 to 61.

SPIKES

Pressed, ¼ in., $8.30; 5-16, $7.95; ⅜, $7.75; ½, $7.55.

STAPLES

Bright wire, per cwt., $5.85 at Fort William, $6.25 Winnipeg; galvanized staples, $6.65 Fort William. $7.05, Winnipeg.

STEEL

Sleighshoe, $5.80 base per cwt.; plow, common, $6.50; crucible plow, $7.50; angle, $5.35; harrow, $5.50 base; cast, octagon tool steel, 20c base; square tool, 20c base; spring, $7.50; machine, $8.00 base; tire, $5.60. Mid, 3-16, ¼, 5-16, $8.00 base; other sizes $5.75 base. Band Steel, $5.75 base.

STEEL HOOPS

½ in., $9.75; ⅜ in., $9.50; ¾ in., $8.75; ⅞ in., $8.50; 1 in., $8.50; 1¼ in., $8.50; 1½ in., $8.

STEEL SQUARES

5% on list.

TACKS. Carpet, 65% list.

TIES. Cow, 5%.

TIN AND TERNE PLATE

20 x 28 I.C.	$30 00
20 x 28 I.X.	32 00
20 x 33 I.C.	35 40
20 x 33 I.X.	37 45
Terne plates	24 00

TRAPS, GAME— Doz.

	Victor	H.& N.	Jump
No. 0	$1 95	....	....
No. 1	2 30	$3 60	$3 10
No. 1½	3 45	5 40	4 55
No. 2	4 80	7 50	6 70
No. 3	6 40	10 00	....

TUBS—	Wood	Fibre
No. 0	$21 35	$21 95
No. 1	18 80	18 85
No. 2	16 40	15 60
No. 3	14 00	13 30

TURPENTINE

See weekly report.

TWINE (WRAPPING)	Lb.
Cotton, 4-ply	0 72
Cotton, 3-ply	0 68
	Dozen

VARNISHES

Stephens Luminette, gal.....	$2 20
Stephens Exalite, gal.........	3 00

WARES, ETC.

Scotch Grey, 40, 12½% discount.

Colonial, Imperial, Pearl, 20, 7½% discount.

Premier, Canada, Diamond, 2½% discount.

Whiteware, 40, 10% discount.

Japanned Ware, list, plus 30%.

Japanned Ware, white, list, plus 40%.

Japanned Sprinklers, list, plus 30%.

Stamped Ware, plain, 40, 10% discount.

Stamped Ware, ret'd, 40% discount.

Pieced Tinware, ordinary, list, plus 40%.

Pieced Tinware, copper bottoms, list, plus 60%.

Sheet Iron Ware, list, plus 20%.

Light Galv'd Pails and Tubs, list, plus 27½%.

Heavy Galv'd Pails and Tubs, 17½% discount.

Jap. Coal Hods, list, plus 35%.

Galv'd Coal Hods, list, plus 50%.

WASHERS

Iron, small lots, 15% on list + 75c; full boxes, iron, 10% on list + 75c.

WHITE LEAD

Decorators' pure, ton lots, $16.65; less than ton lots, $17.00.

WIRE, BARB

Lyman, 4-point, $4.95 f.o.b. Fort William, $5.25 Winnipeg; Glidden Cattle, 2-pt., $4.80 Fort William, $5.10 Winnipeg; Baker 2-pt., $4.75 Ft. William, $5.05 Winnipeg; plain twist, cwt., Ft. William, $4.95; Winnipeg, $5.25 spool; plain galvanized, Ft. William, No. 9, $5.65; No. 12, $5.85; Winnipeg, No. 9, $6.05; No. 12, $6.25; coil spring, Ft. William, No. 9, $5.70; No. 12, $5.95; Winnipeg, No. 9, $6.10; No. 12, $6.35.

Patented screen in 100-ft. rolls $3.50 per hundred sq. ft.; in 50-ft. rolls, $3.60 per 100 sq. ft.

WIRE, PLAIN

Bale ties, 14 gauge, single loop. $7.65 Winnipeg; $7.25 Ft. William.

Brass snare wire, per lb., 80c.

WIRE ANNEALED

No. 9, $6.75; 10, $6.80; 12, $6.95; 14, $7.15; 15, $7.25; 16, $7.40 per 100 lbs.

WRENCHES (NUT)—

Agricultural—	Doz.
6 in.	$ 6 50
8 in.	7 80
10 in.	9 10
12 in.	11 70
15 in.	15 60
Perfect Handle—	
6 in.	13 50
8 in.	16 20
10 in.	18 90
12 in.	24 30
15 in.	32 40
18 in.	43 20

WRENCHES (PIPE)—

Stillson—	Each
6 in.	$1 00
8 in.	1 13
10 in.	1 25
14 in.	1 75
18 in.	2 50
24 in.	3 60
36 in.	6 75
Trimo—	
10 in.	$1 45
14 in.	2 00
18 in.	2 90
24 in.	4 15

	Dozen	
Always Ready—	Black	N.P.
No. 1	$4 20	$4 50
No. 2	5 75	6 00

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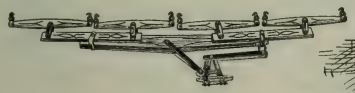

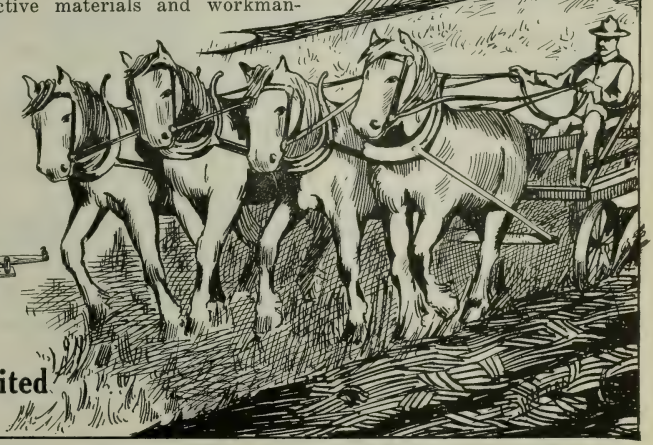

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THE BUYERS' GUIDE

If what you want is not here, write us, and we will tell you where to get it. Let us suggest that you consult also the advertisers' index facing the inside back cover, after having secured advertisers' names from this directory. The information you may desire may be found in the advertising pages. This department is maintained for the benefit and convenience of our readers. The insertion of advertisers' headings is gladly undertaken, but does not become part of any advertising contract.

Abrasives
The Carborundum Co., Niagara Falls, N.Y.
Canadian B. K. Morton Co., Montreal.

Aluminum
British Aluminum Co., Toronto.
Canada Metal Co., Toronto.
A. C. Leslie & Co., Montreal.
Louis MaLain Co., Ltd., Winnipeg, Man.

Aluminum Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.
Louis MaLain Co., Ltd., Winnipeg, Man.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
Ware Mfg. Co., Oakville, Ont.

Ammunition
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Dominion Cartridge Co., Montreal.
Lewis Bros., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.

Auto Accessories
Adamson Mfg. Co., Hamilton, Ont.
Boston Varnish Co., Everett Station, Boston, Mass.
Canadian Carbon Co., Toronto.
Canada Cycle & Motor Co., Ltd., Weston, Ont.
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Cannon Oiler Co., Keithsburg, Ill.
The Carborundum Co., Niagara Falls, N.Y.
Canada Dry Cells, Ltd., Winnipeg.
Cummings Bros., Flint, Mich.
Cushman Motor Works, Ltd., Winnipeg, Man.
Great West Electric Co., Ltd., Winnipeg, Man.
Geo. W. Griffiths & Son., Stratford, Ont.
Hyslop Bros., Toronto.
C. Kloepper, Limited, Toronto, Ont.
Leeks & Potts, Hamilton, Ont.
Line, Hansen & Kimball Co., Moose Jaw, Sask.
Metal Specialties Mfg. Co., Chicago, Ill.
Frank Mossberg Co., Attleboro, Mass.
McKinnon Chain Co., St. Catharines.
New Era Spring Specialty Co., Grand Rapids, Mich.
North American Hardware Co., Ltd., Montreal, Que.
Northern Electric Co., Ltd., Montreal.
Will B. Lane, Chicago, Ill.
Reeder Weeks Mfg. Co., Hamilton, Ont.
Reck Island Mfg. Co., Chicago, Ill.
C. A. Shaler Co., Waupun, Wis.
Thermoid Rubber Co., Trenton, N.J.
Samuel Trees & Co., Toronto.
Trimont Mfg. Co., Roxbury, Mass.
Wilkinson & Kompass, Hamilton.
Kinzinger, Bruce & Co., Niagara Falls, Ont.
Uneeda Ford Demountable Wheel Co., Toronto.
Vernald Mfg. Co., North East, Pa.

Automobiles
Canadian Pneumatic Tool Co., Ltd., Montreal, Q.

Axes
Thos. Birkett & Son Co., Ltd., Ottawa.
Canada Foundries & Forgings, Brockville.
Can. Warren Axe and Tool Co., St. Catharines.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.

Babbitt Metal
Thos. Birkett & Son Co., Ltd., Ottawa.
Can. B. K. Morton Co., Montreal.
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal.
Hoyt Metal Co., Toronto.
Owl Metal Co., Ltd., Winnipeg.
Lewis Bros., Ltd., Montreal.
Tallman Brass & Metal Co., Hamilton.

Barrel Liners
J. N. Warminton & Co., Montreal, Que.

Basins, China and Enamelled Iron
Empire Mfg. Co., London, Ont.

Batteries, Dry
Canadian National Carbon Co., Toronto.
Canada Dry Cells, Ltd., Winnipeg.
Great West Electric Co., Ltd., Winnipeg, Man.
Canadian General Electric Co., Toronto.
Dominion Battery Co., Ltd., Toronto, Ont.
North American Hardware Co., Ltd., Montreal, Que.
Northern Electric Mfg. Co., Montreal.

Baths, Enamelled and Copper
Canada Metal Co., Toronto.
Empire Mfg. Co., London, Ont.

Bath Room Fixtures
Empire Mfg. Co., London, Ont.
Kinzinger, Bruce & Co., Ltd., Niagara Falls, Ont.
Newell Mfg. Co., Prescott, Ont.

Bends, Brass, Iron and Lead
Empire Mfg. Co., London, Ont.
Jas. Morrison Brass Mfg. Co., Toronto.

Bibbs, Basin and Bath Cocks, Compression
Empire Mfg. Co., London, Ont.
Jas. Morrison Brass Mfg. To., Toronto.
United Brassfounders, Ltd., Manchester, Eng.

Bibbs, Basin and Bath Cocks, Fuller
Empire Mfg. Co., London, Ont.
Jas. Morrison Brass Mfg. To., Toronto.
United Brassfounders, Ltd., Manchester, Eng.

Brass Goods
Stratford Brass Co., Ltd., Stratford, Ont.

Brass Castings and Goods
Booth-Coulter Co., Toronto.
Canada Metal Co., Toronto.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Empire Mfg. Co., London, Ont.
Jas. Morrison Mfg. Co., Toronto.
Tallman Brass & Metal Co., Hamilton.
The Toronto Lock Mfg. Co., Toronto, Ont.
United Brass Founders, Ltd., Manchester, Eng.
Williams Bros. & Piggott, Ltd., Birmingham, Eng.

Brass, Sheets and Rods
Booth-Coulter Co., Toronto.
Canada Metal Co., Toronto.
Empire Mfg. Co., London, Ont.
A. C. Leslie & Co., Montreal.
Tallman Brass & Metal Co., Hamilton.

Bevels
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.
E. S. Starrett Co., Athol, Mass.

Belting, Rubber
Can. Consolidated Rubber Co., Montreal, Que.
Dunlop Tire & Rubber Co., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Belting, Cotton
Dominion Belting Co., Hamilton, Can.

Blacksmiths' Supplies
D. Ackland & Son, Winnipeg.

Blankets, Saddle
Burlington Windsor Blanket Co., Ltd., Toronto.
Galt Robe Co., Galt, Ont.

Bolts and Nuts
Raines & Peckover, Toronto.
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
C. Kloepper, Limited, Toronto, Ont.
Lewis Bros., Ltd., Montreal.
London Bolt & Hinge Works, London, Ont.
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton.
The Toronto Lock Mfg. Co., Toronto, Ont.
Northern Bolt & Screw Co., Owen Sound.
Wilkinson & Kompass, Hamilton.

Boiler Tubes
Raines & Peckover, Toronto.

Boilers, Heating and Range
Empire Mfg. Co., London, Ont.

Bolts, Panic
Wm. Newman & Sons, Birmingham, Eng.

Boxes, Wood
Canadian Wood Products Co., Toronto, Can.

Boot Calks and Tools
Steel Co. of Canada, Ltd., Hamilton.

Boring Bars
Pratt & Whitney Co., Ltd., Dundas.

Box Opening Tools
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Bale Ties
Beauchamp, J. E., Montreal.
Laidlaw Bale Tie Co., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

Bale Tie Buckles
J. N. Warminton & Co., Montreal, Que.

Barbed Wire
Banwell, Hoxie Wire Fence Co., Ltd., Hamilton.

Baskets
Walter Woods & Co., Hamilton.

Barn Door Hangers
Canada Steel Goods Co., Hamilton.
National Mfg. Co., Sterling, Ill.
Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Guelph, Ont.
The Toronto Lock Mfg. Co., Toronto, Ont.

Barrel Stands
Wakyte Mfg. Co., Winnipeg.

Balers, Steel
Climax Baler Co., Hamilton.
Spielmann Agencies, Montreal.

Bit, Braces
Caverhill, Learmont & Co., Montreal.
Russell, Jennings Mfg. Co., Chester, Conn.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Brackets, Shelf
Canada Steel Goods Co., Hamilton.
The Stanley Works, New Britain.
The Toronto Lock Mfg. Co., Toronto, Ont.

Box Strapping
J. E. Beauchamp & Co., Montreal.
The Stanley Works, New Britain, Conn.
J. N. Warminton & Co., Montreal, Que.

Blasting Supplies
Dupont Powder Co., Wilmington, Del.

Building Papers
McArthur & Co., Alex., Montreal, Que.

Butter Molds
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Walter Woods & Co., Hamilton, Can.

Butter Workers
Beatty Bros., Ltd., Fergus, Ont.

Butts and Hinges
Canada Foundries & Forgings, Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Caverhill, Learmont & Co., Montreal.
Chicago Spring Butt Co., Chicago, Ill.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.
The Toronto Lock Mfg. Co., Toronto, Ont.

Burrs
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton.
Parmenter & Bullock, Gananoque.

Bread and Cake Makers
Thos. Davidson Mfg. Co., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.

Breast Drills
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.

Brushes and Brooms
Boeckh Bros. Co., Ltd., Toronto.
Meakins & Sons, Ltd., Hamilton.
Megantic Broom Co., Lake Megantic, Que.
T. S. Simms & Co., Ltd., St. John.
Walter Woods & Co., Hamilton.

Bits, Auger
Caverhill, Learmont & Co., Montreal.
Russell, Jennings Mfg. Co., Chester, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.
Wilkinson & Kompass, Hamilton.
Scythes, Ltd., Toronto.

Bits, Forstner
Progressive Mfg. Co., Torrington, Conn.

Bicycles
A. E. Bregent & Co., Montreal, Que.
Canada Cycle & Motor Co., Toronto.
Hyslop Bros., Ltd., Toronto.
Iver Johnson Arms & Cycle Works, Ltd., Fitchburg, Mass.

Canada Cycle & Motor Co., Ltd., Weston, Ont.

Builders' Hardware
J. Brais & Co., Cleveland, Ohio.
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Canada Steel Goods Co., Hamilton.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
National Hardware Co., Orillia, Ont.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.
Stratford Brass Co., Ltd., Stratford, Ont.
Toronto Lock Mfg. Co., Toronto.

Cabinet Hardware
Stratford Brass Co., Ltd., Stratford, Ont.

Calipers and Dividers
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Cans
A. R. Whittall Can Co., Montreal, Que.

Cans, Gasoline, Oil
Cannon Oiler Co., Keithsburg, Ill.

Canoes
Canadian Canoe Co., Peterboro, Ont.

Carriage Hardware
Stratford Brass Co., Ltd., Stratford, Ont.

Cartridges
Dominion Cartridge Co., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.

Cash Carriers
Gipe-Hazard Store Service Co., Toronto.

Casters
Faultless Caster Co., Evansville, Ind.
Canada Foundries & Forgings, Ltd., Brockville, Ont.
The Toronto Lock Mfg. Co., Toronto, Ont.

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Livingston Brand

EVEN IN THE FACE OF THE VERY TRYING CONDITIONS OF THE SEASON OUR POLICY HAS BEEN TO KEEP OUR CUSTOMERS SUPPLIED WITH THE USUAL

STANDARD QUALITY PRODUCT

NO LOWERING OF "LIVINGSTON QUALITY" HAS BEEN PERMITTED TO SPEED UP PRODUCTION. THE RESULT IS SATISFIED PATRONS.

WE ARE PREPARED TO EXTEND THIS SERVICE TO ALL.

BE SATISFIED WITH NOTHING SHORT OF THE BEST OF SERVICE.

The Dominion Linseed Oil Company Limited

BADEN, TORONTO MONTREAL

If interested, tear out this page and place with letters to be answered.

THE BUYERS' GUIDE

Carpet Sweepers
Bissell Carpet Sweeper Co., Niagara Falls, Ont.
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Walter Woods & Co., Hamilton.

Chains, Coil, Boom, Hammock, Tether, Dog, Halter, Cow, Breast, Trace, Tire
McKinnon Chain Co., St. Catharines, Ont.
Reeder-Weekes Mfg. Co., Ltd., Hamilton, Ont.

Cable Carriers
Gipe-Hazard Store Service Co., Toronto

Cement, Roofing
Geo. W. Reed & Co., Ltd., Montreal, Que.

Chisels, Cape, Cold, etc.
Brown-Boggs Co., Ltd., Hamilton.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
Buck Bros., Millbury, Mass.
Stanley Rule & Level Co., New Britain, Conn.
National Machinery & Supply Co., Hamilton
The Toronto Lock Mfg. Co., Toronto, Ont.

Checking Floor Hinges
Chicago Spring Butt Co., Chicago, Ill.
Toronto Lock Mfg. Co., Toronto.

Chemical Closets
Wakyte Mfg. Co., Winnipeg, Man.

Chemical Specialties
Yel-Peek Mfg. Co., Montreal.

Chucks, Tap
Wells Bros. of Canada, Galt.

Churns, Hand and Power
Beatty Bros., Ltd., Fergus.
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Dowswell, Lees Co., Hamilton.
Faultless Caster Co., Evansville, Ind.
Landers, Frary & Clark, New Britain, Conn.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
Reliable Churn Co., Toronto, Can.
Walter Woods & Co., Hamilton.

Clocks
Western Clock Co., La Salle, Ill.

Clothes Racks
Walter Woods & Co., Hamilton.

Clamps
Can. Foundries & Forgings, Ltd., Brockville, Ont

Clippers
American Shearer Mfg. Co., Nashan, N.H.
Chicago Flexible Shaft Co., Chicago, Ill.

Closet Seats
Can. Foundries & Forgings, Ltd., Brockville, Ont

Clothes Dryers
Dowswell, Lees Co., Ltd., Hamilton, Can.

Canadian Woodenware Co., St. Thomas, Ont.

Coffee Percolators and Urns
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Landers, Frary & Clark, New Britain, Conn.

Corrugated Fasteners
J. E. Beauchamp, Montreal.
Steo. Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

Collar Pads
American Pad & Textile Co., Chatham.

Cotton Gloves
American Pad & Textile Co., Chatham.

Coal Chutes
Toronto Lock Mfg. Co., Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Coal Hods
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

Cobblers' Sets
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Cookers, Steam
Louis McLain Co., Ltd., Winnipeg, Man.

Cookers, Fireless
Royal Fireless Cooker Co., Ottawa, Ont.

Concrete, Reinforcing Steel
Baines & Peckover, Toronto.

Conductor Pipe, Hooks, etc.
Metallic Roofing Co., Toronto and Winnipeg.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Winnipeg Ceiling & Roofing Co., Winnipeg.
Wheeler & Bain, Toronto.
Empire Mfg. Co., London, Ont.

Coping Saws
Thos. Birkett & Son Co., Ltd., Ottawa.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Cordage
Brantford Cordage Co., Brantford, Ont.
Consumers Cordage Co., Montreal.
Plymouth Cordage Co., Toronto.

Cooking Ware
Corning Glass Works, Corning, N.Y.

Crowbars
B. J. Coghlin & Co., Montreal.

Cultivators
J. E. Gilson Mfg. Co., Port Washington, Ill.
C. S. Noreross & Sons, Bushnell, Ill.

Cutlery
Bridgeport Hdwe. Mfg. Co., Bridgeport, Conn.
Geo. Butler & Co., Ltd., Sheffield, Eng.
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
James Hutton & Co., Montreal.
Canadian Wm. A. Rogers, Ltd., Toronto.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
Lewis Bros. Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Wm. Rogers Mfg. Co., Niagara Falls, Ont.
J. Wns & Sons.

Cutters
Butterfield & Co., Inc., Rock Island, Que.
Trimont Mfg. Co., Roxbury (Boston, Mass.).

Cuspidors
Thos. Davidson Mfg. Co., Ltd., Montreal.

Dairy Pails
Thos. Davidson Mfg. Co., Ltd., Montreal.

Dampers, Stove Pipe
Canada Foundries & Forgings, Brockville.

Dampers, Fire Place
Toronto Lock Mfg. Co., Toronto.

Desks, School
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Dies, Stocks, Etc.
Butterfield & Co., Rock Island, Que.
Canadian Fairbanks-Morse Co., Montreal.
Pratt & Whitney Co., Ltd., Dundas, Ont.
Wells Bros. Co. of Canada, Galt.

Dish Washers
Home Helps Sales Co., Montreal.

Display Racks and Stands
Cameron & Cameron, Toronto.
National Mfg. Co., Sterling, Ill.

Doors, Metal
Metallic Roofing Co., Toronto and Winnipeg.

Doors, Screen
Kasement Skrene Dore Co., Toronto.

Door Bolts
Canada Steel Goods Co., Hamilton, Can.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.
Toronto Lock Mfg. Co., Toronto.

Door Checks
Canadian Yale & Towne, St. Catharines.
G. W. Mallory Co., Blenheim, Ont.
Wm. Newman & Sons, Birmingham, Eng.
Toronto Lock Mfg. Co., Toronto.

Door Hangers
Canada Steel Goods Co., Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.
National Mfg. Co., Sterling, Ill.
Toronto Lock Mfg. Co., Toronto.

Door Springs
Jas. Cartland & Son, Ltd., Birmingham, Eng.
G. W. Mallory, Blenheim, Ont.
Wm. Newman & Sons, Birmingham, Eng.
The Toronto Lock Mfg. Co., Toronto, Ont.

Door Pulls
Stratford Brass Co., Ltd., Stratford, Ont.

Draining Tools
Canadian Shovel & Tool Co., Hamilton, Can.

Drills, Breast
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.

Drill Chucks
Goodell-Pratt Co., Greenfield, Mass.

Drills, Blacksmiths'
Canada Foundries & Forgings, Brockville.

Drills
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Butterfield & Co., Inc., Rock Island, Que.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.
Wilkinson & Kompass, Hamilton, Ont.

Dry Colors
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
Ottawa Paint Works, Ottawa.
A. Ramsay & Son Co., Montreal.
G. P. Stephens & Co., Ltd., Winnipeg.
Martin-Senour Co., Ltd., Montreal.
McArthur Irwin, Montreal.

Dusters
Channell Chemical Co., Toronto.

Dynamite
Du Pont American Industries, Wilmington, Del.

Dry Cells
Canada Dry Cells, Ltd., Winnipeg.
Canadian National Carbon Co., Toronto.
Canadian H. W. Johns-Manville Co., Toronto.
Canadian General Electric Co., Ltd., Toronto.
Dominion Battery Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Spielmann Agencies, Ltd., Montreal, Que.

Eavetrough
Metallic Roofing Co., Toronto and Winnipeg.
Pedlar People, Limited, Oshawa.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Toronto Lock Mfg. Co., Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Egg Beaters
Louis McLain Co., Ltd., Winnipeg, Man.
Collette Mfg. Co., Collingwood.

Egg Cases
Miller Bros. Co., Ltd., Montreal, Que.
Walter Woods & Co., Hamilton.

Egg Case Fillers
Miller Bros. Co., Ltd., Montreal, Que.

Ejectors and Syphons
Jas. Morrison Brass Mfg. Co., Toronto.

Elbows
Thos. Davidson Mfg. Co., Ltd., Montreal.
Pedlar People, Ltd., Oshawa, Ont.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Electric Bells
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Electric Fans
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.
A. C. Gilbert Co., New Haven, Conn.

Electric Fixtures
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.
Tallman Brass & Metal Co., Hamilton.

Electric Grates
Great West Electric Co., Ltd., Winnipeg, Man.
Toronto Lock Mfg. Co., Toronto.

Electric Materials
A. G. Martin, Ottawa, Ont.

Electric Plates
Louis McLain Co., Ltd., Winnipeg, Man.

Electric Specialties
Benjamin Electric Co., Toronto.
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
Dominion Battery Co., Ltd., Toronto, Ont.
Factory Products Co., Toronto.
A. C. Gilbert Co., New Haven, Conn.
Great West Electric Co., Ltd., Winnipeg, Man.
Interstate Electric Novelty Co., Toronto.
Landers, Frary & Clark, New Britain, Conn.
National Electric Heating Co., Toronto.
North American Hardware Co., Ltd., Montreal, Que.
Northern Electric Co., Ltd., Montreal.
Spielmann Agencies, Ltd., Montreal, Que.

Electrical Toys
A. C. Gilbert Co., New Haven, Conn.

Electro-plating
Toronto Lock Mfg. Co., Toronto.

Enamels
Boston Varnish Co., Everett Station, Boston, Mass.

Enameled Ware
McClary Mfg. Co., London, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
E. T. Wright Co., Hamilton, Can.

Engines
Cushman Motor Works, Ltd., Winnipeg, Man.

Emery Glass and Papers
John Oakey & Sons, London, Eng.

Eveners
Gregg Mfg. Co., Ltd., Winnipeg, Man.
D. Auckland & Son, Ltd., Winnipeg, Man.

Expansion Tanks
Pease Foundry Co., Ltd., Toronto.

Explosives
Du Pont Powder Co., Wilmington, Del.

Escutcheon Pins
Parmenter & Bulloch Co., Ltd., Gananoque, Ont.

Extinguishers, Fire
Booth-Coulter Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal.

Fanlight Openers
Jas. Cartland & Son, Ltd., Birmingham, Eng.

Fanning Mills
Cushman Motor Works, Ltd., Winnipeg, Man.

Fasteners, Storm, Sash and Screen
National Mfg. Co., Sterling, Ill.
Stratford Brass Co., Ltd., Stratford, Ont.
The Stanley Works, New Britain, Conn.

Farm Lighting Outfits
Canadian General Electric Co., Ltd., Toronto.
Northern Electric Co., Montreal.

Faucets, Petroleum
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Feed Boxes
Canada Foundries & Forgings, Brockville.
Toronto Lock Mfg. Co., Toronto.

Feed Cookers
Wheeler & Bain, Toronto.
James Bros. Co., Perth.

Felts (Tarred and Carpet)
McArthur & Co., Alex., Montreal, Que.

Fencing and Gates
Banwell-Hoxie Wire Fence Co., Hamilton.
McGregor-Banwell Fence Co., Ltd., Walkerville.
Standard Tube & Fence Co., Woodstock.
Steel Co. of Canada, Ltd., Hamilton.

Ferrules, Brass, Iron and Lead
Empire Mfg. Co., London, Ont.

Fibre Ware
E. B. Eddy Co., Hull, Que.

Files
E. C. Atkins Co., Hamilton, Can.
G. & H. Barnett Co., Philadelphia.
Can. B. K. Morton Co., Montreal, Toronto.
Delta File Works, Philadelphia.
Henry Disston & Sons, Ltd., Philadelphia, Pa.
Nicholson File Co., Port Hope, Ont.
Plewes, Ltd., Winnipeg.
Port Hope File Mfg. Co., Port Hope, Ont.
Simonds Canada Saw Co., Montreal.
Wilkinson & Kompass, Hamilton.

Fillers
Boston Varnish Co., Everett Station, Boston, Mass.

Fire Arms
Colts Patent Fire Arms Mfg. Co., Hartford, Conn.
Johnson Iver Arms & Cycle Works, Fitchburg, Mass.

Fire Door Fittings
Taylor-Forbes Co., Guelph, Ont.
Toronto Lock Mfg. Co., Toronto.

Fire Department Supplies
Booth-Coulter Co., Toronto.
Canadian Consolidated Rubber Co., Montreal.
Dunlop Tire & Rubber Co., Toronto, Can.
Gutta Percha & Rubber, Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
Northern Electric Co., Montreal.

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THE BUYERS' GUIDE

Furnaces
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Merchants Hardware Specialties, Ltd., Calgary, Alta.

Flashlights, Electric
Canadian General Electric Co., Ltd., Toronto
Canadian National Carbon Co., Toronto.
Canada Dry Cells, Ltd., Winnipeg.
Dominion Battery Co., Ltd., Toronto, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
Metal Specialties Mfg. Co., Chicago.
Northern Electric Co., Montreal.
Spielmann Agencies, Montreal.

Flatware
Canadian Wm. A. Rogers, Toronto.
Oneida Community, Ltd., Oneida, N.Y.

Food Choppers
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Merchants Hardware Specialties, Ltd., Calgary, Alta.

Force Cups
Canadian Consolidated Rubber Co., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Funnels
Thos. Davidson Mfg. Co., Ltd., Montreal.

Fixtures, Store
Milbradt Mfg. Co., St. Louis, Mo.

Furnaces
Canada Foundries & Forgings, Brockville.
Enterprise Mfg. Co., Sackville, N.B.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.
Hall Zryd Foundry Co., Ltd., Hespeler, Ont.
Merchants Hardware Specialties, Ltd., Calgary, Alta.

Fruit Jars
Dominion Glass Co., Ltd., Montreal.
Walter Woods & Co., Hamilton.

Furniture Polish
Canada Paint Co., Montreal.
Sherwin-Williams Co., Montreal.
Channell Chemical Co., Toronto.

Fuse Wire
Canada Metal Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Floor Stands
Jenkins Bros., Ltd., Montreal.

Floor Checks, Single or Double
Chicago Spring Butt Co., Chicago, Ill.
Toronto Lock Mfg. Co., Toronto.

Flint Cloths
John Oakey & Sons, London, Eng.

Galvanized Steel Sheets
Dominion Sheet Metal Co., Ltd., Hamilton.
A. C. Leslie & Co, Montreal
Pedlar People Ltd., Oshawa, Ont.
Wheeler & Bain, Toronto
Winnipeg Ceiling & Roofing Co , Winnipeg.

Garden Cultivators and Weeders
J. E. Gilson Co., Port Washington, Wis.
C. S. Norcross & Sons, Bushnell, Ill.
Erie Iron Works, St. Thomas, Ont.
Eureka Planter Co., Woodstock.

Garage Hardware
Allith Mfg. Co., Hamilton, Can.
Canada Steel Goods Co., Hamilton, Can.
National Mfg. Co., Sterling, Ill.
Richards Wilcox Canadian Co., London, Ont.
The Stanley Works, New Britain, Conn.

Garbage Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.
J. Samuels, Toronto.
Soren Bros., Toronto.

Galvanized Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.

Galvanizing
Thos. Davidson Mfg. Co., Ltd., Montreal.
Toronto Lock Mfg. Co., Toronto.

Galvanized Iron Cornices
Metallic Roofing Co., Toronto and Winnipeg.
Pedlar People Ltd., Oshawa, Ont.

Galvanized Pipe
Canada Metal Co., Ltd., Toronto.

Generators
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Glass Jars
Dominion Glass Co., Ltd., Montreal.

Gas Water Heaters
Empire Mfg. Co., London and Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.

Gasoline
Imperial Oil Co., Toronto.
Prairie City Oil Co., Winnipeg.

Gauges
L. S. Starrett Co., Athol, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Wells Bros. Co. of Canada, Galt.
Canadian Fairbanks-Morse Co., Ltd., Montreal.

Glassware
Leeks & Potts, Hamilton, Ont.

Glass, Window, Plate, Ornamental
Leeks & Potts, Hamilton, Can.
Toronto Plate Glass Importing Co., Toronto.
G. F. Stephens Co., Winnipeg.

Glue, Sheet and Ground
Canada Glue Co., Brantford, Ont.
R. C. Jamieson & Co., Montreal.
A. Ramsay & Son Co., Montreal.

Glass Cutters
Goodell-Pratt Co., Greenfield, Mass.

Glass Benders
Toronto Plate Glass Importing Co., Toronto.

Glaziers' Diamonds
Cushman Motor Works, Ltd., Winnipeg, Man.
A. Ramsay, Son & Co., Montreal, Que.
Sharrett & Newth, London, Eng.
A. Shaw & Son, London, Eng.

Gloves
Hamilton-Carhartt Co., Toronto.

Granaries, Portable, Metallic
Pedlar People Ltd., Oshawa, Ont.
Metallic Roofing Co., Toronto and Winnipeg.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Greases
Prairie City Oil Co., Ltd., Winnipeg, Man.

Grinders, Hand and Power
American Grinder Mfg. Co., Milwaukee, Wis.
The Carborundum Co., Niagara Falls, N.Y.
Merchants Hardware Specialties, Ltd., Calgary, Alta.

Grindstones
The Carborundum Co., Niagara Falls, N.Y.
Cleveland Stone Co., Cleveland, Ohio.

Grindstone Fixtures
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Grinding Wheels
American Grinder Mfg. Co., Milwaukee, Wis.
The Carborundum Co., Niagara Falls, N.Y.

Guns
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.
Harrington & Richardson Arms Co., Worcester, Mass.
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.

Gunsights
Marble Arms & Mfg. Co., Gladstone, Mich.

Hack Saws
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.
National Machinery & Supply Co., Hamilton.
Victor Saw Works, Ltd., Hamilton, Ont.

Hack Saw Blades
Diamond Saw & Stamping Wks., Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Henry Disston & Sons, Ltd., Toronto.
Victor Saw Works, Ltd., Hamilton, Ont.

Hack Saw Frames
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Henry Disston & Sons, Ltd., Toronto.
Goodell-Pratt Co., Greenfield, Mass.
National Machinery & Supply Co., Hamilton.
L. S. Starrett Co., Athol, Mass.

Hack Saw Machines
Diamond Saw & Stamping Wks., Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Victor Saw Works, Hamilton.

Halters
G. L. Griffith Son, Stratford, Ont.
Johnson Halter Co., Sarnia, Ont.
R. R. Kinread, Winnipeg, Man.

Hammers
Canada Foundries & Forgings, Brockville.
Stanley Rule & Level Co., New Britain, Conn.

Hammocks
Galt Robe Co., Galt, Ont.

Hand Drills
Goodell-Pratt Co., Greenfield, Mass.

Handles
J. H. Steel Mfg. Co., St. Thomas, Ont.

Hand Pulls
North Bros. Mfg. Co., Philadelphia, Pa.
The Toronto Lock Mfg. Co., Toronto, Ont.

Hangers, Door
Allith Mfg. Co., Hamilton, Can.
Beatty Bros., Ltd., Fergus.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton, Can.
Cushman Motor Work, Ltd., Winnipeg, Man.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
National Machinery & Supply Co., Hamilton.
National Mfg. Co., Sterling, Ill.
E. E. Myers & Bro., Ashland, Ohio.
The Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Guelph, Ont.
Toronto Lock Mfg. Co., Toronto.

Hangers, Door and Track
Allith Mfg. Co., Hamilton, Can.
Beatty Bros., Fergus, Ont.
Canada Steel Goods Co., Hamilton.
Cushman Motor Work, Ltd., Winnipeg, Man.
National Mfg. Co., Sterling, Ill.
The Toronto Lock Mfg. Co., Toronto, Ont.

Hooks, Hat and Coat
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Hangers, Storm, Sash and Screen
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.

Hand Taps
Wells Bros. Co. of Canada, Galt.

Handscrews
National Machinery & Supply Co., Hamilton.

Harness
Samuel Trees & Co., Toronto.

Hardware Specialties
Belleville Hardware Mfg. Co., Belleville, Ont.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Lyons & Marks, Toronto.
Louis McLain Co., Ltd., Winnipeg, Man.
Metal Specialties Mfg. Co., Chicago, Ill.
National Mfg. Co., Sterling Ill.
North American Hardware Co., Ltd., Montreal, Que.
Stratford Brass Co., Ltd., Stratford, Ont.
Taylor-Forbes Co., Guelph, Ont.
Toronto Lock Mfg. Co., Toronto.

Hardware Fixtures
Duluth Show Case Co., Duluth, Minn.

Hardware Shelving
Duluth Show Case Co., Duluth, Minn.

Hardware Store Fittings
Stratford Brass Co., Ltd., Stratford, Ont.

Hatchets
Canada Foundries & Forgings, Ltd., Brockville, Ont.
Marble Arms & Mfg. Co., Gladstone, Mich.

Hasps
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton.
National Mfg. Co., Sterling Ill.

Headlights, Auto
Canadian Lamp & Stamping Co., Ford, Ont.
North American Hardware Co., Ltd., Montreal, Que.

Heaters
Beauchamp, J. E., Montreal.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.

Hinges, Strap and Tee
Canada Steel Goods Co., Hamilton, Can.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
National Mfg. Co., Sterling, Ill.

Hinges, Adjustable Ball
Toronto Lock Mfg. Co., Toronto.

Hockey Sticks
J. H. Still Mfg. Co., St. Thomas.
St. Mary's Wood Specialty Co., St. Mary's, Ont.

Hoes
Ward & Payne, Sheffield, Eng.

Hoists
Manitoba Bridge & Iron Works, Ltd., Winnipeg.

Hones
American Hone Co., Winnipeg, Man.

Horse Singers
Collins Mfg. Co., Toronto.

Hones, Razor
The Carborundum Co., Niagara Falls, N.Y.

Horse Covers, Rubber
Canadian Consolidated Rubber Co., Montreal.

Horse Nails
C. Kloepper, Limited, Toronto, Ont.

Horse Shoes
D. Ackland & Son, Winnipeg.
C. Kloepper, Lumited, Toronto, Ont.
Steel Co. of Canada, Ltd., Hamilton.
Wilkinson & Kompass, Hamilton.

Hose, Fittings and Supplies
Canadian Consolidated Rubber Co., Montreal.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Empire Mfg. Co., London, Ont.
Lewis Bros., Ltd., Montreal.
Jas. Morrison Brass Mfg. Co., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Hollow Ware
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Ice Scrapers
James Bros. Co., Perth, Ont.

Ice Cream Freezers
Wm. Crane & Sons Co., Ltd., Newmarket, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.

Implement Repairs
D. Ackland & Son, Ltd., Winnipeg.

Incubators
Collins Mfg. Co., Toronto.
Cushman Motor Works, Ltd., Winnipeg, Man.

Indicators, Speed
H. Disston & Son, Ltd., Toronto.
L. S. Starrett Co., Athol, Mass.

Injectors, Automatic
Jas. Morrison Brass Mfg. Co., Toronto.

Instruments of Precision
L. S. Starrett Co., Athol, Mass.

Iron Enamels
Boston Varnish Co., Everett Station, Boston, Mass.

Iron Boards
J. E. Beauchamp & Co., Montreal.

Iron, Corrugated
Baines & Peckover, Toronto.
Canada Metal Co., Toronto.
Metallic Roofing Co., Toronto and Winnipeg.

Iron Handles
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Iron and Steel Bars
Baines & Peckover, Toronto.
Thos. Birkett & Son Co., Ltd., Ottawa.
Can. Rolling Mills Co., Ltd., Montreal. Que.
Caverhill, Learmont & Co., Montreal.
Dominion Iron & Steel Co., Sydney, N.S.
A. C. Leslie & Co., Ltd., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
Lewis Bros., Ltd., Montreal.
London Rolling Mills, London, Ont.
Manitoba Bridge & Iron Works, Winnipeg, Man.
Nova Scotia Steel Co., New Glasgow, N.S.
Toronto Lock Mfg. Co., Toronto.

Iron and Steel, Structural
Baines & Peckover, Toronto.

Irons
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Irons, Gas and Gasoline
Merchants Hardware Specialties, Ltd., Calgary, Alta.
National Stamping & Electric Works, Chicago.
Royal Iron Mfg. Co., Big Prairie, Ohio.

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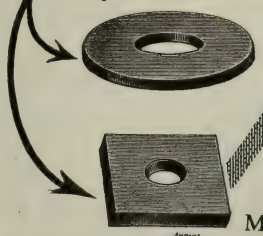

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THE BUYERS' GUIDE

Jack Planes
National Machinery & Supply Co., Hamilton.
Jack Screws
Canada Foundries & Forgings, Brockville, Ont.
Japans
Boston Varnish Co., Everett Station, Boston, Mass.
Kettles
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Keyhole Saws
Bridgeport Hardware Co., Bridgeport, Conn.
Kitchen Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.
Kitchen Ware, Transparent
Corning Glass Works. Corning, N.Y.
Knife Sharpeners
J. E. Beauchamp & Co., Montreal.
Knives, Pocket and Table
Geo. Butler & Co., Ltd., Sheffield, Eng.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
James Hutton & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
Knives, Sportsmen's
Marble Arms & Mfg. Co., Gladstone, Mich.
Knives, Putty
Bridgeport Hardware Co., Bridgeport, Conn.
Ladders, Step, Extention, Store, etc.
Beatty Bros., Ltd., Fergus, Ont.
John Calender Mfg. Co., St. Paul, Minn.
Milbradt Mfg. Co., St. Louis, Mo.
Evan L. Reed Mfg. Co., Sterling, Ill.
Lath, Metallic
Baines & Peckover, Toronto.
Metallic Roofing Co., Toronto and Winnipeg.
Lamps, Nitrogen and Tungsten
Basters Jackson Co., Toronto.
The Canadian Lee-Philips Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Churton & Taylor, Toronto.
North American Hardware Co., Ltd., Montreal, Que.
Lamp Black
L. Martin Co., New York, N.Y.
A. Ramsay & Son Co., Montreal.
Wilkes-Martin-Wilckes Co., New York.
Lamp Chimneys
Walter Woods & Co., Hamilton.
Lamp Coloring and Frosting
Great West Electric Co., Ltd., Winnipeg, Man.
Spielmann Agencies, Ltd., Montreal.
Lamps, Bicycle and Automhobile
Dominion Battery Co., Ltd., Toronto, Ont.
North American Hardware Co., Ltd., Montreal, Que.
Lamps, Lanterns, Electric, Hand
Canadian General Electric Co., Toronto.
Canadian National Carbon Co., Toronto.
Dominion Battery Co., Toronto.
Interstate Electric Novelty Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Spielmann Agencies, Montreal.
Lamps, Tungsten
Canadian Lace-Philips Co., Toronto.
Canadian Tungsten Lamp Co., Hamilton, Ont.
North American Hardware Co., Ltd., Montreal, Que.
Lamps, Nitrogen
Canadian Lace-Philips Co., Toronto.
Canadian Tungsten Lamp Co., Ltd., Hamilton, Toronto, Montreal, Winnipeg.
North American Hardware Co., Ltd., Montreal, Q.
Lamps and Lanterns, Gasoline and Kerosene
National Stamping & Electric Works, Chicago, Ill.
North American Hardware Co., Ltd., Montreal, Que.
Powerlight Co., Winnipeg, Man.
Lanterns, Oil
Thos. Davidson Mfg. Co., Montreal.
Ontario Lantern & Lamp Co., Hamilton, Ont.
Schultz Mfg. Co., Hamilton, Can.
E. T. Wright Co., Hamilton, Ont.
Latches
Can. Foundries & Forgings, Ltd., Brockville, Ont.
National Mfg. Co., Sterling, Ill.
Laundry Tubs, Iron, Plate, Cement
Empire Mfg. Co., London, Ont.
Lawn Swings
J. E. Beauchamp & Co., Montreal.
Lawn Mowers
Canada Foundries & Forgings, Ltd., Brockville.
Clipper Lawn Mower Co., Dixon, Ill.
Milbradt Mfg. Co., Sterling, Ill.
Taylor-Forbes Co., Guelph, Ont.
S. P. Townsend & Co., Orange, N.J.
Lead, Black
John Oakey & Sons, London, Eng.
Leather Belting and Soles
Beardmore & Co., Toronto.
Lead, Sheets and Pipe
Canada Metal Co., Toronto.
Empire Mfg. Co., London, Ont.
Hoyt Metal Co., Toronto.
A. C. Leslie & Co., Montreal.
Lead Traps and Bends
Canada Metal Co., Toronto.
Empire Mfg. Co., London and Toronto.
Hoyt Metal Co., Toronto.
Lace Leather
Wm. Taylor, Parry Sound, Ont.
Lead Washers
Canada Metal Co., Ltd., Toronto.
Lens
McKee Glass Co., Buffalo, N.Y.
Stopglare Co., Hamilton, Can.
Levels
B. Disston & Sons, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.
Level Glasses
Stanley Rule & Level Co., New Britain, Conn.
Lines, Wire, Clothes
Walter Woods & Co., Hamilton.
Western Wire & Nail Co., London.
Linoleum Finishes
Boston Varnish Co., Everett Station, Boston, Mass.
Linseed Oil
Brandram-Henderson, Montreal.
Dominion Linseed Oil Co., Baden and Toronto.
R. C. Jamieson & Co., Ltd., Montreal.
Prairie City Oil Co., Winnipeg, Man.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
Lumber Tools
Canadian Warren Axe & Tool Co., St. Catharines, Ont.
Thos. Pink & Co., Pembroke, Ont.
Manties, Gas
Hamilton Gas Mantle Co., Hamilton, Can.
Marine Brass Work
Empire Mfg. Co., London, Ont.
Matches
E. B. Eddy Co., Hull, Que.
Meat Choppers
Landers, Frary & Clark, New Britain, Conn.
Metal Boxes and Drawers
Cameron & Campbell, Toronto.
Metals, Expanded
Baines & Peckover, Toronto, Ont.
Metals, Expanded, Ingot, Sheet, Tubes, etc.
Atlas Metals & Alloys Co., Montreal.
Baines & Peckover, Toronto.
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
Tallman Brass & Metal Co., Hamilton, Can.
A. C. Leslie & Co., Montreal.
Empire Mfg. Co., London, Ont.
Metallic, Ceilings, Walls, Roofing, Skylights, Siding, Cornices, Ventilators, Valley Windows, Doors, etc.
Metallic Roofing Co., Toronto.
Pedlar Peoples, Oshawa, Ont.
Winnipeg Ceiling & Roofing Co., Winnipeg.
Mica
A. G. Martin, Ottawa, Ont.
Mender, Utensils
Collette Mfg. Co., Collingwood.
H. Nagle Co., Montreal.
Meters
Canadian General Electric Co., Toronto.
Mending, Graniteware, Pot and Pan
North American Hardware Co., Ltd., Montreal, Vol-Peek Mfg. Co., Montreal.
Micrometers
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Milling Cutters
Pratt & Whitney Co., Ltd., Dundas.
Milk Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.
Mirrors
Leeks & Potts, Ltd., Hamilton, Ont.
Toronto Plate Glass Importing Co., Toronto.
Mitre Boxes
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Mitre Box Saws
B. Disston & Sons, Ltd., Toronto.
Molasses Gates
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Mops
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Motor Trucks
Ford Motor Co., Ford Ont.
Motors
Canadian General Electric Co., Ltd., Toronto.
Motor Cycles
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.
North American Hardware Co., Ltd., Montreal, Q.
Motor Generators
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co. Ltd., Winnipeg, Man.
Northern Electric Co., Montreal.
Motor Trucks
Canadian Pneumatic Tool Co., Ltd., Montreal Q.
Nails, Wire
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Colonial Wire Mfg. Co., Ltd., Montreal.
H. S. Howland, Sons & Co., Toronto.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Lewis Bros., Ltd., Montreal.
Steel Co. of Canada, Ltd., Hamilton, Ont.
Parmenter & Bulloch, Bananoque, Ont.
Western Wire & Nail Co., London.
Nail Pullers
Bridgeport Howe Mfg. Corp., Bridgeport, Conn.
Nails, Horse Shoe
Steel Co. of Canada, Ltd., Hamilton, Ont.
Neckyokes
Gregg Mfg. Co., Ltd., Winnipeg, Man.
Oil Cans
Cannon Oiler Co., Keithsburg, Ill.
Oil Cake and Meal
Dominion Linseed Oil Co., Toronto.
Oil, Coal
Imperial Oil Co., Toronto.
Oils, Cylinder
Prairie City Oil Co., Winnipeg, Man.
Oil Hole Covers
Canadian Winkley Co., Windsor.
Oil, Motor, Road, Harness, Neatsfoot, Separator and gas Engine
Prairie City Oil Co., Ltd., Winnipeg, Man.
Oil Stoves
Thos. Davidson Mfg. Co., Ltd., Montreal.
Oil Tanks and Pumps
S. F. Bowser & Co., Inc., Toronto, Can.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Oilers
Cannon Oiler Co., Keithsburg, Ill.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Orange Derinders
J. E. Beauchamp & Co., Montreal.
Ornamental Tile Roofings
Metallic Roofing Co., Toronto and Winnipeg.
Ornaments, Pressed Zinc
Metallic Roofing Co., Toronto and Winnipeg
Ornamental Fence
Banwell Hoxie Wire Fence Co., Ltd., Hamilton.
McGregor, Banwell Fence Co., Ltd., Walkerville.
Ornamental Gates
McGregor, Banwell Fence Co., Ltd., Walkerville.
Packings
Consumers Cordage Co., Montreal.
Jenkins Bros., Ltd., Montreal.
Scythes, Ltd., Toronto.
Paint, Ready Mixed, Barn, Roof, Flat Wall, Concrete, Floor, Cement, Aluminum, Marine
Brandram-Henderson, Ltd., Montreal.
Canada Paint Co., Montreal.
R. C. Jamieson & Co., Montreal.
Imperial Varnish & Color Co., Toronto.
Lowe Bros, Ltd., Toronto.
Martin-Senour Co., Montreal.
McArthur-Irwin, Ltd.
The Ottawa Paint Works, Ottawa.
A. Ramsay & Son Co., Montreal.
Sanderson, Pearcy Co., Ltd., Toronto.
Standard Paint & Varnish Co., Ltd., Windsor, Ont.
Sherwin-Williams Co., Montreal.
G. F. Stephens Co., Winnipeg.
Benjamin Moore & Co., Toronto.
Paint Brushes
Boeckh Bros., Toronto.
Meakins & Sons, Hamilton.
T. S. Simms & Co., St. John, N.B.
Paint and Varnish Remover
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Martin-Senour Co., Ltd., Montreal.
Sherwin-Williams Co., Montreal.
A. Ramsay & Son Co., Montreal.
Paper Baiers
Climax Baler Co., Hamilton.
Spielmann Agencies, Montreal.
Parcel Carriers
Gipe-Hazard Store Service Co., Montreal.
Paris Green
Canada Paint Co., Montreal.
McArthur Irwin, Montreal.
Sherwin-Williams Co., Montreal.
Paper Bags
Walter Woods & Co., Hamilton.
Paper, Wrapping
Walter Woods & Co., Hamilton.
Packing Rubber
Canadian Consolidated Rubber Co., Montreal.
Dunlop Tire & Rubber Co., Toronto.
Gutta Percha & Rubber Co., Ltd., Toronto.
Pads
D. Ackland & Sons, Winnipeg.
Pads for Horses
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto.
Pails
Thos. Davidson Mfg. Co., Ltd., Montreal.
Soren Bros., Toronto.
Pails, Wooden
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Perforated Sheet Metals
B. Greening Wire Co., Ltd., Hamilton.
Percolators, Coffee
Canadian General Eletric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man
Landers, Frary & Clark, New Britain, Conn.
Northern Electric Co., Ltd., Montreal.
Pick Handles
J. H. Still Mfg. Co., St. Thomas, Ont.
Pickling Machines
Cushman Motor Works, Ltd., Winnipeg, Man.
Pistols
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.
Phosphor Tin and Copper
Canada Metal Co., Ltd., Toronto.
Phonographs
Canadian Phonograph & Sapphire Disc Co., Winnipeg, Man.
Dominion Sewing Machine-Phonograph Co., Winnipeg

Success and Your Associates

ALWAYS associate with men who are earning more money than you are. Such is the advice given by a man whose name is known the world over for his own success and the business which he created. It is good advice of a certainty, but we are not urging that it is the best advice. At the same time it is wise to associate with better or bigger men than you are yourself, because you are likely to be lifted up to their levels.

Most of us would probably like to be the intimates of J. P. Morgan, or of John D., or of Charlie Schwab, or Canny Andrew. If we had a speaking acquaintance with John Wanamaker, or Lord Beaverbrook, or Lord Shaughnessy, and with other distinguished and successful men, we would take comfort from the fact.

And most of us would feel rather small and uncomfortable if we were placed beside President Woodrow Wilson at a dinner table, or beside Sir Robert Borden, Sir Herbert Holt or Sir Wm. Mackenzie. And the reason would probably be that we know so little of the knowledge that really counts. If these successful business men engaged us in conversation we would probably find ourselves knowing very little about the things that matter.

This will illustrate the point:

Here's a true story. A Toronto manufacturer found himself on a train going to Albany in company with a number of distinguished Americans about to attend the inaugural ceremonies of a State Governor. A washout led to a delay, and the Canadian was thrown into close association with senators and congressmen and prominent lawyers. They bantered the little Canadian about Canada. He had the pluck of a bigger man. He had been a constant reader of THE FINANCIAL POST, and had absorbed many facts about Canada. He surprised his American travelling companions with his positive, well-informed and wide knowledge of Canada. When the company reached Albany, the Canadian was persuaded to attend the ceremonies and was introduced as the man who knew all about Canada. The Governor was interested in Canada, and said so, and the little Canadian found himself telling the story of Canada very ardently to a very attentive listener, much to the amusement of his friends who introduced him.

This man made a hit on that journey, and many friends. One of the company gave him a stock market tip worth a fortune.

The point of this story is: You, as a Canadian, can make yourself informed very fully and intelligently if you become a regular reader of THE FINANCIAL POST. You can make yourself a worthy companion and intimate of presidents and magnates. The world likes to listen to men who know something well, and who can talk interestingly and informingly on the subject of their study.

You can become worth listening to if you know your Canada well. And you can get the kind and amount of knowledge concerning Canada which will make you interesting to others if you will read THE FINANCIAL POST regularly each week.

IF you read THE FINANCIAL POST REGULARLY you will find yourself keeping company with the highest paid staff of editors engaged on any publication in Canada—trained men who know how to make others know what they know and learn.

You will find yourself living in a most interesting world—the great, throbbing world of business. You will have your thoughts tremendously stimulated and helpfully directed. You will find yourself becoming a fit table companion for big men — this because you will have knowledge of a quality that will keep you from shame.

What is it that keeps you and THE POST separated? It cannot be its subscription price of $3. Probably it is because you are not very well acquainted with this paper.

We are going to put it to you this way: If you have the desire to be worthy of association with big men, then prepare yourself for such association by reading THE POST, and to make acquaintance easy, we provide the coupon below. It offers you THE POST for four months for a dollar bill.

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(Signed)

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H.&M.

THE BUYERS' GUIDE

Pig Iron
A. C. Leslie & Co., Ltd., Montreal
Nova Scotia Steel Co., New Glasgow, N.S.
Steel Co. of Canada, Ltd., Hamilton

Pins, Escutcheon
Parmenter & Bulloch, Gananoque

Pipe Cutters (Stand)
Trimont Mfg. Co., Roxbury (Boston), Mass.

Pipe Stocks and Dies
Wells Bros. Co., of Canada, Ltd., Galt

Pipe, Black and Galvanized
American Rolling Mills, Middletown, Ohio.
Canada Metal Co., Toronto
Canadian Tube & Iron Co., Ltd., Montreal
Caverhill, Learmont & Co., Montreal.
Empire Mfg. Co., London, Ont.
Steel Co. of Canada, Ltd., Hamilton
Thos. Davidson Mfg. Co., Ltd., Montreal.
Lewis Bros., Ltd., Montreal
Pease Foundry Co., Ltd., Toronto

Pipe, Galvanized, Conductor
Metallic Roofing Co., Toronto and Winnipeg
Pedlar People, Ltd., Oshawa
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg
Winnipeg Steel Granary Co., Winnipeg.

Pipe, Lead
Canada Metal Co., Toronto
Hoyt Metal Co., Toronto

Pipe, Stove
Collins Mfg. Co., Toronto
Soren Bros., Toronto

Pipe, Rain Water Conductor
Canada Metal Co., Toronto
Metallic Roofing Co., Toronto

Pliers, Cutting
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn

Pliers, Combination
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn
Goodell-Pratt Co., Greenfield, Mass.

Plowshares
D. Ackland & Son, Winnipeg

Plugs, Rubber
Canadian Consolidated Rubber Co., Montreal

Plumbers' Tools
Empire Mfg. Co., London, Ont.

Planes
Caverhill, Learmont & Co., Montreal
National Machinery & Supply Co., Hamilton.
Stanley Rule & Level Co., New Britain, Conn.

Plates, Plain and Chequererd
Baines & Peckover, Toronto.

Polishes
Buffalo Specialty Co., Buffalo, N.Y.
Channel Chemical Co., Toronto.

Polishing Heads
Goodell-Pratt Co., Greenfield, Mass.

Polishes, Knife
Jno. Oakey & Sons, London, Eng.

Poles, Electric Light
Northern Electric Co., Montreal

Pole Line Material
Canadian General Electric Co., Ltd., Toronto
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal
Pedlar People Ltd., Oshawa
Metallic Roofing Co., Toronto and Winnipeg.

Portable Coal Baskets
Toronto Lock Mfg. Co., Toronto.

Poultry Netting
Thos. Birkett & Son Co., Ltd., Ottawa.
A. C. Leslie & Co., Ltd., Montreal
B. Greening Wire Co., Ltd., Hamilton.

Poultry Leg Bands
Rideau Specialty Co., Smith's Falls, Ont.

Pulls
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Pumps
Beatty Bros., Ltd., Fergus
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Empire Mfg. Co., London, Ont.
R. McDougall Co., Ltd., Galt.
F. E. Myers & Bro., Ashland, Ohio.

Pump Oilers
Cannon Oiler Co., Keithsburg, Ill.

Punches, Centre Drive, etc.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.

Punches, Ticket
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Putty
Brandram-Henderson, Montreal.
R. C. Jamieson & Co., Ltd., Montreal
Canada Paint Co., Montreal
Benjamin Moore & Co., Ltd., Toronto
A. Ramsay & Son Co., Montreal
Steel Co. of Canada, Ltd., Hamilton
G. F. Stephens & Co., Winnipeg
Sherwin-Williams Co., Montreal

Pneumatic Tubes
Gipe Hazard Store Service Co., Toronto

Pulleys
Canada Foundries & Forgings, Brockville

Quoits
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Racks, Hay
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Radiators
Empire Mfg. Co., London, Ont.

Radiator Valves
Jenkins Bros., Ltd., Montreal

Railings, Brass
Jas. Morrison Brass Mfg. Co., Toronto
The Toronto Lock Mfg. Co., Toronto, Ont.

Rakes
Doust Specialty Co., Toronto.
Ward & Payne, Sheffield, Eng.

Razors
Auto-Strop Safety Razor Co., Toronto
Geo. Butler & Co., Ltd., Sheffield, Eng.
Caverhill, Learmont & Co., Montreal
James Hutton & Co., Montreal
Gillette Safety Razor Co., Ltd., Montreal
Landers, Frary & Clark, New Britain, Conn.
Wilkinson Sword Co., Sheffield, Eng.

Reamers
Pratt & Whitney Co., Ltd., Dundas
Butterfield & Co., Rock Island, Que.

Ratchet Drills
Goodell-Pratt Co., Greenfield, Mass.

Reciprocating Drills
Goodell-Pratt Co., Greenfield, Mass.

Refrigerators
Thos. Davidson Mfg. Co., Ltd., Montreal.
Renfrew Refrigerator Co., Renfrew, Ont.
Soren Bros., Toronto

Refrigerator Hardware
Toronto Lock Mfg. Co., Toronto.

Registers
Barton Netting Co., Ltd., Windsor, Ont.
Canada Foundries & Forgings, Brockville
Enterprise Mfg. Co., Sackville, N.B.
Jas. Stewart Mfg. Co., Woodstock, Ont.

Rifles
Harrington & Richardson Arms Co., Worcester, Mass.

Rivets
Parmenter Bulloch Co., Gananoque, Ont.

Roadlighters
C. A. Shaler Co.

Roofing, Ready
Bird & Son, Hamilton, Can.
Bishopric Wall Board Co., Ltd., Ottawa, Ont.
Thos. Birkett & Son Co., Ltd., Ottawa.
Brantford Roofing Co., Ltd., Brantford, Ont.
Canadian Roofing Co., Ltd., Windsor, Ont.
Standard Paint Co., of Canada, Ltd., Montreal.

Rules
Jas. Chesterman & Co., Sheffield, Eng.
Lufkin Rule Co., Windsor, Ont.
L. S. Starrett Co., Athol, Mass.

Saws, Hand and Circular
E. C. Atkins Co., Hamilton, Can.
Henry Disston & Sons, Toronto.
Simonds Canada Saw Co., Montreal.

Scoops
Canadian Shovel & Tool Co., Hamilton, Can.

Screws
Can. Foundries & Forgings, Ltd., Brockville, Ont

Screw and Bolt Cases
Duluth Show Case Co., Duluth, Minn.

Screw Machines
Stratford Brass Co., Ltd., Stratford, Ont.

Shades, Electric
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Sheeting
McArthur & Co., Alex., Montreal, Que.

Sheets, Galvanized and Black
American Rolling Mills, Middleton, Ohio.
Baines & Peckover, Toronto.
A. C. Leslie & Co., Montreal, Que.
Dominion Sheet Metal Co., Hamilton.
M. & L. Samuel Benjamin Co., Toronto.
B. & S. H. Thompson, Montreal, Que.

Shovels
Canadian Shovel & Tool Co., Hamilton, Can.

Show Cases
Duluth Show Case Co., Duluth, Minn.

Silo Lugs
Otterville Mfg. Co., Otterville, Ont.

Sinks
Can. Foundries & Forgings, Ltd., Brockville, Ont
Empire Mfg. Co., London, Ont.

Silver Plated Ware
Canadian Wm. A. Rogers Co., Toronto.
Oneida Community, Ltd., Niagara Falls, Ont.

Solder
Canada Metal Co., Toronto
Empire Mfg. Co., London and Toronto
Hoyt Metal Co., Toronto
Northern Electric Co., Montreal
Owl Metal Co., Ltd., Winnipeg
Geo. W. Reed, Montreal
Tallman Brass & Metal Co., Hamilton, Ont.

Soldering Paste
Canada Metal Co., Toronto
Great West Electric Co., Ltd., Winnipeg, Man.

Solderall
Thos. Davidson Mfg. Co., Ltd., Montreal.

Soap Dishes
Kinzinger Bruce & Co., Niagara Falls, Ont.

Spades
Canadian Shovel & Tool Co., Hamilton, Ont.
Erie Iron Works, St. Thomas, Ont.

Spark Plugs
Canadian Carbon Co., Ltd., Toronto
Canada Cycle & Motor Co., Ltd., Weston, Ont.
Canada Sales Co., Toronto, Can.
Great West Electric Co., Ltd., Winnipeg, Man.
Champion Spark Plug Co., Windsor, Ont.
Dominion Battery Co., Ltd., Toronto, Ont.
Eclipse Mfg. Co., Indianapolis, Ind.
W. T. Evans, 1884 St. Urbain St., Montreal
Hyslop Bros., Toronto
Interstate Electric Novelty Co., Montreal
Northern Electric Co., Ltd., Toronto
Sharp Spark Plug Co., Cleveland, Ohio.

Spiders
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Spoke Shaves
Stanley Rule & Level Co., New Britain, Conn.

Sponge Baskets
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Sprayers
Collins Mfg. Co., Toronto
Thos. Davidson Mfg. Co., Ltd., Montreal.
Eureka Planter Co., Woodstock

Springs
B. J. Coghlin Co., Ltd., Montreal, Que.

Spring Dies
Wells Bros. Co. of Canada, Galt

Stable Fittings
Beatty Bros., Fergus, Ont.
Canada Foundries & Forgings, Brockville.
Toronto Lock Mfg. Co., Toronto.

Store Fixtures
Cameron & Campbell, Toronto.
Milbradt Mfg. Co., Sterling, Ill.
Walker Bin & Store Fixture Co., Kitchener, Ont.

Stoves
Burrow, Stewart & Milne, Hamilton, Can.
Canada Foundries & Forgings, Brockville.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Enterprise Foundry Co., Sackville, N.B.
Findlay Bros., Carleton, Ont.
Gurney Foundry Co., Toronto
Hoosier Stove Co., Marion, Ind.
McClary Mfg. Co., London, Ont.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
Record Foundry & Machine Co., Moncton, N.B.
Jas. Stewart Mfg. Co., Ltd., Woodstock

Stoves, Fireless Cook
Louis McLain Co., Ltd., Winnipeg, Man.

Stoves, Gasoline
National Stamping & Electric Works, Chicago

Stove Lining
Geo. W. Reed, Montreal.

Stove Pipe
Collins Mfg. Co., Toronto
Thos. Davidson Mfg. Co., Ltd., Montreal.

Stretchers, Wire
Banwell Hoxie Wire Fence Co., Ltd., Hamilton
Merchants Hardware Specialties, Ltd., Calgary, Alta.

Steel, Reinforcing
Baines & Peckover, Toronto.
Canadian Rolling Mills Co., Ltd., Montreal
Canadian Tube & Iron Co., Ltd., Montreal
London Rolling Mill Co., London, Ont.
Manitoba Rolling Mills Co., Winnipeg

Steel, Strip
Baines & Peckover, Toronto, Ont.
Dominion Sheet Metal Co., Ltd., Hamilton

Stencils and Ink
Hamilton Stamp & Stencil Co., Hamilton

Steamers and Boilers
Thos. Davidson Mfg. Co., Ltd., Montreal.

Steel Bending Brakes
Steel Bending Brake Works, Chatham

Steel, Mild, Sleigh Shoe, Tire
Baines & Peckover, Toronto, Ont.
Canadian Rolling Mills Co., Ltd., Montreal
Canadian Tube & Iron Co., Ltd., Montreal
London Rolling Mill Co., London, Ont.
Manitoba Rolling Mills Co., Winnipeg
Steel Co. of Canada, Hamilton

Stains
Brandram-Henderson, Montreal
Canada Paint Co., Ltd., Montreal
Dougall Varnish Co., Ltd., Montreal
The Lowe Bros. Co., Toronto
R. C. Jamieson & Co., Ltd., Montreal
Martin-Senour Co., Ltd., Montreal
McArthur-Irwin, Ltd.
Benjamin Moore & Co., Ltd., Toronto
A. Ramsay & Sons Co., Montreal
The Ottawa Paint Works, Ottawa.
Sanderson Pearcy & Co., Toronto.
Sherwin-Williams Co., Montreal
Standard Paint & Varnish Co., Windsor Ont.
Spielman Agencies Ltd., Montreal
G. F. Stephens & Co., Winnipeg

Staples
Canada Steel Goods Co., Hamilton
Laidlaw Bale Tie Co., Ltd., Hamilton
National Mfg. Co., Sterling, Ill.
Steel Co. of Canada, Ltd., Hamilton
Western Wire & Nail Co., London

Stays, Friction
Toronto Lock Mfg. Co., Toronto.

Stools
Evan L. Reed Mfg. Co., Sterling, Ill.

STUCCO BOARD
Bishopric Wall Board Co., Ltd., Ottawa, Ont.

Sweat Pads
American Pad & Textile Co., Chatham
Burlington Windsor Blanket Co., Toronto.

Switches, Switchboards
Canadian General Electric Co., Ltd., Toronto
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal.

Supply Pipes, Iron and Brass, Bath and Basin
Empire Mfg. Co., London, Ont.

Talking Machines
Dominion Sewing Machine & Phonograph Co. Winnipeg

Tanks, Cistern
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Tanks, Galvanized Steel
Empire Mfg. Co., London and Toronto
Winnipeg Ceiling & Roofing Co., Winnipeg

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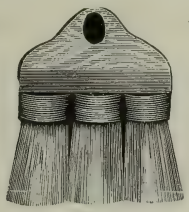

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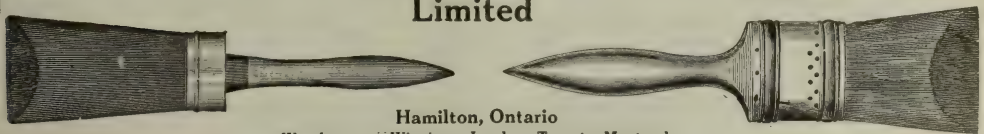


Hamilton, Ontario
Warehouses: Winnipeg, London, Toronto, Montreal

THE BUYERS' GUIDE

Taps
Butterfield & Co., Rock Island, Que.
Pratt & Whitney Co., Dundas, Ont.
Wells Bros. Co. of Canada, Galt, Ont.

Tap Holders
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.

Tapping Attachments
Pratt & Whitney Co., Dundas, Ont.
Wells Bros. of Canada, Galt

Tapes, Measuring
Caverhill, Learmont & Co., Montreal
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
Lufkin Rule Co., Ltd., Windsor, Ont.
L. S. Starrett Co., Athol, Mass.

Tea Pots and Urns, Tea Ball
Landers, Frary & Clark, New Britain, Conn.

Terne Plates
A. C. Leslie & Co., Ltd., Montreal

Thimbles, Smoke Pipe
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Tiling, Walls and Floor
Barton Netting Co., Windsor

Tiling, Rubber
Gutta Percha & Rubber Co., Ltd., Toronto.

Tinsmiths' Machinery
Brown, Boggs Co., Hamilton, Ont.
Steel Bending Brake Works, Chatham.

Tire Carriers, Automobile
Kinsinger Bruce & Co., Niagara Falls, Ont.
North American Hardware Co., Ltd., Montreal, Q.

Tires and Tubes, Automobile
Canadian Consolidated Rubber Co., Montreal.
Dunlop Tire & Rubber Co., Toronto, Can.
Gutta Percha & Rubber Co., Toronto.
McGraw Tire & Rubber Co., East Palestine, O
North American Hardware Co., Ltd., Montreal,

Trucks
Canadian Pneumatic Tool Co., Ltd., Montreal, Q.

Truck Supplies
Canadian Pneumatic Tool Co., Ltd., Montreal, Q.

Tools
Buck Bros., Millbury, Mass.
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
B. J. Coghlin Co., Ltd., Montreal, Que.
Northern Electric Co., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.
Pratt & Whitney, Dundas, Ont.
Ward & Payne, Sheffield, Eng.

Tools, Garden
Eureka Planter Co., Woodstock
Ward & Payne, Sheffield, Eng.

Tools, Harvest
Beatty Bros., Ltd., Fergus, Ont.
F. E. Myers & Bro., Ashland, O.

Toys
American Flyer Mfg. Co., Chicago, Ill.
J. E. Beauchamp & Co., Montreal
A. C. Gilbert Co., New Haven, Conn.

Tools, Blacksmiths'
D. Ackland & Son, Winnipeg.

Tools, Machinists'
L. S. Starrett Co., Athol, Mass.
Goodell-Pratt Co., Greenfield, Mass.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.

Tools, Woodworkers'
National Machinery & Supply Co., Hamilton

Towel Bars
Kinsinger Bruce & Co., Niagara Falls, Ont.
Newell Mfg. Co., Prescott, Ont.

Traps, Brass, Iron, Lead
Canada Metal Co., Toronto.
Empire Mfg. Co., London, Ont.

Traps, Game
Oneida Community, Ltd., Niagara Falls, Ont.

Troughs
Beatty Bros., Fergus, Ont.

Trammel Points
Stanley Rule & Level Co., New Britain, Conn.

Trowels
H. Disston & Sons, Toronto
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Ward & Payne, Sheffield, Eng.

Trucks, Warehouse
Canada Foundries & Forgings, Brockville
John Watson Mfg. Co., Ltd., Winnipeg, Man.

Try Squares
Henry Disston & Sons Co., Toronto
Stanley Rule & Level Co., New Britain, Conn.

Truing Devices
Cleveland Stone Co., Cleveland, Ohio

Tungsten Lamps
Canadian Tungsten Lamp Co., Hamilton, Ont.
Canadian Laco-Phillips Co., Toronto
Great West Electric Co., Ltd., Winnipeg, Man
North American Hardware Co., Ltd., Montreal,

Turning Tools
Buck Bros., Milbury, Mass.
Ward & Payne, Sheffield, Eng.

Tubs
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Tumbler Holders
Kinsinger Bruce & Co., Niagara Falls, Ont.

Tubing, Steel
Standard Tube & Fence Co., Woodstock

Twines
Consumers Cordage Co., Montreal
Scythes & Co., Ltd., Toronto.
Walter Woods & Co., Hamilton

Valves, Standard, Globe, Angle and Check
Canadian Fairbanks-Morse Co., Montreal.
Empire Mfg. Co., London, Ont.
Jenkins Bros., Montreal, Que.
Jas. Morrison Brass Mfg. Co., Toronto.
T. McAvity & Sons, Ltd., St. John, N.B.
Penberthy Injector Co., Limited, Windsor, Ont.
United Brass Founders, Ltd., Manchester, Eng.

Valves, Radiator and Air, Iron Body, Composition, Globe, Angle, Check
Canadian Fairbanks-Morse Co., Montreal, Que.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Empire Mfg. Co., London, Ont.
Jenkins Bros., Montreal, Que.
Jas. Morrison Brass Mfg. Co., Toronto.
T. McAvity & Sons, Ltd., St. John, N.B.
Penberthy Injector Co., Limited, Windsor, Ont.
United Brass Founders, Ltd., Manchester, Eng.

Varnishes
Berry Bros., Walkerville
Boston Varnish Co., Everett Station, Boston.
Brandram-Henderson, Montreal
Canada Paint Co., Montreal
Dougall Varnish Co., Ltd., Montreal
McArthur Irwin, Montreal
Martin-Senour Co., Ltd., Montreal
Benjamin Moore & Co., Ltd., Toronto
A. Ramsay & Son, Montreal
R. C. Jamieson & Co., Montreal
Pratt & Lambert, Bridgeburg, Ont.
Sanderson, Pearcy & Co., Toronto.
Sherwin-Williams Co., Montreal
G. F. Stephens & Co., Ltd., Winnipeg
Ottawa Paint Works, Ottawa.
Wilkinson & Kompass, Hamilton

Vehicles, Business
Canadian Pneumatic Tool Co., Ltd., Montreal, Q.

Ventillators, Metallic
Metallic Roofing Co., Toronto and Winnipeg
Winnipeg Ceiling & Roofing Co., Winnipeg

Vises
Thos. Birkett & Son Co., Ltd., Ottawa.
Can. Foundries & Forgings, Ltd., Brockville, Ont
Caverhill, Learmont & Co., Montreal
Goodell-Pratt Co., Greenfield, Mass.
Lewis Bros., Ltd., Montreal
National Machinery & Supply Co., Hamilton
North Bros. Mfg. Co., Philadelphia, Pa
Stanley Rule & Level Co., New Britain, Conn.

Vulcanizers
Adamson Mfg. Co., Hamilton
Northern Electric Co., Montreal
C. A. Shaler Co., Waupun, Wis.

Wagon Hardware
Gregg Mfg. Co., Ltd., Winnipeg, Man.

Wagons
Woodstock Wagon Mfg. Co., Woodstock, Ont.

WALLBOARD
Bishopric Wall Board Co., Ltd., Ottawa, Ont.

Warmers, Foot
Chicago Flexible Shaft Co., Chicago, Ill.

Washers
C. Kloepfer, Ltd., Toronto
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton
The Toronto Lock Mfg. Co., Toronto, Ont.
Wilkinson & Kompass, Hamilton

Washing Machines, Electric, Hand and Power
Beatty Bros., Fergus, Ont.
Canadian Woodenware Co., St. Thomas, Ont.
J. H. Connor & Son, Ltd., Ottawa
Cushman Motor Works, Ltd., Winnipeg, Man.
Dowswell, Lees & Co., Hamilton.
Great West Electric Co., Ltd., Winnipeg, Man.
Maytag Co., Winnipeg, Man.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
Northern Electric Co., Montreal

Waste, Cotton
Acme Waste Mfg. Co., Toronto.
Scythes & Co., Ltd., Toronto
Wilkinson & Kompass, Hamilton

Wash Boards
Canadian Woodenware Co., St. Thomas, Ont.
Wm. Cane & Sons Co., Ltd., Newmarket, Ont

Water Supply Systems
Empire Mfg. Co., London, Ont.

Weather Stripping
Swan Mfg. Co., Winnipeg

Wedges
Can. Foundries & Forgings, Ltd., Brockville, Ont
Canadian Warren Axe & Tool Co., St. Catharines, Ont.

Whitewash Outfits
Collins Mfg. Co., Toronto
Spramotor Co., London, Ont.

Weeders, Garden (hand)
J. E. Gilson Mfg. Co., Port Washington, Wis.
C. S. Norcross & Sons, Bushnell, Ill.

Weights
Can. Foundries & Forgings, Ltd., Brockville, Ont

Wheels, Well
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Wholesale Hardware
Thos. Birkett & Co., Ottawa, Ont.
Caverhill, Learmont & Co., Montreal
Frothingham & Workman, Montreal
H. S. Howland Sons & Co., Toronto.
Lewis Bros., Ltd., Montreal
Miller-Morse Co., Winnipeg, Man.
Rice, Lewis & Sons, Ltd., Toronto
White's, Ltd., Collingwood, Ont.

White Lead
Brandram-Henderson, Montreal
Canada Paint Co., Ltd., Montreal
Carter White Lead Co., Montreal
Steel Co. of Canada, Ltd., Hamilton
McArthur Irwin, Montreal

Windows, Kalameined
Metallic Roofing Co., Toronto and Winnipeg

Windshields
Leeks & Potts, Hamilton, Ont.

Wire Cloth
B. Greening Wire Cloth Co., Ltd., Hamilton

Wire Cutters
Bridgeport Hardware Co., Bridgeport, Conn.
Northern Electric Co., Montreal

Wire Hoops
Laidlaw Bale-Tie Co., Ltd., Hamilton
Steel Co. of Canada, Ltd., Hamilton

Wire
Canadian Tube & Iron Co., Ltd., Montreal
Caverhill, Learmont & Co., Montreal
B. Greening Wire Cloth Co., Ltd., Hamilton
Laidlaw Bale-Tie Co., Ltd., Hamilton
Lewis Bros., Ltd., Montreal
Northern Electric Co., Montreal
Northern Bolt Screw & Wire Co., Owen Sound
Steel Co. of Canada, Hamilton
Western Wire & Nail Co., London

Wire Mats
B. Greening Wire Cloth Co., Ltd., Hamilton

Wire Rope
Baines & Peckover, Toronto.

Wrapping Paper
McArthur & Co., Alex., Montreal, Que.

Wrenches and Accessories
Can. Foundries & Forgings, Ltd., Brockville, Ont
Goodell-Pratt Co., Greenfield, Mass.
Keystone Mfg. Co., Buffalo, N.Y.
L. S. Starratt Co., Athol, Mass.
Trimont Mfg. Co., Roxbury, Mass.
Will B. Lane, Chicago, Ill.
J. H. Williams Co., Brooklyn, N.Y.

Wrenches, Alligator
Bridgeport Hardware Co., Bridgeport, Conn.

Wrenches, Ratchet
L. S. Starrett Co., Athol, Mass.
Spielman Agencies, Montreal

Wrought Nipples
Canadian Tube & Iron Co., Ltd., Montreal

Wrought Couplings
Canadian Tube & Iron Co., Ltd., Montreal

Wringers, Hand and Power
Beatty Bros., Fergus, Ont.
Caverhill, Learmont & Co., Montreal
Dowswell, Lees & Co., Hamilton.
J. H. Connor & Sons, Ltd., Ottawa
Lewis Bros., Ltd., Montreal
Merchants Hardware Specialties, Ltd., Calgary, Alta.

Zinc, Bar
Canada Metal Co., Ltd., Toronto

A Profitable Line to Handle

Hardware dealers are finding Brantford Asphalt Slates a line that it pays to feature.

This modern roofing material is particularly suitable for present day conditions when labor is scarce and high, because time can be saved on the job—Brantford Asphalt Slates being quickly and easily laid on account of their pliability and their regularity of size. They do not split when nailing. Every one is perfect.

House in Kingston roofed with Brantford Asphalt Slates

Brantford Asphalt Slates are suitable for any building with a pitch roof. They are used on many costly homes to-day, yet they are moderate in price. There should be many roofing opportunities in your locality. Write for our proposition.

Brantford Asphalt Slates

Brantford Roofing Co. Limited

Head Office and Factory: Brantford, Canada

Branches at Toronto, Montreal, Halifax

WANTED, AT ONCE — CAPABLE HARDware man to manage retail hardware business in thriving Ontario town. State experience, salary expected, and give references. Apply Box 182, Hardware and Metal.

Men who are capable of managing a retail hardware business are not easy to find. The position requires a high type of ability. Above all, it requires a man who recognizes opportunities and who knows how to make the most of them. That type of man in the hardware business is almost invariably a reader of HARDWARE AND METAL. There were fifteen replies to the advertisement shown here. It was a point in favor of all the applicants that they were in the habit of reading HARDWARE AND METAL.

USE THE WANT AD PAGE

If interested, tear out this page and keep with letters to be answered.

Fearless and Entertaining

This is the most momentous time in history, and you want your reading to keep you abreast of what is happening in the world. You want articles that are timely, vital, fearless. Here's what is offered in June MACLEAN'S:

Must the British Empire Cease to Exist? Must all nations, as separate nations, cease to exist? Read what is said on this subject by - - - - - - - - - - **H. G. Wells**

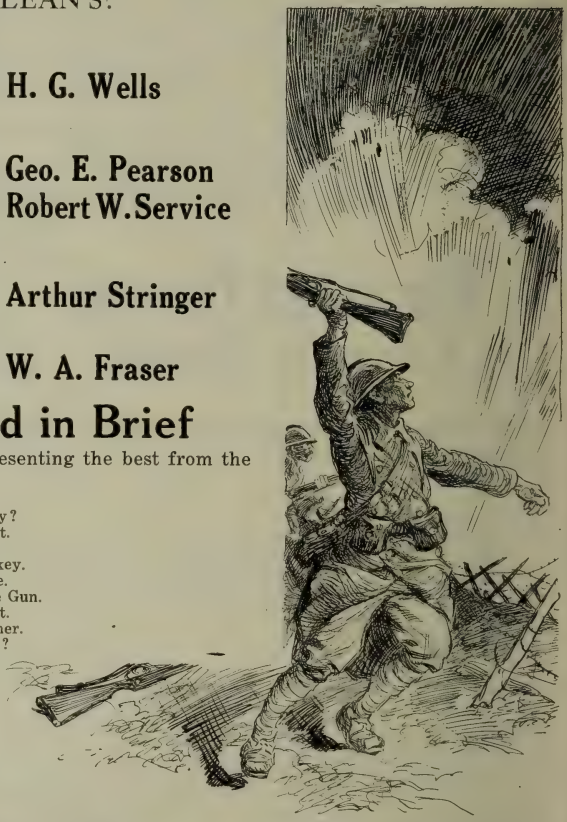
When a thousand guns play on a single trench, what happens in that trench? A powerful description by one who lived through it by - - - - - - - - - **Geo. E. Pearson**

A soul-stirring ballad of the trenches by **Robert W. Service**

Galvanizing the Government at Ottawa. An article on the work of the Ginger Group.

A gripping mystery story by - - - **Arthur Stringer**

The Three Sapphires—A new serial story combining Hindu mystery and war intrigue by a great Canadian novelist. **W. A. Fraser**



News of the World in Brief

The following articles are reprinted as representing the best from the best magazines the world over:

Is This Germany's Plan?
Is Japan Seeking a New Ally?
How Allied Victory Was Lost.
Is Foch Another Napoleon?
How Germany Annexed Turkey.
The Death of General Maude.
That Mysterious Long Range Gun.
How Bolo Pasha Was Caught.
The World is Growing Warmer.
Super-Kaiser or Little Willie?

JUNE MACLEAN'S

"Canada's National Magazine"

At All News Stands - 20c.

Get Our Catalogue of Builders' Hardware and Furniture Trimmings

In it you will find reproductions of designs of the different styles and patterns, including the very latest ideas in trimmings for Period Furniture, as well as other kinds.

Sash Locks, Sash Lifts, Casement Fasteners, Door Pulls, Hat Hooks, Transom Catches, Key Plates, Flush Bolts, Sash Push and Pull Plates, House Numbers, Door Knockers, Casement Adjusters, etc.

Write to

Stratford Brass Company
Limited

STRATFORD - - ONTARIO

A display will immediately improve your sale of *Sani-Flush*

The need for ***Sani-Flush*** is self-apparent. People are ready to buy it as soon as it is called to their attention by a local merchant.

Some women are just a little timid about asking for ***Sani-Flush*** on account of its being used for cleaning water-closets. You overcome this embarrassment by showing a can of ***Sani-Flush*** on a counter where a customer may simply point to it and say: "Give me a can of that!"

Sani-Flush is different from other articles you handle and should be given special treatment.

Harold F. Ritchie & Co., Limited

10-12 McCaul Street, Toronto, Ont.

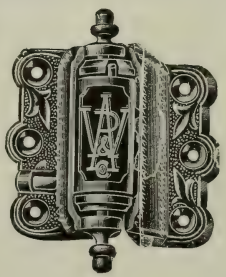
T-F Quality Spring Hinges

A Line that always makes good with the trade

Spring hinges will be in big demand as soon as the warm weather sets in. Now is the time to order from your jobber.

When you buy T-F Spring Hinges you are buying a line that will sell easily and give every satisfaction.

We take pride in producing a high quality article.



Taylor-Forbes Co., Limited, Guelph, Ontario

FREE—A Counter Display that sells MENDETS

A PATENT PATCH

Ask your jobber for a "Mendets" Counter Display. Put it where your customers will be constantly reminded that they need "Mendets" to repair leaky graniteware, hot water bags, cooking utensils and rubber goods of all kinds.

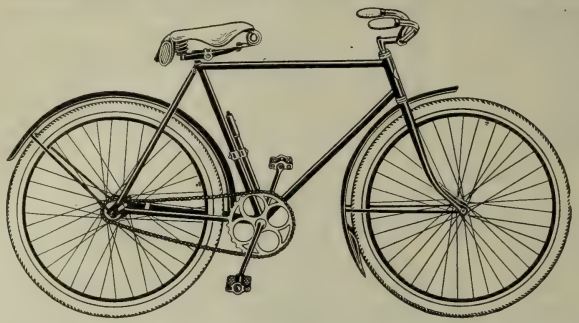
Sales follow as a matter of course.

Ask your jobber to supply you with a Mendet Display Container. It attracts favorable attention and brings profitable sales.

Wholesale Hardware Merchants Who Sell MENDETS:—Whites, Ltd., Collingwood, Ont; Wood, Vallance, Ltd., Winnipeg, Man.; Wood, Vallance & Co., Hamilton, Ont.; Hobbs Hardware Co., Ltd., London, Ont.; D. H. Howden & Co., Ltd., London, Ont.; Thos. Birkett & Son Co., Ltd., Ottawa, Ont.; Miller-Morse Hardware Co., Winnipeg, Man.; Marshall Wells Alberta Co., Ltd., Edmonton, Alta.; Walter Woods & Co., Winnipeg, Man.; Rogers Hardware Co., Ltd., Charlottetown, P.E.I.; Thomson & Sutherland, Ltd., North Sydney, N.S.; Merrick, Anderson Co., Ltd., Winnipeg, Man.; A. M. Bell & Co., Halifax, N.S.; J. H. Ashdown Hardware Co., Ltd., Winnipeg, Man.; Bond Hardware Co., Guelph, Ont.; Emmerson & Fisher, Ltd., St. John, N.B.; R. Chestnut & Sons, Fredericton, N.B.; L. H. Hebert & Co., Montreal, Quebec; Cowan Hardware Co., London, Ont.; The Hanbury Hardware Co., Brandon, Man.; McLennan, McFeely & Co., Ltd., Vancouver, B.C.; Martin, Finlayson & Mather, Ltd., Vancouver, B.C.; Crowell Bros., Halifax, N.S.; Cavernhill, Learmont & Co., Montreal, Que.; Revillon Wholesale Ltd., Edmonton, Alta.; Wood, Vallance & Adams, Ltd., Calgary, Alta.; Louis McLain Co., Ltd., Winnipeg, Man.; Lewis Bros., Ltd., Montreal, Que.; Wood, Vallance & Legeat, Ltd., Vancouver, B.C.; Kennedy Hardware Co., Toronto; T. McAvity & Sons, Ltd., St. John, N.B.; H. S. Howland, Sons & Co., Toronto.

Collette Mfg. Company, Collingwood, Ont., Canada

EASY - RIDING HYSLOP BICYCLES



Standard of Canada for 30 Years

The combination of warm weather and good roads is sure to stimulate the demand for bicycles, and the dealer with a stock on hand will get the business.

IMMEDIATE DELIVERY

Real service means prompt shipments. We are prepared to quickly execute orders for bicycles and sundries. This means something to YOU at this season of the year.

WHOLESALE ONLY

Send for catalogue and discount sheet. It will put dollars in your pocket.

HYSLOP BROTHERS, LIMITED

TORONTO, CANADA

Let Hardware & Metal—the paper most interested in your business—help you in your Want Ad. Problems.

Its circulation is among Business Men, interested in the same way as you are. Consequently, any replies you received would be earnest enquiries after business. You would thus eliminate the curious.

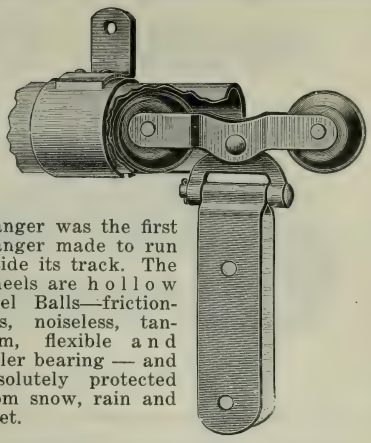
Use the Want Ad. Page of Hardware & Metal frequently to fill your needs. It will pay you.

Mr. Hardwareman

Have you ever considered the advantages of advertising your wants in HARDWARE AND METAL? One of the most important of these is the fact that there is no waste circulation. HARDWARE AND METAL goes only to the people who are directly interested in the trade. We have offices in Montreal, Toronto, and Winnipeg. If you like you can have a box number in care of either one of these offices, whichever is nearest to you. We will then notify our representative there and he will promptly forward any replies which may come in answer to your ad. Remember, Thursday noon is the latest for receiving want ads for the current issue.

Hardware & Metal
Want Ad Department

The Cannon Ball Barn Door



MEHASCO

ANOTHER MEHASCO MESSAGE 5

Hanger was the first Hanger made to run inside its track. The wheels are hollow steel Balls—frictionless, noiseless, tandem, flexible and roller bearing — and absolutely protected from snow, rain and sleet.

For a strong, serviceable Hanger to run outside we heartily recommend the 20th Century. Both these tracks can be conveniently carried under the counter in a hardware store as the Cannon Ball is put up in three-foot ends and the 20th Century in two-foot. This makes it very convenient for the consumer to take home in an automobile, buggy, or democrat.

Merchants Hardware Specialties, Ltd.
CALGARY

"Not what you PAY but what you GET for what you pay."

These well-known Brands stand for quality first and foremost. Handle the best—it pays, because it means satisfied customers.

BUILDING PAPER

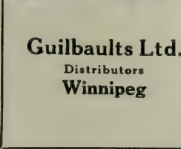
"Triumph," "Navy," "Cyclone," "Sunrise," "Western King," and "Monarch."

PREPARED ROOFING

"Indruroid," "Winner," "North Star," "Klingon."

"Comfort" Felt. Red Resin, Blue Plaster Board.
Ask for Price List and Samples.

O-RIB-O MFG. CO., LTD.
WINNIPEG



Philco
Rubber Roofing

Made of the highest graded, perfectly selected wool felt, thoroughly saturated and coated with pure Gilsonite Asphalt, the most perfect waterproofing compound of the kind known to the commercial world.

Carey Fibre Coating

Makes old roofs like new.

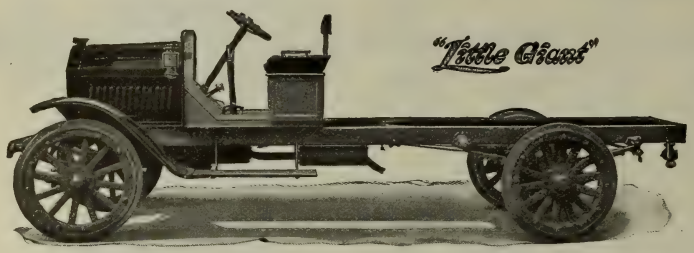
Covers entire roof, absolutely sealing and stopping all leaks, cracks and breaks of every nature in roofing; also for lining worn out gutters, repairing broken slate roofs and skylights, and waterproofing stone foundations.

We also handle Carey's Asbestos Table Mats.

Guilbaults Ltd.
Distributors
Winnipeg

If interested, tear out this page and keep with letters to be answered.

WORM DRIVE TRUCKS



NOTE
One Year Guarantee backed by a Corporation with resources of $14,000,000

MODELS FOR ALL BUSINESS

One, Two, Three and a Half and Five Tons

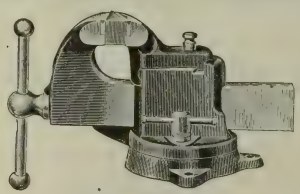
Canadian Pneumatic Tool Co., Limited

For Territorial Agencies, write
Montreal Office

345 CRAIG STREET WEST
MONTREAL

BRANCH:
107 Church St., Toronto

ROCK ISLAND
VISES *A Type and Size for Every Service*



No. 70—Diamond Vise

The Swivel Base Vise has all the qualities, strength and design of our Stationary Base Vise. In both types the material is well distributed and all vital points are reinforced.

Write for Catalogue and Prices.

Factory and Office:

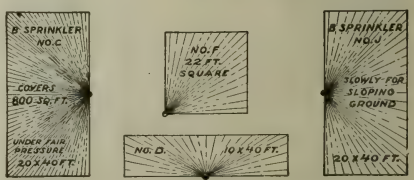
ROCK ISLAND MFG. CO.

ROCK ISLAND, ILL., U.S.A.

New York
113 Chambers Street

Chicago
180 North Market Street

SPRINKLERS



Order the style that best fits your lawn. Stock Style D, F & J.

B. Sprinklers are made in four styles so that different shaped lawns may be irrigated. They do not throw water on side to which hose is attached; therefore, may be picked up and moved without turning off the water.

The only Sprinkler that will irrigate the lawn right to the edge of the sidewalk without wetting the walk.

Thos. Birkett & Son Co.

LIMITED

OTTAWA, ONTARIO

If interested, tear out this page and place with letters to be answered.

Business Houses by the Hundred Buy "Confidential Circulars" for Dollars When Cents Would Buy Far More Facts

Waldon Fawcett, Washington Correspondent, writes as follows in *The Fourth Estate:*

> "Hundreds and thousands of business houses in all lines of trade are to-day paying fees of $25.00 and $50.00 and upwards to 'business correspondents,' 'information bureaus,' etc., located in Washington, which do not supply in their weekly printed or mimeographed 'confidential' letters a tithe of the information obtainable through TRADE PAPERS at a fraction of the price."

THE MACLEAN PUBLISHING COMPANY own and publish the most comprehensive group of Trade and Business Newspapers in Canada. The paper you are reading now is one of the group. The complete list with their subscription cost per year is as follows:

THE FINANCIAL POST (Weekly)	$ 3.00 Per Year
HARDWARE AND METAL (Weekly)	3.00 " "
CANADIAN GROCER (Weekly)	3.00 " "
DRY GOODS REVIEW (Monthly)	2.00 " "
MEN'S WEAR REVIEW (Monthly)	2.00 " "
BOOKSELLER & STATIONER (Monthly).	1.00 " "
PRINTER AND PUBLISHER (Monthly) ..	2.00 " "
SANITARY ENGINEER (Semi-Monthly)...	1.00 " "
CANADIAN MACHINERY (Weekly)	3.00 " "
POWER HOUSE (Monthly)	1.00 " "
CANADIAN FOUNDRYMAN (Monthly) ..	1.00 " "
MARINE ENGINEERING (Monthly)	1.00 " "
FARMERS' MAGAZINE (Semi-Monthly)...	1.00 " "
MACLEAN'S MAGAZINE (Monthly)	2.00 " "
	$26.00

Any single issue of any one of the above newspapers most certainly contains far more information for the business man concerned than could possibly be put into the most voluminous circular ever mimeographed or printed. To subscribe to the whole list would cost you only $26.00 a year. And yet, as Waldon Fawcett intimates, thousands of business houses are still paying $50.00 and upwards for weekly mimeographed circulars containing not a tithe of the business news given in any single issue of any one of THE MACLEAN BUSINESS NEWSPAPERS.

THE MACLEAN PUBLISHING COMPANY, LIMITED

153 UNIVERSITY AVENUE, TORONTO

The Publisher's Page

TORONTO JUNE 8, 1918

¶The local hardware merchant exerts a great influence throughout the district in which his store is located. The majority of hardware merchants have been established for many years; they are reputable merchants who have built up their businesses on sound business principles and who have endeavored in every possible way to give the best possible service to their customers and supply them with goods which will give satisfaction.

¶ Is it any wonder, therefore, that when customers visit the store of a well-known and long-established hardware merchant, they consider him an authority on lines which he is selling and will usually follow out his recommendation regarding the lines which they wish to buy. Actual investigations have proven that in the majority of cases, customers place absolute confidence in the recommendation of their local dealer.

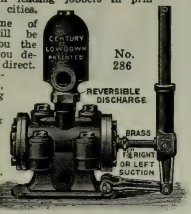
¶ The chief problem, therefore, confronting the manufacturer who wishes to distribute products to the hardware trade or to introduce new lines, whether direct or through wholesalers, is to sell the hardware merchant and his sales staff. When you sell the hardware merchant and his salesman on your line, you can rest assured that you have then gained the co-operation of the strongest retail selling force in the Dominion.

¶ Practically every worth-while buyer and seller of hardware in Canada can be reached through the advertising pages of HARDWARE AND METAL. The keenest hardware buyers in Canada are the closest readers of the advertising pages in HARDWARE AND METAL, because it pays them.

MYERS PUMPS

This will help you remember that you can purchase the famous Myers Anti-Freezing Cog Gear Glass Valve Seat Pumps through leading jobbers in principal Canadian cities.

Here are some of those who will be glad to sell you the Myers, or, if you desire, write us direct. The J. H. Ashdown Hdw. Co., Ltd., Winnipeg and Branches. E. G. Prior & Co., Ltd., Victoria and Branches. Lewis Bros., Ltd., Montreal. And many others.



F. E. MYERS & BRO., Ashland, Ohio

OAKEY'S

The original and only Genuine Preparation for cleaning Cutlery

'WELLINGTON'

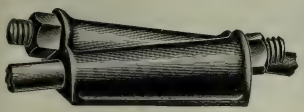
KNIFE POLISH

JOHN OAKEY & SONS, LIMITED

Manufacturers of

Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, S.E.1., Eng.



Malleable Iron Lugs

SILOS TANKS
WOOD PIPE LINES

Variety of patterns, using round and flat bands.

Otterville Manufacturing Co.
LIMITED
OTTERVILLE, ONT.

If you want easy-fitting eavetrough and conductor pipe, etc., order from us.

WHEELER & BAIN
TORONTO

A SUCCESSFUL SEASON

awaits the merchant who handles goods that are

EASY TO SELL
WILL SATISFY YOUR CUSTOMERS
AND GIVE YOU A GOOD PROFIT

London Bar Iron

FILLS THE BILL

It stands up always in Durability and Strength, and makes good for the user.
Just keep in mind the unsettled state of the Iron market owing to war requirements, embargoes, etc.
Fill up the stock for your customers and thereby save them and yourself disappointment.

Sales representatives: Manitoba, Bissett & Webb, Winnipeg; British Columbia, McPherson & Teetzell, Vancouver.

London Rolling Mill Co.

LIMITED
LONDON, CANADA

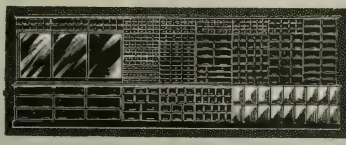
SHARRATT & NEWTH'S

GLAZIERS' DIAMONDS are unequaled for cutting and wearing qualities.

To be obtained from Dealers in Glass, Hardware and Painters' Supplies

Agents: A. RAMSAY & SON COMPANY, Montreal

Glaziers' Diamonds



Wall Cases, Shelving, Display Counters, Nail Bin Counters, Screw Cases—all kinds of Store Fittings.

The quality of our goods is top-notch. Prices right.

CAMERON & CAMPBELL, Sole Manufacturers
Toronto, Canada

YOUR WANTS

are many here below. Use HARDWARE & METAL want ad. page and get rid of a few of them.

MANUFACTURERS SUPPLIES

Firms advertising in this department are particularly interested in supplying requirements of manufacturers, and solicit their inquiries.

Acme Waste Mfg. Co.

LIMITED

Cotton and Wool Waste Manufacturers

482 Wellington Street West, Toronto, Ont.
5 Queen Street, Montreal, Que.

Western Representatives:

P. A. C. McINTYRE & CO.
206 Scott Block, Winnipeg, Man.

Write to any one of these places when in need of waste.

C. KLOEPFER, LIMITED

Edward Halloran, Manager

44-50 Wellington Street East, TORONTO
And at Guelph

IRON and STEEL
HEAVY HARDWARE
AUTOMOBILE ACCESSORIES

ACME

PATENTED

Why not stock these lines, which will bring you good results.

Ironing Tables, Garden Seats, Sleighs, Folding Chairs, Kiddy Karrs, Toboggans, Lawn Swings, Iron Washers, Mail Boxes, Chair Seats, Snow Shovels, Games, Knife Sharpeners, Auto Tire Vulcanizers, Orange Peelers, Sifting Shovels, Croquet Sets, Hibernocycle, Tennis Rackets.

Acme Steel Goods Co. of Canada, Ltd.
MONTREAL
AGENTS:

British Columbia, R. G. Bedlington & Co., Vancouver; Alberta and Saskatchewan, Frederic Sara & Co., Calgary; Manitoba, P. D. Macbeth, Winnipeg; Western Ontario, W. J. Grant, Toronto; Toronto City, Lynch & Manley, Toronto; Eastern Ontario, L. E. Adams, Toronto; Montreal City, J. M. Paquin, Montreal; Quebec City, Landry & Simard, Quebec; New Brunswick, St. John Sales Co., St. John; P. E. Island, Jas. D. Offer, Charlottetown; Newfoundland, Walter Clouston, St. John's.

Cleveland Grindstones
IT'S IN THE GRIT

GENUINE BEREA STONE from our famous quarries at Berea, Ohio, in Cuyahoga County has been the WORLD'S STANDARD for more than 65 years. You can get this quality only through us. Have your jobber order "Clevelands" for you to-day.

CLEVELAND TRADE MARK GRINDSTONES

Write for folder, "Selection and Care of a Grindstone."

THE CLEVELAND STONE COMPANY
1836 Euclid Ave., 8th Floor, CLEVELAND, O.
BISSETT & WEBB, LTD., Winnipeg.
Western Distributors.

WILKINSON & KOMPASS
TORONTO HAMILTON WINNIPEG
IRON AND STEEL
HEAVY HARDWARE
MILL SUPPLIES
AUTOMOBILE ACCESSORIES
WE SHIP PROMPTLY

Mr. Dealer: Sell This Fence

Establish a trade that will stay with you and at the same time will show a substantial growth. Compare this strong, rustless, unyielding fence alongside flimsy netting, and every poultry raiser will flock to your store. Note the close spaces at bottom that turns the small chicks and keeps out intruders.

PEERLESS COILED SPRING FENCE

SEND FOR LITERATURE

Get our catalogue of fencing for all purposes. Every foot of it guaranteed. Write today for agency in open territory. Our fence in every instance backs up our advertising.

The Banwell-Hoxie Wire Fence Co., Ltd.
Winnipeg Man. Hamilton, Ont.

If interested, tear out this page and keep with letters to be answered.

Look for the full name

Russell Jennings

stamped on the round of our

Auger Bits

The original double twist auger bit, patented by Mr. Russell Jennings in 1855

Russell Jennings Mfg. Co.

CHESTER, CONN., U.S.A.

GERMANTOWN

LAMPBLACK

THE L. MARTIN CO.

HEADQUARTERS FOR

LAMPBLACK

IN ENGLAND AND AMERICA

Originators of Eagle, Old Standard, Globe and Pyramid Germantown Brands.
Suppliers of Bulk Blacks to the highest class Grinding Trade.

THE L. MARTIN CO.

Montreal, Toronto, Winnipeg, New York, Phi'ade'phia, London, Eng.

BRANTFORD

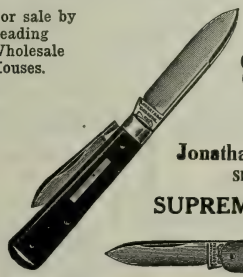
The Superior All Round

GLUE

You'll find that Glue sold in packages meets with much favor with the consumer—that's "Brantford" Glue. Very economical. Put up in ¼, ½ and 1 lb. packages. Buy from your jobber.

CANADA GLUE CO., Limited - - Brantford, Ontario.

For sale by Leading Wholesale Houses.



Corporate Mark

Granted 1780.

Jonathan Crookes & Son

Sheffield, England

SUPREME CUTLERY

JOSEPH RODGERS & SONS

SHEFFIELD, ENG. LIMITED

Avoid imitations of our

CUTLERY

By seeing that this exact mark is on each blade

REGISTERED TRADE MARK

GRANTED 1682.

SOLE AGENTS FOR CANADA

James Hutton & Company

MONTREAL

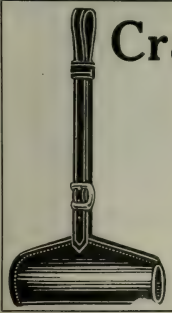
Linoleum Binding

Canadian hardware dealers can now secure all styles and widths of linoleum and oilcloth bindings. "Made in Canada" from Canadian metals.

Insist on your jobber supplying Canadian goods or write direct to

BEST WEATHER STRIP CO., LIMITED

HAMILTON, CANADA



Crank Holders

Slip a $2.00 bill in an envelope for a dozen of these necessary accessories.

We will pay delivery charges. Not much money involved and they will help to tingle cash.

SPECIAL PROPOSITION TO JOBBERS

G. L. GRIFFITH & SON

STRATFORD, ONT.

Dealers!

A Vest Pocket Lock for Chevrolet Cars

Easy and Simple to operate.

Inexpensive. Every owner will want one. Order from—

Homer & Wilson

1-3-5 Lancaster St.

Hamilton, Ont.

If interested, tear out this page and place with letters to be answered.

TRADE MARKS

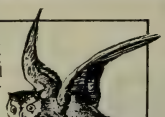
Any trade-mark shown on this page, when stamped on an article of hardware, is the manufacturer's personal "O.K.," guaranteeing the quality of the product.

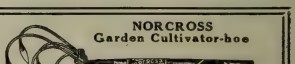
OWL

BABBITT METALS

A composition of pure virgin Metals with unusual wearing qualities. Always specify Owl Brand. Made in the West by

THE OWL METAL CO., LTD.
WINNIPEG, MAN.





NORCROSS
Garden Cultivator-hoe

"Used the World Over"
Send for Catalog

C.S. Norcross & Sons, Bushnell, Ill.

STEEL STAMPS

Drop a card for prices and particulars.

HAMILTON STAMP & STENCIL WORKS, LTD.
HAMILTON, ONT.

"Climax" Paper Balers

Turn Waste Paper Into Money

FREE—10 DAYS' TRIAL.

12 sizes.
Made of Steel.
Reduces your fire risk.
Salesmen and Dealers Wanted.

CLIMAX BALER CO.
HAMILTON, ONT.

BLUE LABEL LAMPS

ALWAYS SATISFY
Made by
The Canadian Tungsten Lamp Co., Limited
Hamilton, Canada

STERLING

Hack Saw Blades and Machines

Manufactured by

Diamond Saw & Stamping Works
BUFFALO, N.Y.

BATH ROOM FITTINGS

KINZINGER, BRUCE & CO., LIMITED
NIAGARA FALLS, CANADA
WHAT WE MAKE WE GUARANTEE

AUTO ACCESSORIES

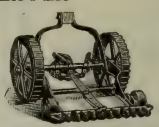
FOOD CHOPPERS

Knives and plates made from wrought Swedish steel of finest quality. These choppers may be had tinned all over or enamelled white inside and japanned red outside. Stock carried.

F. W. LAMPLOUGH & CO.
Unity Bldg., Montreal

THE CLIPPER

There are three things that destroy your lawn. Dandelions, Buck Plantain and Crab Grass. In one season the Clipper will drive them all out. All dealers should investigate selling possibilities. Drop us a line and we will send circular and prices.



CLIPPER LAWN MOWER CO. Dixon, Ill.

The PARMENTER BULLOCH CO., Ltd
GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

ALLEN FLUX

Non Acid Soldering Flux

Makes a joint stronger than the metal soldered and a shade less than three times as strong as where muriatic acid flux is used. sample free.

Bissett & Webb, Ltd.
126 Lombard St., Winnipeg, Can.

Strong, Serviceable Trucks of all Kinds

Stocked for immediate delivery. Rubber-tired if desired. Also platform trucks. Repairs supplied.

John Watson Mfg. Co., Ltd.
Winnipeg

TRADE **SAWYER** MARK
Registered

STITCHED CANVAS BELTS
"THE QUALITY BELT"
PLEWES LIMITED, Distributors, WINNIPEG
A good concern to do business with

Your Ad In This Paper

will get the attention of the busy men. They find here what they want, and they use it as a catalogue when they are in need. Will they see your ad?

STOVE & ELECTRICAL
MICA
Stove mica in assorted sizes for the trade
A. G. MARTIN
234-236 Besserer St.
OTTAWA, ONT.

CROWBARS

No. 102-A—CHISEL POINT

We offer you bars made of High Carbon Steel at the same price as you are buying the Mild Steel Bar elsewhere. Send us a trial order.

B. J. COGHLIN CO., LIMITED, Office and Factory: Ontario St. East, MONTREAL

TARRED FELT

SPECIFY DOMINION BRAND

J. H. McCOMB, LIMITED

Manufacturers of all kinds of Building Paper, Pitch and Coal Tar

MONTREAL

THE PROGRESSIVE MANUFACTURING CO.
Torrington, Conn., U.S.A.

FORSTNER BITS

bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTER. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability. Made for Brace—made for machine. Packed singly; packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Only through your jobber to-day.

COLONIAL WIRE MFG. CO., LIMITED

WORKS: LACHINE CANAL, MONTREAL

MANUFACTURERS OF

SMOOTH STEEL WIRES—Bright, annealed, oiled and annealed.

Tinned Mattress Wire, Broom Wire, Fine Wires—Plain and Galvanized.

FENCE STAPLES—WIRE NAILS—WOOD SCREWS

PUMP RODS—Plain and Galvanized.

SELLING AGENTS:

CANADIAN TUBE & IRON CO., Limited, MONTREAL

The Peterboro Lock Mfg. Company, Limited

Peterboro, Canada

Established 1885

MANUFACTURERS OF

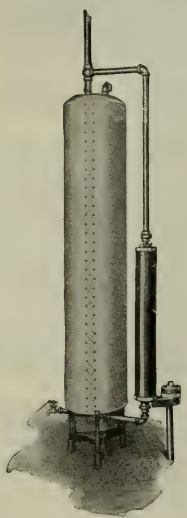
BUILDERS' HARDWARE

Ship Hardware, Saddlery Hardware, Padlocks, Door Checks, Brass and Iron Castings, Stampings and other Hardware Specialties.

Advertising makes for a better product—

Not only does advertising create a good impression regarding the product advertised but it **makes for a better product.** There are added responsibility and written-printed claims to substantiate.

Electrical



National ELECTRIC

Every home needs an Electric Circulation Water Heater.

There are more National Circulation Water Heaters sold in Canada than any other make.

There is a reason.

Have you a stock to meet the demand? If not, communicate with your nearest jobber, or direct with us.

The National Electric Heating Co., Ltd.
TORONTO, CANADA

The MacLean Business and Class Publications in Canada

TO SELL or buy from Canada such lines as machinery, hardware, food products, dry goods, books and stationery, paper, printing machinery and supplies and general merchandise of almost every description, raw or manufactured, use or consult the MacLean Business and Class Publications, as per list below. For special information, write the publishers. Concerning the quality of the MacLean publications, let this copy of HARDWARE AND METAL which you hold in your hands speak for all. The MacLean list of 14 publications is as follows:—

THE CANADIAN GROCER (Est. 1886)
HARDWARE AND METAL (Est. 1889)
DRY GOODS REVIEW (Est. 1889)
MEN'S WEAR REVIEW (Est. 1898)
CANADIAN MACHINERY (Est. 1905)
THE POWER HOUSE (Est. 1907)
BOOKSELLER AND STATIONER (Est. 1884)
THE SANITARY ENGINEER (Est. 1907)
MARINE ENGINEERING OF CANADA (Est. 1910)
CANADIAN FOUNDRYMAN (Est. 1909)
PRINTER AND PUBLISHER (Est. 1892)
THE FINANCIAL POST (Est. 1907)
MACLEAN'S MAGAZINE (Est. 1896)
THE FARMER'S MAGAZINE (Est. 1910)

This fact may interest you: namely, the MacLean organization is the largest concern of its kind in the British Empire. The output of its mechanical department every working day is the equivalent of a 112-page publication of the size and type of this copy of HARDWARE AND METAL.

Our London Office, 88 Fleet Street, E.C.

Also at: NEW YORK, BOSTON, CHICAGO, MONTREAL, WINNIPEG

For over 20 years the MacLean Publishing Company has maintained a fully-staffed London office, and has rendered British and Continental manufacturers, shippers, and traders an invaluable service in many directions.

Our London managing director, Mr. E. J. Dodd, has just returned to London after an extended visit to Canada, during which time he investigated very closely the trade conditions and opportunities of both Eastern and Western Canada. Mr. Dodd will welcome correspondence from all who may wish fresh, full and well-informed knowledge concerning trade prospects, connections and introductions as these relate to Canada.

Specimen copies of the MacLean publications will be cheerfully forwarded to all asking for them. Address us at London or Toronto.

The MacLean Publishing Company, Limited

143-153 University Avenue **Toronto, Canada**

Electrical

"I have no place to attach them," says one
"It is inconvenient to take out a lamp," says another

IT has been stated that hundreds of thousands of the useful electrical appliances sold, such as irons, etc., are not used at all, while other hundreds of thousands are used only on rare occasions. Why?

There is No Convenient Place to Attach Them

This is a startling condition.

To the central station it means a loss of revenue.

To the manufacturer, jobber and dealer it means that there is a vast number of unused appliances standing as a barrier in the way of further sales.

What can we do?

How can we remove the obstacles to more revenue, greater sales, greater use of electrical household appliances? The easiest, simplest method of providing an extra outlet, both for emergency and everyday use is the

Benjamin
TWO-WAY PLUG

MADE IN CANADA

Supplies an extra outlet that is used, because it is put on at a point where more service is needed.

Attractive folders may be had on application. Send for copy.

Benjamin Electric Mfg. Co. of Canada, Ltd., Toronto, Ont.

If interested, tear out this page and place with letters to be answered.

Why Not Stock Them?

"1900" Cataract Electric

WE are Washing Machine specialists. For twenty years we have been manufacturing home laundry equipment exclusively. Our "1900" Cataract and "1900" Agitator Electric Machines are the best designed Washers on the market. They are mechanically perfect and give wonderful satisfaction.

A liberal profit is allowed on all "1900" Washers and Wringers. Our complete line includes washers that operate by Hand, Water Power, Engine Power and Electric Motor. We also have a full assortment of sizes and grades of superior, beautifully finished hand and power wringers. The profit made by carrying the "1900" line is limited only by the "prospects" within your reach.

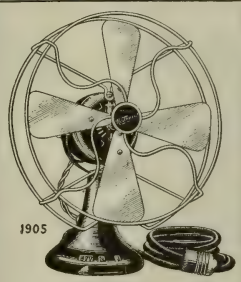
"1900" Agitator Electric

Extensively Advertised— And the Dealer Gets the Benefit

Every dealer who proves his worth is handed all the inquiries from his territory, resulting from our twice-a-year advertising campaigns.

If, at the present time, you do not carry a line of washing machines, or are looking for "something better," you will profit by writing our "Wholesale Department."

THE "1900" WASHER COMPANY
357 Yonge Street Toronto



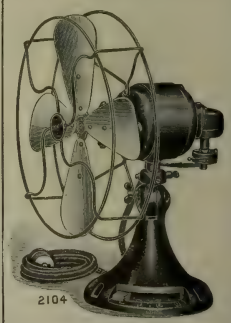
No. 44
2 Speed, 8 Inch

Hot weather's right here! Send your order NOW!

Here's hot weather right upon you and you're sure to lose early sales unless you're ready for the first enquiry.

Here are two popular styles of Factory Products Fans—fast sellers, year after year—popular with both dealer and consumer, because—

Profits are right and service to your customers is doubly sure. Order now if you intend to capture early business.



No. 450
3 Speed, 10 Inch, Oscillating

FACTORY PRODUCTS LIMITED

220 King Street West, TORONTO

If interested, tear out this page and place with letters to be answered.

Electrical

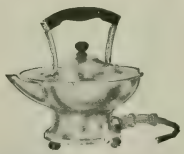
SUITABLE WEDDING GIFTS

UNIVERSAL Chafing Dish

UNIVERSAL Round Grill

UNIVERSAL Toaster

UNIVERSAL Tourist's 3-lb. Iron



UNIVERSAL Water Kettle

UNIVERSAL Coffee Percolator

CYCLONE Hair Drier

Sew-E-Z Motor

UNIVERSAL Curling Iron with Hair Dryer

NEW LIFE Vibrator

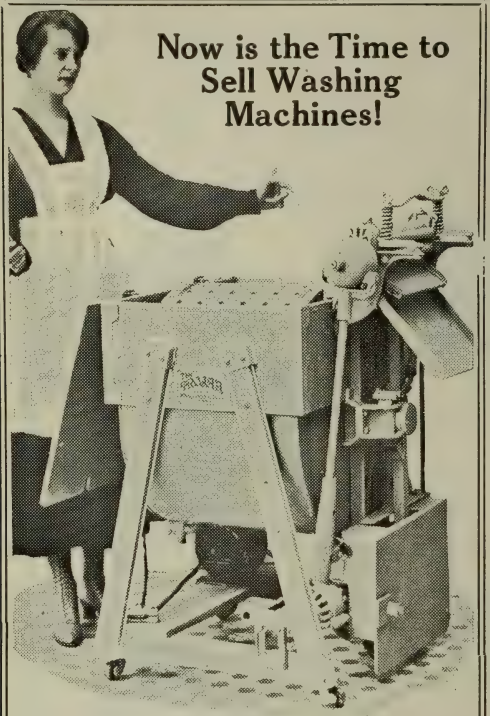
Head Office: Toronto. Sales Offices: Montreal, Halifax, Sydney, Ottawa, Cobalt, South Porcupine, London, Winnipeg, Calgary, Edmonton, Nelson and Vancouver

CANADIAN GENERAL ELECTRIC CO.
LIMITED

If interested, tear out this page and place with letters to be answered.

Electrical

Now is the Time to Sell Washing Machines!



In these abnormal times when there is so great a demand for the conservation of human energy, there is a wonderful opportunity for the dealer who sells washing machines and other labor-saving household appliances which represent more than ever before an essential industry.

The dealer who will have the most success in building up a profitable Household Appliance Department is the dealer who sells a washing machine such as the Trojan Electric, which, because of the absolute satisfaction it gives, will build confidence for him and for his store.

The "Trojan" Electric Washer

The Trojan is built to last a life-time. It is noiseless in operation and works more quickly than any other washer. Equipped with casters it can be easily moved into any room—through any door.

The simplicity and efficency of the "Trojan" is so easily demonstrated that **agents find no difficulty in convincing customers that it is the Electric Washer they should buy.**

We want an agency in every town and city in Canada where one has not already been appointed. If you are interested, WRITE US TO-DAY and we will put the proposition before you or arrange to have one of our representatives call and see you.

Made and Patented in Canada by

McDonald & Willson, Limited

Lighting Fixtures and Electric Supplies

12 Queen St. East, - TORONTO

Electric Fixtures

There IS a demand in your town for a better class of ELECTRIC FIXTURES. Why not direct your customers and friends to KNIGHTS' factory-to-user showroom with a letter of introduction? We protect you for 15% commission and look after the deal. Big selection. Low prices.

H. W. Knight & Bro.

86 Richmond St. East

Toronto Ontario

WANTED — RELIABLE, ENERGETIC hardware clerk, 8 to 12 years' experience. Capable of taking charge. Apply, stating salary and giving full particulars, to Box 170, Hardware and Metal, Toronto.

The firm who inserted the above advertisement in HARDWARE AND METAL showed good judgment.

Naturally, replies would only come from clerks who were in the habit of reading HARDWARE AND METAL—and every hardware merchant realizes that a clerk who reads HARDWARE AND METAL is the kind of clerk he wants, because he will be thoroughly informed on market conditions, new selling plans and the best methods of window display and advertising. The above advertisement brought in 23 replies. It cost only 67 cents.

USE THE WANT AD. PAGE.

Electrical

Every Farmer's Wife Wants a Washer

No farm should be without a washer, and for the retail salesman it is a question of demonstrating to the farmers' wives how much time and labor can be saved by having a washer. Less time and less work over the wash tub means more time for profitable, money-making work in the dairy or with the poultry.

Show the farmers' wives the

Patroit Spiral Cut Gear Hand Washing Machine

It will exactly fill the bill where power is not available. The name "Dowswell" is a guarantee of the quality of material and workmanship.

Dowswell, Lees & Company, Limited

HAMILTON, CANADA

Eastern Representative:
JOHN R. ANDERSON, MONTREAL

Western Representative:
HARRY F. MOULDEN & SON, WINNIPEG

If interested, tear out this page and place with letters to be answered.

100

—*Reliable Service*

—*Rapid Delivery*

Caverhill, Learmont Mail Orders

When the farmer is buying harvesting equipment or accessories there are reasons for his final choice.

He calls into consultation those who have "been there" before him. He asks the opinions of production men, gets all the expert knowledge at his command mobilized on the subject. No error is permissible—he makes thoroughly sure before he buys.

That the Caverhill, Learmont service in handling mail orders for

HARVESTING ACCESSORIES, ETC.

is both efficient and satisfactory is proven by the increase in this department of our business. We earnestly solicit your order for this season's business and will guarantee that the service rendered will please you to such an extent that you will remain our customer year after year.

Order Through

Caverhill, Learmont & Co.

MONTREAL

Wanted

SITUATIONS VACANT

WANTED — HARDWARE SALESMAN TO handle improved line of garden tools as a side line. Box 301, Hardware and Metal.

HARDWARE CLERK WITH 2 OR 3 YEARS' experience. Single. Class C man preferred Mills Hardware Co., Hamilton.

HARDWARE BUSINESS IN TORONTO. GOOD clean stock in high-class residential district. Box 225, Hardware and Metal.

WANTED—AN ENERGETIC TRAVELLER FOR Eastern and Western Ontario at once to sell mops, dusters and sanitary wire brushes to the trade only, on commission. Man with hardware connection preferred. Box 254, Hardware and Metal.

WANTED—FURNACE REPRESENTATIVE TO sell well-established line in Eastern Ontario. One with knowledge of tinsmith trade preferred. Canada Foundries & Forgings, Ltd., James Smart Plant, Brockville, Ont.

SITUATIONS WANTED

MARRIED MAN, SEVEN YEARS' EXPERIence, three wholesale, five retail, open to make change. Good references. Box 919, Hardware and Metal.

FOR SALE

FOR SALE—HARDWARE AND FURNITURE business, in good Northern Manitoba town. Stock $8,000. Practically cash business. Splendid opportunity for the right man. Owner affected by war. Apply Box 226, Hardware and Metal.

FOR SALE—ONE TON PURE PARIS GREEN —100-lb. kegs. 57 cents per pound. Cash with order. T. I. Thomson, Limited, Owen Sound.

Retail Hardware Business in Windsor, Ontario

OWING to the recent death of the owner the business of The Nelson Hardware Co., Ltd., established in Windsor for over 40 years, enjoying a steady profitable trade and with lease of its splendid location, is for sale. Apply to F. B. Brown, 260 St. James St., Montreal, Que., or E. A. Creary, Medbury Block, Windsor, Ont.

HARDWARE STOCK AND BUSINESS FOR sale in live town of 800. First-class farmers' trade. Hydro just coming in. Apply Box 360, Hardware and Metal.

FOR SALE—BUILDING AND HARDWARE stock in good live Saskatchewan village. Stock on hand about $6,000. Living rooms above. Good opportunity and terms for right man. Box 726, Hardware and Metal.

HARDWARE BUSINESS FOR SALE. STOCK about $25,000; right on the main street; buildings 25 x 120, two-story; owner retiring. Apply P.O. Box 275, Sudbury, Ont.

MISCELLANEOUS

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Ltd. Supplied by the trade throughout Canada (tf)

ADDING TYPEWRITER WRITE, ADD OR subtract in one operation. Elliott Fisher, Limited, Room 314 Stair Building, Toronto.

This page is the logical place for anyone in the Canadian hardware trade to place his "condensed" advertisements if he wants anything that can be supplied by any other Canadian hardwareman.

Do you want a clerk or store manager?

Do you want a position as clerk or travelling salesman?

Do you want a traveller?

Do you want to sell or exchange your business?

Do you want to buy a hardware business?

Do you want to buy or sell any store equipment?

If so, sit down now, and draft an advertisement for Hardware and Metal's "Wanted" page, setting forth just what you want, and stating your needs or qualifications.

Such an advertisement will automatically seek out for you, the only people you want to reach—those who are actively engaged in selling hardware, in Canada.

The cost?

Trifling! Two cents per word for first insertion and one cent per word for each subsequent insertion of the same advertisement. Each figure is counted as a word, and a charge of 5 cents extra per insertion is made when Box Number is required. In this way the advertiser's name is kept confidential.

Copy for Condensed Advertisements should reach the Toronto office of Hardware and Metal not later than Thursday morning to catch the current week's issue. In order to save unnecessary correspondence and bookkeeping, please remit with copy, preferably by money order.

MISCELLANEOUS

AN EXPERIENCED SALESMAN WOULD LIKE high grade lines for Montreal and Province of Quebec. Replies to Box 400, Hardware and Metal, 128 Bleury St., Montreal.

GOOD STENOGRAPHERS ARE WHAT EVERY employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto

DOUBLE YOUR FLOOR SPACE—BY INstalling an Otis-Fensom hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only $70. Write for catalogue "B," Otis-Fensom Elevator Co., Toronto.

FIFTY DOLLARS TIED UP IN OLD FIXtures that you are no longer using would make a lot of money for you if invested in stock and turned over three or four times a year. Get your money out, by selling the fixtures to one of Hardware and Metal's readers who may be looking for exactly what you have to offer.

2 cents

per word for the first insertion is the rate charged for an advertisement on this page. Each figure is counted as a word, and a charge of 5c extra is made when a box number is required.

When more than one insertion is ordered the cost is one cent per word for each subsequent insertion, providing the copy is not changed.

Write your message legibly and state the number of times you wish it to appear.

HARDWARE AND METAL "Wanted" ads get results.

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1900 Washer Co. 96

ADVERTISING to be successful does not necessarily have to produce a basketful of inquiries every day.

The best advertising is the kind that leaves an indelible, ineffaceable impression of the goods advertised on the minds of the greatest possible number of probable buyers, present and future.

HARDWARE BUSINESS WANTED — IN good Ontario town or city. Replies treated strictly confidential. Box 167, Hardware and Metal, Toronto.

This little advertisement inserted in HARDWARE AND METAL not long ago immediately brought eleven replies to the advertiser. And the cost was only 47 cents, including 5 cents for Box Number.

USE THE WANT AD PAGE

"HENDRYX"

Parrot Cages

The cage that satisfies both the consumer and dealer at once. The former demands quality, the latter—profits.

The cups are of tinned iron, non-rusting and indestructible.

Order a stock for May and June—the parrot season.

THE ANDREW B. HENDRYX CO.
New Haven, Conn.

"Multiped"

The Garden Hose That Doesn't Kink

A MOULDED, CORRUGATED HOSE OF EXTRAORDINARY STRENGTH, MADE IN LENGTHS OF ABOUT 500 FEET.

MANUFACTURED SOLELY BY **GUTTA PERCHA & RUBBER, LIMITED**

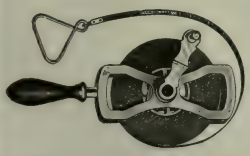
Toronto, Halifax, Montreal, Ottawa, Fort William, Winnipeg, Regina, Saskatoon, Lethbridge, Calgary, Edmonton, Vancouver, Victoria

LUFKIN

MEASURING TAPES

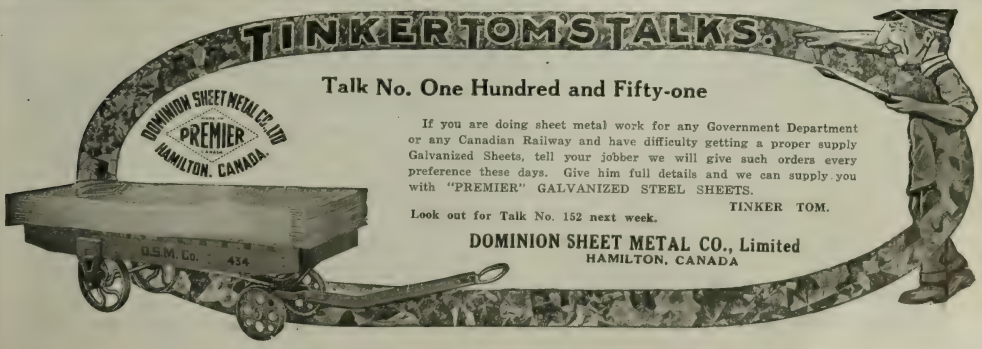
Stand on a Record of Performance as well as a Guarantee

FROM THE
Common "Ass Skin" Tape to the Finest Engineers' Patterns
Instantaneous Readings, Nubian (dark) Finish, Metal-lined Cases, Improved Reels, Etc.
Stocked by Hardware and Supply Jobbers.



THE LUFKIN RULE CO. OF CANADA, LTD. **Send for Catalog**
WINDSOR, ONT.

TINKER TOM'S TALKS.



Talk No. One Hundred and Fifty-one

If you are doing sheet metal work for any Government Department or any Canadian Railway and have difficulty getting a proper supply Galvanized Sheets, tell your jobber we will give such orders every preference these days. Give him full details and we can supply you with "PREMIER" GALVANIZED STEEL SHEETS.

TINKER TOM.

Look out for Talk No. 152 next week.

DOMINION SHEET METAL CO., Limited
HAMILTON, CANADA

Sell G.T.D. Leather Roll Automobile Screw Plates

to the Automobile Owner, Chauffeur and Repairman. Curtailment of automobile production means harder usage for older cars, consequently more repair work and more sales of automobile tools.

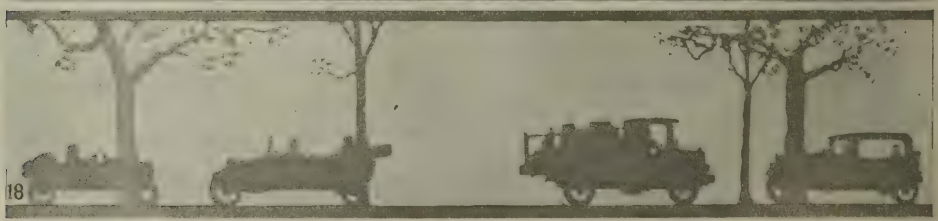
G. T. D. Leather Roll Screw Plates make an exceptionally strong appeal to the auto man. They are light in weight (No. 1475 shown here weighs but 3 lbs.) and compact, and cut S. A. E. Standard threads in all of the most comon sizes.

Are you getting your share of the profits?

Better get in touch with us early.

Wells Brothers Co. of Canada, Limited
GALT, ONTARIO

GTD



HARDWARE AND METAL

Vol. XXX
No. 24

PUBLISHED EVERY SATURDAY SINCE 1888

THE MACLEAN PUBLISHING COMPANY, LIMITED
PUBLICATION OFFICE: TORONTO, CANADA

June 15
1918

Ten Times the Illumination for the Same Money

WITH such a selling argument—and it's a proven fact—you'll find the Wallace Lamp a quick seller.

It's just the lamp that's needed in home and office. It gives more illumination (ten times more) than the ordinary ceiling light, and exactly where it's wanted, without waste. Cuts down the light bills.

Demonstrate it on office desk, arm of easy chair, sewing machine or dressing table, and your customers will want one. Folds to small size for travelling.

A. C. PENN, Incorporated, New York

Canadian Distributors:
MENZIES & CO., Limited, 439 King St. W., Toronto, Canada

Wallace
ADJUSTABLE Lamp

"Approved by the U.S. National Board of Fire Underwriters"

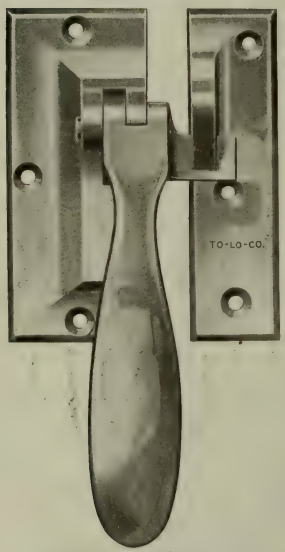
$4.25

in Brass, Nickel or Bronze Finish

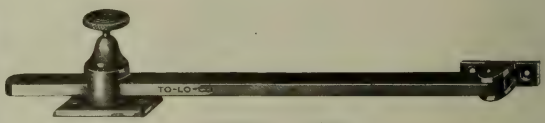
"TO-LO-CO"

BUILDERS,' CABINET AND REFRIGERATOR HARDWARE

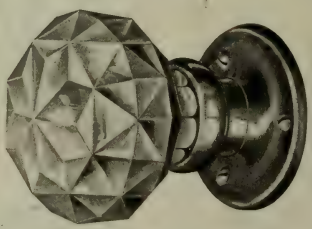
We solicit a nation-wide patronage for our extensive range of builders, cabinet and refrigerator hardware.
The four lines here illustrated are representative of the hundreds you will find assembled under the "To-Lo-Co" brand and listed in our new catalog.
The new "To-Lo-Co" Catalog "A" is now off the press and ready for delivery. If you have not received a copy, one will be mailed on request.



REFRIGERATOR CATCH NO. 1860.
This while very popular is only one of the seven distinctly different styles to select from in our new catalog. It is made of Polish Cast Brass or Nickel-plated.



CASEMENT ADJUSTER.
Of the five styles we carry the No. 431 shown above is the most popular. Comes in Brass metal in two sizes, 10 and 12 inch.



CUT GLASS DOOR KNOBS.
This is No. 645—a real winner, handsome in appearance, well finished; has wrought brass roses; made in 2¼ and 2½ inches, any finish required. Other styles in cut and pressed glass.

KNOB AND ESCUTCHEON.
"Colonial" design in wrought brass or steel. There are in all some two score different styles to select from in the "To-Lo-Co" range. The above is Knob No. 7630, Escutcheon No. 1934.

British Material *British Capital* *British Workmen*

TORONTO LOCK MANUFACTURING CO.

Factories: Patterson Place,

TORONTO, CANADA

ESTABLISHED 1847

The House of the Padlock

From the Cutlery Department

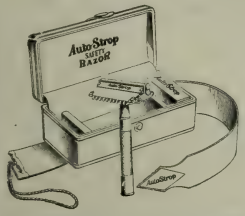
Safety Razors

for every man in khaki or mufti

The merchant who realizes the importance of the safety razor to-day to the man-power of Canada will keep it to the fore in his show case displays, nor will he forget his window displays.

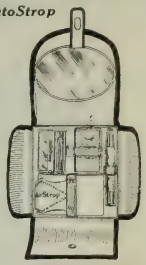
No one razor can to-day fill the requirements of the general public, so be sure to carry an assorted stock until you find the lines which are the best sellers in your community. Then buy accordingly. We carry the leading makes, a few of which are here illustrated.

AutoStrop



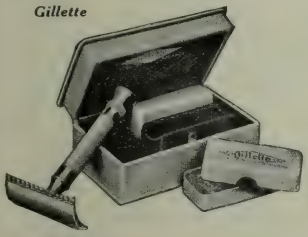
The AutoStrop—the popular automatic stropping safety razor which is backed by the makers' "money back" guarantee. The standard outfit is shown above.

AutoStrop



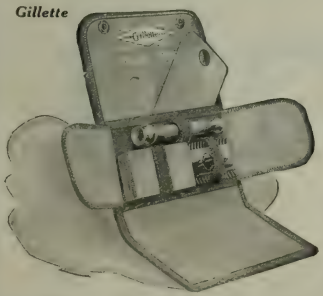
The AutoStrop—Military service outfit.

Gillette



The Gillette "Aristocrat"—A very handsome outfit modelled on extremely simple lines. French ivory, velvet lined case.

Gillette



The Gillette Khaki Soft Roll set—Includes pocket edition type safety razor, nickel plated box of 12 blades, indistructible trench mirror.

All Gillette razors guaranteed by makers.

Ever-Ready

The "Ever-Ready" as pictured above with 7 "Radio" blades, ten-year guaranteed frame, handle and fine case complete. Retails at $1.25.

Gem Khaki Set

Gem

The "Gem" Safety Razor has long since proven its value as a live selling line in the hardware trade. It comes in various styles including the military set shown above.

We also carry a range of the old style razors at prices to meet all requirements

Rice Lewis & Son, Limited

VICTORIA ST. - TORONTO

If interested, tear out this page and keep with letters to be answered.

UNIVERSAL Food Savers

No. 1
Food Chopper.

No. 76—Percolator.

Conserve food and build profits

Sell more UNIVERSAL Bread Makers, Food Choppers, Percolators and Butter Mergers.

Our advertising is working day and night to help you do this.

Every frugal woman is a prospect. Put the BIG FOUR out in the open and ask your jobber about our special window trim and sales helps or write direct to us.

UNIVERSAL

No. 4
Bread Maker.

LANDERS, FRARY & CLARK
NEW BRITAIN, CONN.
Canadian Representatives
A. MACFARLANE & CO., LTD.
MONTREAL

If interested, tear out this page and keep with letters to be answered.

Our "BIG 5" Lines

are better value than anything sold in the Dominion be it by jobbers or manufacturers.

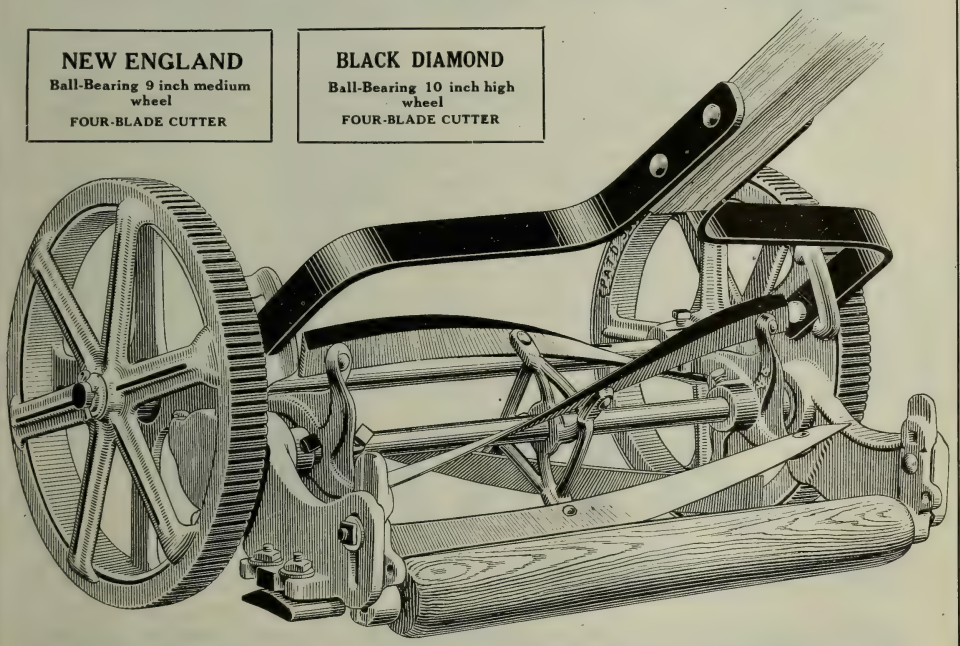
COMMONWEALTH
Plain Bearing 9 inch medium high wheel
THREE-BLADE CUTTER

BALDWIN
Plain Bearing 8 inch low wheel
THREE-BLADE CUTTER

MAPLE LEAF
Ball-Bearing 11 inch high wheel
FIVE-BLADE CUTTER

NEW ENGLAND
Ball-Bearing 9 inch medium wheel
FOUR-BLADE CUTTER

BLACK DIAMOND
Ball-Bearing 10 inch high wheel
FOUR-BLADE CUTTER



SELF SHARPENING

MADE LIKE A WATCH

This feature does away with the annual expense of sharpening. This item alone will soon pay the original cost of the mower.

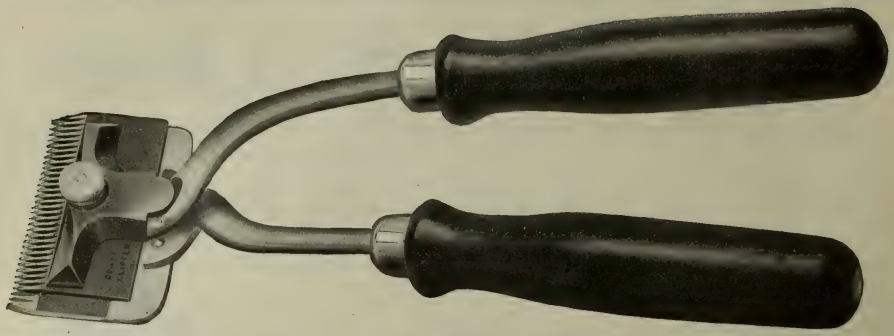
The bed knife has a raised edge about 1/8 inch, is several points harder in temper than cutter blades, thereby a process of sharpening takes place just as a butcher sharpens his knife with a steel.

A simple adjustment by means of a screw adjusts the cutter in the right position, and a sharp bevel edge is thus constantly being obtained.

Immediate shipments can be made on all styles of lawn mowers. Send us your orders. Write us. See our salesman.

LEWIS BROS., LIMITED, MONTREAL

If interested, tear out this page and keep with letters to be answered.



Priest's Horse Clippers

The line of Priests Clippers is so complete and varied that you simply can't help but find something that will suit both as to style and price.

A. MacFarlane & Co.
Montreal, Canada

Selling Agents

Wiebusch & Hilger, Ltd.
New York City

ATKINS

Sterling Quality Cross-Cut Saws

The Saw that brings a *higher price*—a *bigger profit*. Their Service makes them worth it.

Sterling quality steel backed by sixty years' experience has produced these popular Saws. Get quotations and resale prices immediately. *Ask for catalog "H.M."*

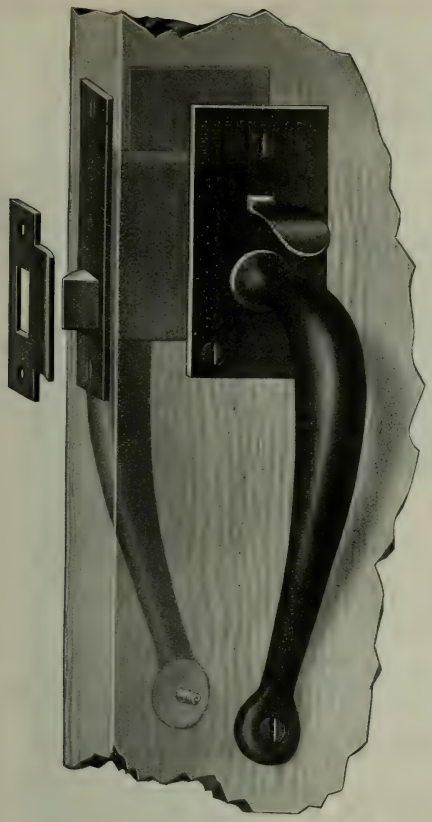
Made in Canada.

E. C. ATKINS & CO.

Makers of Sterling Saws

Factory—Hamilton Ont. **Vancouver Branch—109 Powell St.**

If interested, tear out this page and keep with letters to be answered.



Again—it's a National!

No. 27 Garage Door Latch, for Swinging Doors, is the aristocrat of Garage Door Latches. Long graceful lines of the handles, one on either side of the door, resemble higher grade door locks, and improve the appearance of any garage door.

The mechanism is simplicity itself. No complicated parts to get out of order. Works easily and effectively, and is reversible for right or left-hand door.

Just show one to Mr. Motorist and watch him want to take it home.

No. 27 is finished regularly as follows : Japan, Dead Black Japan, Sherardized and Dead Black Japan, Sherardized and Plated any finish.

Order from

NATIONAL MANUFACTURING COMPANY

STERLING, ILLINOIS

If interested, tear out this page and keep with letters to be answered.

The Hatch Garage Door Outfit

makes hinged doors

Sag Proof, Weather Tight and Open and Close Almost Automatically

Note the single hinged door which allows entrance to the garage without disturbing the other two.

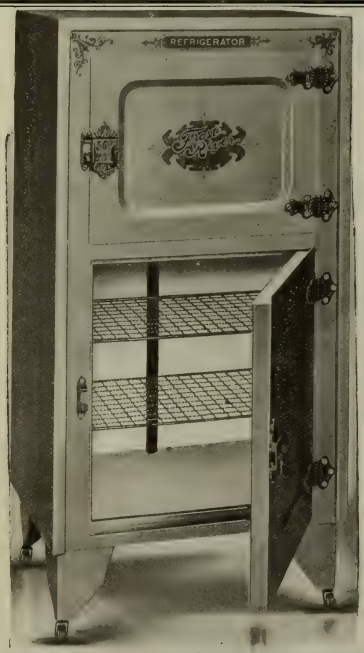
Efficiency, ease of operation and no waste space are outstanding features.

The smooth-gliding, swivel rollers hold the doors in place—take the bind off the hinges and roll the doors around the corner, on the inside of the building to the side wall.

This practical, inexpensive equipment affords a wonderful opportunity to increase sales and profits.

Canada Steel Goods Co., Limited

HAMILTON, CANADA



Davidson's Well Known FROST RIVER

Refrigerator shown herewith

Made entirely of Sheet Steel Galvanized

The exterior is Japanned French Grey, beautifully finished with neatly decorated panels and corner scrolls.

The Food Chamber is coated with white enamel, thoroughly hardened and baked on in an oven of high temperature.

All inside parts are removable for cleaning purposes.

The drip pipe for the waste water has been carried outside the body, and does not run through the Food Chamber—as usual in other refrigerators.

Made in three sizes, the largest with double doors.

NOW is the time to get your Orders in for these goods and ensure prompt shipment.

The Thos. Davidson Mfg. Co.

LIMITED

Toronto Montreal Winnipeg

If interested, tear out this page and keep with letters to be answered.

Samson Roofing

ECONOMY

Present conditions have not changed "Samson" quality.

You can be sure of the same high standard as heretofore.

"Samson" is the roofing that can be depended on for absolute satisfaction.

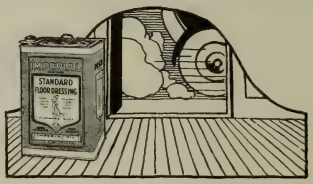
It sums up the creed of the day—economy.

Thrift dictates its purchase.

GUARANTEED
OF
COURSE

HOWLAND'S SAMSON

H. S. Howland, Sons & Co., Limited



LAYING THE DUST

90% of the ever-present atmospheric dust in your store can be captured and held.

STANDARD Floor Dressing

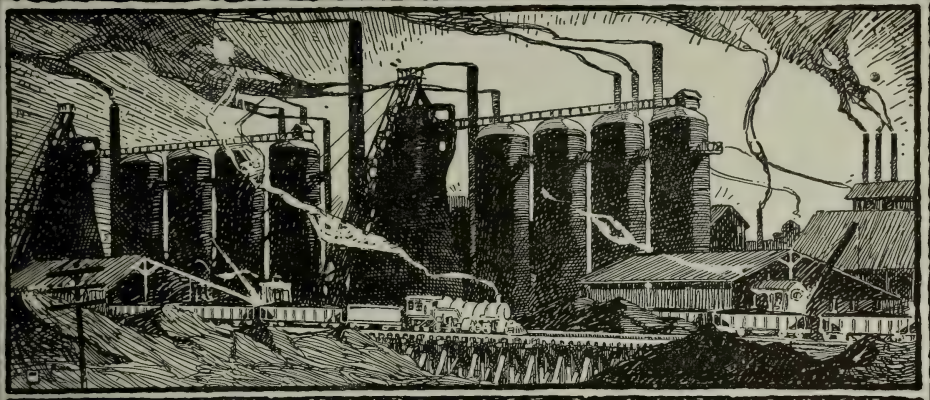
does this and more in your store. It keeps the goods on the shelves cleaner and fresher looking, and adds a note of tidiness and brightness to the whole store.

It definitely lays the dust because it is a sanitary, non-evaporating, wood preserving product. A gallon will take care of 500-700 square feet of surface, and one application will last for several months if the accumulating dust and dirt are swept regularly with a stiff brush or broom. Easily and quickly applied with an ordinary sprayer.

Sold in one and four gallon cans and in barrels and half barrels.

IMPERIAL OIL LIMITED

BRANCHES IN ALL CITIES



LITTLE WORDS WITH BIG MEANING

Quality

According to "Webster," Quality is "an excellence of character; natural superiority."

Service

Webster's definition of "Service" is; "The performance of labor for the benefit of another."

We use these words advisedly—fully understanding their definitions—and realizing the obligation we place upon ourselves by their continued use in connection with our products of Iron and Steel, and our attitude to the people we serve.

THE

STEEL COMPANY

OF

CANADA

LIMITED

MONTREAL HAMILTON

Pig Iron,
Steel & Iron Bars,
Horse Shoes,
Steel and Iron Products.

Steel Billets,
Track Spikes &
Bolts, Forgings, Wire
of every description.

If interested, tear out this page and keep with letters to be answered.

WARD & PAYNE'S Celebrated Light Edge Tools

The trade-mark, W. & P., has stood the test one hundred years for fine quality and serviceability. To-day we are the largest makers of Light Edge Tools in the world. If you wish to buy chisels, gouges, plane irons, anything in the line of tools —of finest quality and wear—ask for the *Anvil Brand*, with our name.
It means doubly-sure satisfaction; and the profit is good, too.

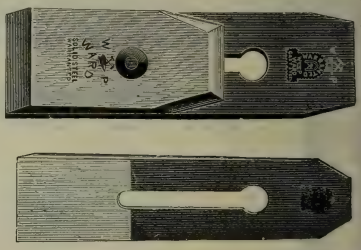
Send enquiries to

WARD & PAYNE

W P

SHEFFIELD

Canadian Representatives
ALEXANDER GIBB, 3 St. Nicholas St., Montreal
SHERMAN F. AINSLIE, Spadina Avenue, Toronto
ANTHONY FERGUSON, LTD., 1150 Hamilton St., Vancouver, B.C.



When in need of

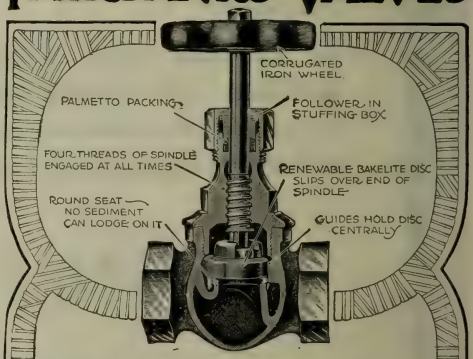
Wrapping Paper
Twines & Cordage

Brooms Brushes Baskets

Grocers' Sundries

Walter Woods & Co.
Hamilton and Winnipeg

FAIRBANKS VALVES



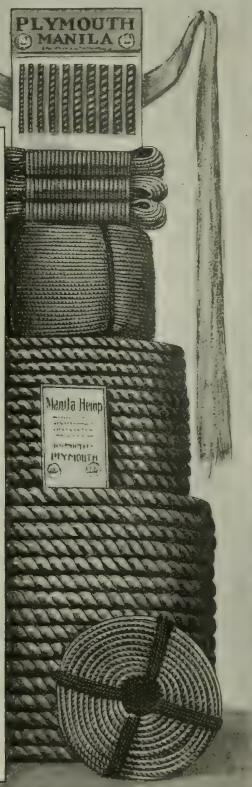
Renewable Disc Valves

The only tool required is a wrench to remove the bonnet. The vise, hammer and cold chisel are all eliminated. Once sold always demanded by your trade.

The Canadian Fairbanks-Morse Co., Limited
"Canada's Departmental House for Mechanical Goods"
St. John, Quebec, Montreal, Ottawa, Toronto: Hamilton, Windsor, Winnipeg, Saskatoon, Calgary Vancouver, Victoria.

If interested, tear out this page and keep with letters to be answered.

Greatly Increased Sales Follow Plymouth Window



GREATLY INCREASED SALES FOLLOW PLYMOUTH WINDOW

B. D. WILSON & COMPANY, Niotoze, Kansas, write that materially increased rope sales have followed the Plymouth Rope Window recently displayed. The interest created by the window was easily crystallized into sales by the talking points which the Plymouth dealer alone can bring to the support of the rope he sells. Talking points that are of vital interest to the buyer. Greater strength, greater durability, and the exact knowledge of what the rope will cost.

The material used by Mr. Wilson in his rope window was largely furnished by our Dealers' Service Department without charge. Window trim material is only one of the many sales helps available to the Plymouth Dealer.

If you are not a Plymouth Dealer we will gladly tell you the advantages of becoming one. A request for information places you under no obligation.

PLYMOUTH CORDAGE COMPANY

North Plymouth, Mass. Welland, Canada

INDEPENDENT CORDAGE COMPANY, LIMITED
TORONTO - CANADA
Canadian Sales Agents

There's more Profit in Plymouth Rope

If interested, tear out this page and keep with letters to be answered.

To laymen, all files look alike, but skilled mechanics will tell you they prefer to work with "Famous Five" Files.

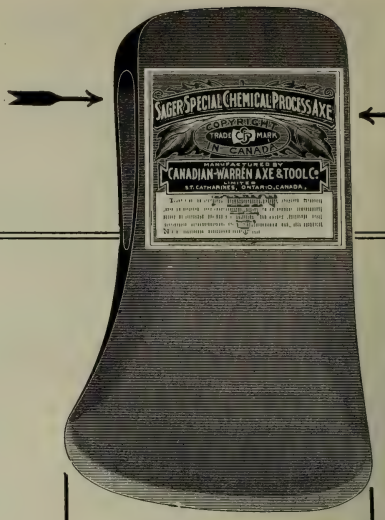
The steel in them is made from special formulas, which have proven best after years of investigation and practical experience.

Each file is well balanced, sharp and hard. Consequently it will cut efficiently and last long.

There is such a wide variety of grades that a buyer can select a file for any grade of work and know that it will fulfill his requirements exactly.

That's why you can always satisfy a customer with "Famous Five" Files.

Specify them when ordering from your jobbers.



WHY NOT BE GUIDED BY THE JUDGMENT OF HUNDREDS OF WELL KNOWN LUMBERMEN, WHO ACKNOWLEDGE THE SUPERIORITY OF

"SAGER AXES"
AND
"SOO LINE"
LOGGING
TOOLS?

GET THE HABIT.
(AND THE PROFIT)

Canadian Warren
Axe & Tool Co.
LIMITED
ST. CATHARINES, ONT.

Soo Line
Logging Tools

If interested, tear out this page and keep with letters to be answered.

"Quality METALLIC First"
SHINGLES SIDING CEILING CORRUGATED IRON TROUGH AND PIPE, ETC. ETC.

The name "METALLIC" is a profit-name for our Dealers

For over 30 years we have been consistently advertising the Metallic line as a "quality" line and our dealers are always the first to be called upon when metal building specialties are required.

Our big line includes:

METALLIC CEILINGS
METALLIC WALL PLATES
METALLIC BRICK AND ROCK FACE SIDING
METALLIC GARAGES
EASTLAKE SHINGLES
EASTLAKE TANKS
EMPIRE SILO ROOFS
EMPIRE CORRUGATED IRON
CLAPBOARD SIDING
ACHESON ROOF LIGHTS
HALITUS VENTILATORS
TROUGH (Die-Stamped)
PIPE (Tight Seam)
RIDGE FINIALS, etc.

We back up our dealers with up-to-date advertising matter, by referring local prospects to them, by assisting them to close local business, by giving them quality goods first, last and always.

Let us send you our catalogue and latest price list. If you want to make money, we know we can interest you

The Metallic Roofing Co., Limited
TORONTO MANUFACTURERS WINNIPEG

Absolutely

The merit of a product is attested by the demand.
The volume of demand is evidenced by the size of the works.
And when the works, steadily increasing, year after year attain immense proportions—

THEN is conclusively demonstrated the continued and absolute confidence of a vast army of users in the excellence, worth and reliability of the goods.

HENRY DISSTON & SONS, INC.
KEYSTONE SAW, TOOL, STEEL AND FILE WORKS
PHILADELPHIA.
THE LARGEST IN THE WORLD.

80 Years of Churning Still Going Strong.
Yes, Ma'am, it's a Reliable!

There's a Reliable in our window at 141 King St. East, Toronto, that has been running daily since it was first put there. Churning twice a week, 15 minutes to each churning, it has run long enough to churn on farm 80 years, and is still in perfect condition.

The Reliable Churn is exactly an embodiment of the principles of the old dash churn—plus ease of operation —speed in making butter, and cleanliness.

No splash, no dirt, no trouble to keep clean; no plugs to pull out by accident; no latch to leave undone and let cream run away. No flies can get in. All this is impossible with the Reliable. It is designed and built especially to eliminate these troubles.

Absolutely sanitary and a certain satisfaction giver.

Every machine guaranteed for five years. Churn complete weighs only 45 lbs. Put the Reliable Churn in your store. You can honestly recommend it. It's sure to satisfy.

THE RELIABLE CHURN CO.
OF CANADA

T. W. Foster **TORONTO** **141 King St. E.**

More Than 175,000 Daisy Churns Sold

Here's the Season to Sell More

This is the "Season for best butter" right now, Mr. Dealer. Are you going to pass up profits on churns this year?

Since the barrel churn idea was first originated, 175,000 Daisys have been sold. They have cut in two the work of butter making and have done more than any other churn to better the quality of Canadian Butter.

Let the Daisy help you by rushing it a little right now. Show Mrs. Farmer how she can hitch it to the gasoline engine.

Demonstrate it tactfully—suggest it at every opportunity while the season is on. You'll be surprised at results.

Remember, too, the Daisy represents highest quality, most advanced design and best value. Our service is quick and efficient.

BEATTY BROS., Limited, FERGUS, Ont.

St. John, N.B. Montreal, Que. Winnipeg, Man. Edmonton, Alta.

If interested, tear out this page and keep with letters to be answered.

The Hampden

Distinctive and beautiful in symmetry and ornamentation. A pattern of proven stability, popular with buyers who want a happy mean between lavish decoration and severe simplicity.

The Best at the Price

The Lincoln

A war-time pattern named for a great war-time president, above all things unaffected, honest and direct. Its sincerity and unadorned beauty make the name unusually appropriate.

The Popular-Priced Silverware of

William Rogers and his Son

has been doing valiant service for over half a century. *Wm. Rogers & Son* is a well-known and favorite line long established as a genuine quality ware, combining the attractions of exquisite design and superb craftsmanship at moderate prices. It *looks* good and *makes* good both as a steady seller and a satisfactory revenue producer.

William Rogers Manufacturing Company, Limited, Niagara Falls, Ontario

If interested, tear out this page and place with letters to be answered.

OFFICIAL AWARD RIBBON

PANAMA PACIFIC INTERNATIONAL EXPOSITION SAN FRANCISCO 1915

PRESIDENT

PRESIDENT OF THE SUPERIOR JURY

DIRECTOR OF EXHIBITS

SECTY OF THE INTERNATIONAL AWARD SYSTEM

MEDAL OF HONOR

DEPARTMENT OF MANUFACTURES AND VARIED INDUSTRIES

CHIEF

TRIMO TOOLS

Nut with Nut Guards

BE sure to ask for the Trimo Wrenches, both Pipe and Monkey. They are equipped with Nut Guards that prevent the accidental turning of the adjusting nut in close quarters, and with Steel Frames in the principal size that will not break.

SEND FOR CATALOG NO. 55.

TRIMONT MFG. CO.

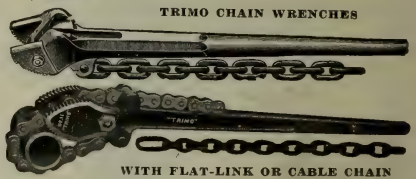
55-71 Amory Street
Roxbury, Mass.
U.S.A.

TRIMO PIPE WRENCH WOOD HANDLE

TRIMO PIPE WRENCH STEEL HANDLE

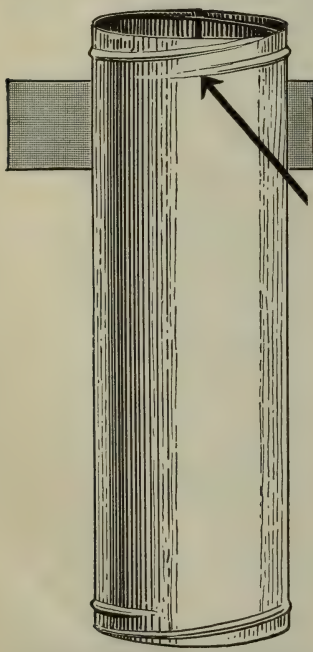
TRIMO PIPE CUTTER

TRIMO MONKEY WRENCH



TRIMO CHAIN WRENCHES

WITH FLAT-LINK OR CABLE CHAIN



NEW SAFETY STOVE PIPE

The Stove Pipe with the patented lock

Mr. Hardware Dealer—Here is something entirely new and up-to-date in the way of stove pipes.

Though it sells at practically the same price as ordinary stove pipe, and can be used with it if desired, the New Safety Stove Pipe is vastly superior in every way as the following points so clearly demonstrate. Read them—then order your supply for next winter's business.

No. 1—Costs same as ordinary pipe.
No. 2—Made in 6 and 7-inch size.
No. 3—Made of 29 gauge iron.
No. 4—Telescope pipe does away with half lengths.
No. 5—No wiring needed. Can't be pulled apart.
No. 6—Pipe is nested, saving freight rates and storage room in store.
No. 7—Eliminates all danger of pipe falling down; easy to put up; absolutely leak-proof; cannot come apart; locks automatically; good appearance.
No. 8—New patent lock effects saving on each pipe, making a saving of one length in every 12 of ordinary pipe.
No. 9—Can be used any place where ordinary pipe is used, or can be used along with ordinary pipe.
No. 10—Patented in Canada and the United States, and "Made in Canada" by Fairgreave & Sons, Toronto.

Patenaude & Berini - Timmins, Ont.

Manufactured by Fairgreave & Sons, Toronto, Ontario.

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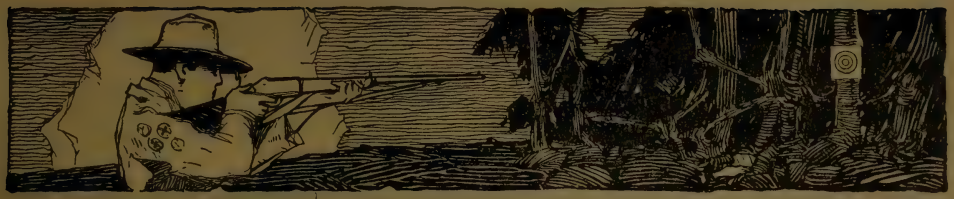


Get the Boys

The quality of Dominion 22's has been demonstrated by their use by members of rifle clubs in Canada and by cadet teams that competed successfully abroad.

22's that stand tests like these, where accuracy, positive operation and penetration are not only necessary but essential, will go over your counter easily.

Thousands of boys are shooting in Marksmen's Clubs throughout Canada. Every marksman is using

Dominion 22's

If you haven't a rifle club in your town let us help you develop one. It will mean new customers for you—the boys of to-day, who are the big buyers of to-morrow.

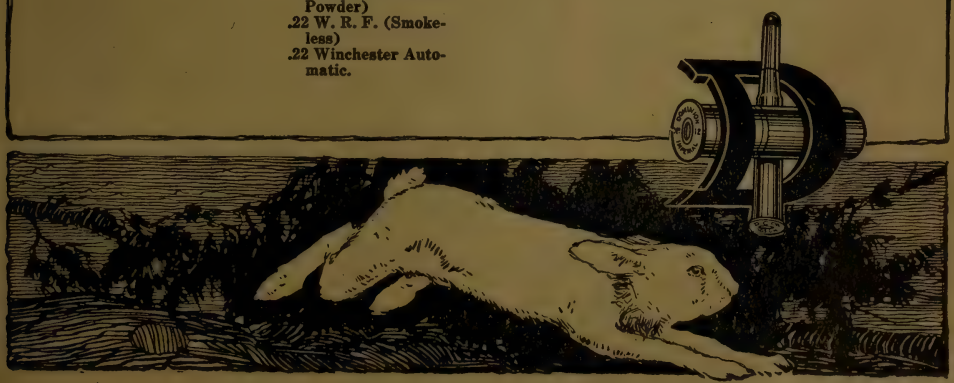
Write for our Handbook on Rifle Shooting and Club Organization.

This, and a full stock of all Dominion 22's, will be a means to new ammunition profits to you.

B. B. Caps
C. B. Caps
.22 Short
.22 Long
.22 Short Mushroom
.22 Long Mushroom
.22 Long Rifle
.22 Extra Long
.22 W. R. F. (Black Powder)
.22 W. R. F. (Smokeless)
.22 Winchester Automatic.

Dominion Cartridge Co., Limited

120 St. James Street
Montreal



FIVE WORKS—OVER 3,000 EMPLOYEES

UNITED BRASS FOUNDERS and ENGINEERS, Limited

EMPRESS FOUNDRY

Cornbrook, Manchester, England

It is our intention after the War to devote our energies to the intensive production of the following Specialities:

Gunmetal and Brass Valves and Cocks.
Steam, Water and Compressed Air Fittings generally.
Cast Iron Stop and Sluice Valves.
Semi-Rotary Pumps.
Extruded Brass and Bronze Bars.
Brass Bolts and Nuts, Studs and General Turned Work from the Bar
Cast and Malleable Iron Cocks and Pipe Fittings.
Pressure and Vacuum Gauges.
Injectors, Engine Governors.
Spraying Machinery.
Coppersmiths' Work.
"Stella" Brand Alloys, Manganese Copper, Silicon Copper, Ferro Zinc, Phosphor Copper and Tin, etc.

Business After the War

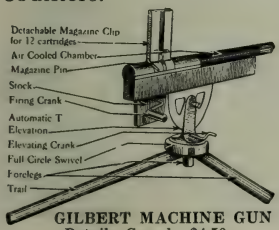
If you are interested in any or all of the lines mentioned and are in a position to take a hand in the energetic distribution of the same, please communicate with us NOW to our Head Office at the above address.

MR. TOY BUYER

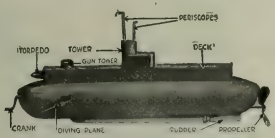
We illustrate some of the best selling Gilbert Toys.
You can figure for yourself how eager the regular boy will be to own any of these.

Our enormous advertising campaign keeps *all* our toys before the boy continuously. During 1918 we will feature all the new Gilbert Toys as well as **ERECTOR** REG U.S PAT.OFF. in the same big way that we have in previous years—Double spreads in the Juvenile Magazines—Big space in the Great International Weeklies—Saturday Evening Post—and others.

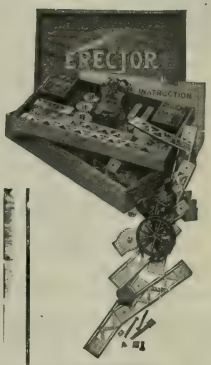
Our advertising makes sales easy for you. It is up to you to do the actual selling by displaying these goods on your counters.



GILBERT MACHINE GUN
Retails Canada $4.50.



GILBERT SUBMARINE



ERECTOR
Retails Canada from $1.50 to $37.50 per set.

PHONO SET
Canada retail $5.95 each. A real working miniature telephone outfit. It will operate from garret to cellar. Contains two complete stations. Detailed manual of instruction supplied.

WIRELESS SET
Retail price Canada $7.50. Complete wireless apparatus that teaches the boy the fundamentals of wireless telegraphy. Has a wide sale in Canada.

PUZZLE PARTIES
Retail 40c, 75c and $1.50, Canada. Also Bulk Puzzles and Puzzles on Cards.

Other Gilbert Toys are—Chemistry Sets, Telegraph Sets, Electrical Sets, Miniature Machinery Outfits, Toy Motors, Magic and Magic Sets, Mechanical Toys, Bell Toys, Reins, Chimes, etc. Parcel Post Toys. Briktor.

Write for New Catalogue.

The A. C. Gilbert-Menzies Co., Limited
439 King Street West, Toronto

If interested, tear out this page and keep with letters to be answered.

"Belleville" Hardware

A "Made-in-Canada" Product Equal to the Best in the World

We are all apt to look up to imported goods as superior to home-made lines. Pause before you concede anything to foreign products over "BELLEVILLE" HARDWARE. Here is a Canadian-made product that is as good as the best.

"Belleville" hardware is meeting the demand of the most particular architects and builders, and is recording wonderful success throughout Canada. It is a worthy Canadian product, worthy of the best Canadian patronage. All hardware looks very much alike to builders and architects until they have had experience with "Belleville."

Best line for dealers to handle. Has greatest demand. Get our proposition.

Belleville Hardware & Lock Mfg. Company

BELLEVILLE ONTARIO

PEERLESS ORNAMENTAL FENCING

LOOK YOUR TOWN OVER

and you will then realize the big trade you can easily get by showing the "Peerless" line of heavy, open hearth steel wire fencing.

Your customers will be surprised to know how inexpensively they can surround their property with a strong, durable, yet highly ornamental fence.

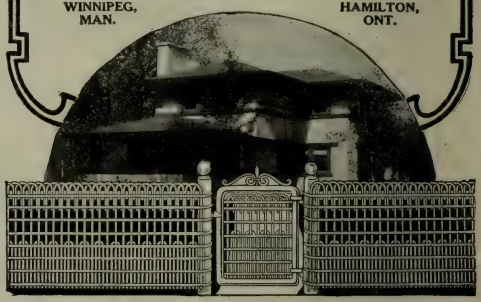
You can easily afford to send a man out to take orders. Let us tell you about it.

Send for Dealer's Proposition

Get our Catalogue showing the beautiful designs for lawns, parks, cemeteries, etc. Also farm and poultry fencing and gates. There's a big fence trade waiting for you. WRITE TODAY.

The Banwell-Hoxie Wire Fence Co., Ltd.,

WINNIPEG, MAN. HAMILTON, ONT.



Wrought and Steel Plate WASHERS

OF ALL DESCRIPTIONS

ROUND AND SQUARE

PLAIN OR GALVANIZED

Annealed Rivet Burrs; Felloe Plates; Sheared and Punched Plates; Malleable Washers and Cast Iron Washers.

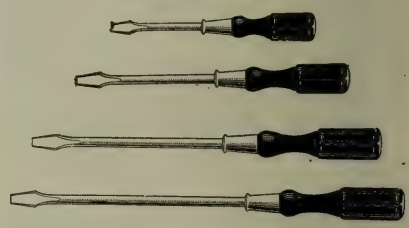
PROMPT SHIPMENTS

We Guarantee Quality and Service.

Wrought Washer Mfg. Co.

MILWAUKEE, WIS.

Stanley Tools



"HURWOOD" SCREW DRIVERS

Unsurpassed for **strength** and **durability.**
Blade, Shank and Head are of one piece of steel.

The Blades are finely tempered and well finished.
The Handles are polished and stained black.
Many styles and sizes from which to select your stock.

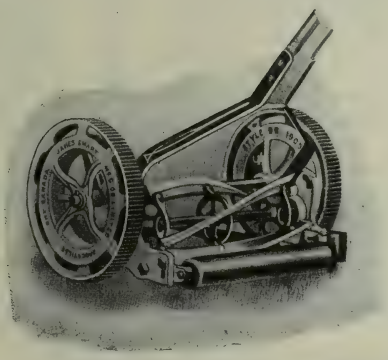
"HURWOOD" SCREW DRIVERS ARE MADE IN OUR CANADIAN WORKS

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.

If interested, tear out this page and keep with letters to be answered.

CANADA
FOUNDRIES & FORGINGS
LIMITED

Original Producers and Distributors "Brockville" Lawn Mowers



Style C
10½ in. Driving Wheels

Four Blades—12, 14, 16, 18 or 20-in. cut.

Decorated entirely in Aluminum and Gold Bronze.

Handsome, Durable, Easy-Running, Efficient.

Complete stock of Lawn Mowers of all sizes and styles.

Immediate shipment on receipt of orders.

Every Machine Guaranteed Perfect Working.

Produced at The James Smart Plant
Brockville, Ont. **Winnipeg, Man.**

If interested, tear out this page and keep with letters to be answered.

"We Make and Temper Our Own Steel"

SIMONDS

"The Saw Makers."

Steel used in Simonds Crescent Ground Cross-Cut Saws is made from a special quality of steel manufactured in our crucible steel mill and tempered by our own secret process. This steel gives the teeth a toughness and hardness which enables them to hold their sharp, keen cutting edge under long and severe usage. Write for Booklet.

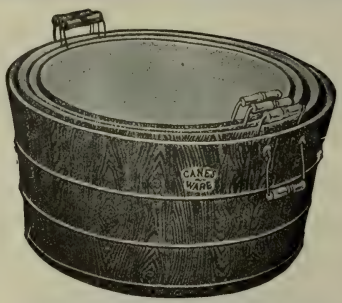
SIMONDS CANADA SAW COMPANY, LIMITED,
St. Remi St. and Acorn Ave.,
MONTREAL, Que.
VANCOUVER, B.C. ST. JOHN, N.B.
S-1

The best way to build a big business is to sell goods that satisfy.

Simonds Crescent Ground Cross-Cut Saws

will build and keep your business big. Stock the Simonds Line.

Simonds Canada Saw Co.
Limited



Again in Demand

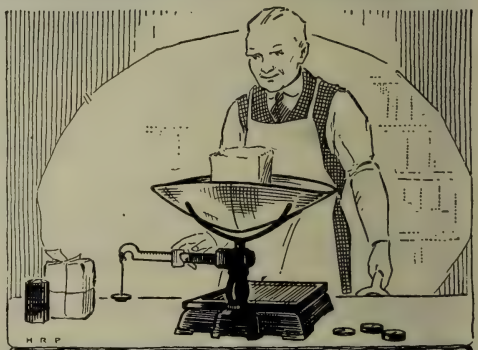
The wooden tub is back—the high cost of the metal tub is largely responsible, but a wooden tub has other advantages.

There is no galvanizing or plating to fall off. No rust to spoil clothes, and hot water retains its heat longer.

Cane's wash tubs will be favored. They last a lifetime and are built with the workmanship that has made Cane's Woodenware popular for over thirty-five years.

Order a supply of Cane's Tubs from your dealer for a Source of Good Revenue.

The Wm. Cane & Sons Company, Ltd.
Manufacturers NEWMARKET, ONTARIO



Fairbanks Scales

For over 85 years Fairbanks Scales have been the World's Standard for accurate weighing.

The Canadian Fairbanks-Morse Co., Limited
"Canada's Departmental House for Mechanical Goods"
St. John, Quebec, Montreal, Ottawa, Toronto, Hamilton, Windsor, Winnipeg, Saskatoon, Calgary, Vancouver, Victoria

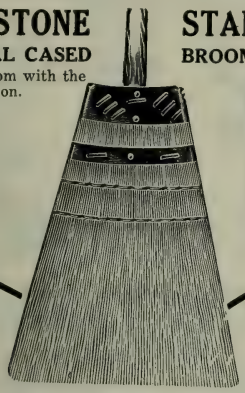
If interested, tear out this page and keep with letters to be answered.

Stop Losing Money

You are losing profitable sales by neglecting to stock up with "Keystone" Metal Case Stapled Brooms. These are the sturdiest brooms for heavy factory work, etc.

They are sure repeaters wherever used.
Write to-day for prices, etc., on

KEYSTONE **STAPLED**
METAL CASED **BROOMS**
the Broom with the reputation.

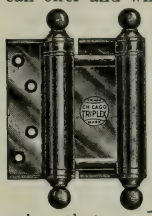


Made by **Stevens, Hepner Co., Limited**
PORT ELGIN, ONTARIO

TRADE CHICAGO MARK

SPRING HINGES
A SUGGESTION

Have you a stock of Spring Hinges that have distinctive selling features which your salesman can offer and which would make the prospective purchaser buy them and no other?



Chicago "Triplex" Spring Butts

offer this advantage to you. The appearance, durability and finish of this article are unsurpassed, and in consideration of prices that are conservative in respect to value, the up-to-date dealer cannot afford to neglect this profitable business.

Send for Catalogue M. 32. It fully illustrates and describes the most complete line of Spring Hinges manufactured.

Chicago Spring Butt Company.

CHICAGO TRADE C.S.B. CO. MARK **NEW YORK**

Butler's FAMOUS SHEFFIELD CUTLERY

"CAVENDISH" CUTLERY & PLATE

"KEEN" RAZORS

Gold Medals **Grand Prix**

JAMES BUTLER, Head of the Butler Firm 100 years ago.

Regd A.D 1681 | "BUTLER" 1768 | ART 1861

GEO. BUTLER & CO., LTD., Sheffield, England
London Showroom, 62 Holborn Viaduct, E.C.
Address Correspondence to TRINITY WORKS, SHEFFIELD

Show Her the Way

FOR goodness' sake, cries the average housewife, show us how to save money out of the deluge of sky-high prices for meats, sugar, flour—everything. And seldom a thought has she of what a tidy sum can be saved every little while by checking up the honest mistakes of grocer, butcher, etc. Show her.

Just a bit of enterprise, pushing the Renfrew Scale to the front—displaying it—and showing her how it soon pays for itself will stir up a tidy lot of sales worth while. Right now is the "pyschological moment."

Clinch your sales by showing the Government Inspector's Certificate of correct weights accompanying [illegible] Renfrew. Scales supplied in black or all nickel-plated finish. The

Renfrew
HOUSEHOLD SCALE

Capacity ½ oz. to 30 lbs. Government inspector's certificate accompanies every scale.

Write to-day for literature and attractive selling proposition to

The Renfrew Machinery Co., Limited
Head Office and Works, Renfrew, Ont.

Eastern Branch: Sussex, N.B.

Western Representatives: P. A. C. McIntyre & Co., 206 Scott Block, Winnipeg, Man.; Crandall Co., Ltd., Vancouver, B.C.

Our Other Lines: "Renfrew" Cream Separators; 2,000-lb. Farmers' Truck Scale, Tractors, Wood-Saws, Grain Grinders, etc

If interested, tear out this page and keep with letters to be answered.

If he isn't satisfied give him his money back

Every plumber and steamfitter knows the difficulty of making a good connection in a corner or any other contracted space. For that reason they'll be only too glad to meet up with the Original "Westcott" Adjustable "S" Pipe Wrench in your store. The "Westcott" does as good a job in a tight place as the ordinary pipe wrench does in the open.

More than that, you can give an absolute guarantee with it. If your customer can find anything wrong with the "Westcott" he buys from you give him his money back. Don't argue with him, don't quibble, just give him his money.

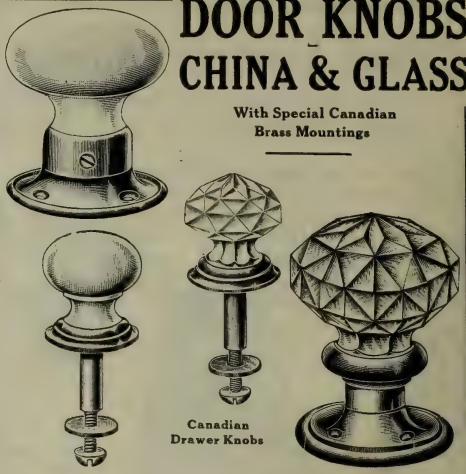
We authorize you to give this guarantee because we're confident that "Westcott" Wrenches will stand up under all conditions. Handles are of Refined Malleable Iron, jaws are of Forged Tool Steel scientifically heat treated and thoroughly inspected.

Ask your jobber for "Westcott." Tell us if he can't supply you.

The Keystone Mfg. Co., Buffalo, N.Y.
POSTAL STATION B.

DOOR KNOBS
CHINA & GLASS

With Special Canadian Brass Mountings



Canadian Drawer Knobs

JAMES CARTLAND & SON, LTD.
BIRMINGHAM, ENGLAND

Canadian Representative | GEO. H. SMITH 39 Adelaide St. W., TORONTO

The L. Martin Co. *Headquarters for*

GERMANTOWN LAMPBLACKS

IN

ENGLAND and AMERICA

Originators of Eagle, Old Standard, Globe and Pyramid Germantown Brands.

Suppliers of Bulk Blacks to the highest class Grinding Trade.

THE L. MARTIN CO.

Montreal Toronto
Philadelphia New York
Winnipeg
London, Eng.

Manufacturers
OF
WIRE
HEADQUARTERS FOR
Wire Bale Ties

LARGEST CAPACITY AND STOCK IN CANADA

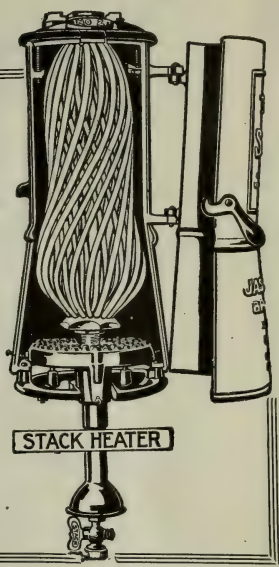
Prompt Shipment

LAIDLAW BALE TIE COMPANY, Limited
HAMILTON, CANADA

Winnipeg Toronto Montreal
London, England

If interested, tear out this page and keep with letters to be answered.

The Big Feature that Pulls Sales For Stack Gas Water Heaters—



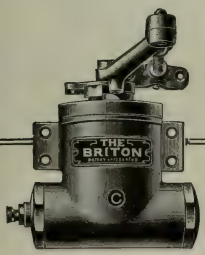
is the near perpendicular copper tubes in which the water is heated. The advantage and superiority over other heaters is so immediately apparent to the customer.

After this, instead of tediously explaining, just open up the Heater and let your customer look for himself.

He can see at once that the water in those tubes is subject to intense heat from the time it enters the heater until it passes out of the coil.

He'll understand how small columns of water will heat much more quickly than a large coil, especially when heated from all sides. He'll be convinced that the Stack can heat water in one minute, and he'll buy because you can **prove** he's getting the best heater on the market.

The James Morrison Brass Mfg. Co., Limited
93-97 Adelaide Street West, - TORONTO



The "BRITON" Door Check and Spring

It is the superior quality that continually brings new buyers, and holds the trade of old customers if you stock

NEWMAN'S LINES

of SPRING HINGES, FLOOR HINGES, DOOR CHECKS and SPRINGS OF ALL KINDS, PANIC BOLTS, FANLIGHT GEARING, etc.

Be sure to get lists and full particulars now.

Wm. Newman & Sons, Limited
BIRMINGHAM, ENGLAND
ENQUIRIES TO
FREDERIC SARA & COMPANY
Calgary, Alta.

METALS · CHEMICALS · GLASS
B&SH
Established 1790

We shall be glad to quote on:

China Wood Oil	Tinplates
Lithopone	Spelter
Blue Vitriol	Borax

Glycerine, etc.

B.&S.H.THOMPSON
& COMPANY LIMITED
MONTREAL

Branches: TORONTO WINNIPEG NEW GLASGOW, N.S.

Canadian Sales Agents: United States Steel Products Company
Exporters for American Sheet & Tin Plate Company

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CANADIAN CONSOLIDATED RUBBER CO. LIMITED
DOMINION
RUBBER SYSTEM
AND ASSOCIATED COMPANIES

GARDEN HOSE

When the demand for Garden and Lawn Hose comes upon you, it is some satisfaction to know that a prompt service is assured if your "hurry-up" order is placed with the Dominion Rubber System. Our nearest branch will take care of such orders in a way that will be eminently pleasing to you and to your customers.

Whenever service and quality go hand in hand, there is double reason for buying the Dominion Rubber System products. In that respect, our leading lines of Hose are very popular this season. Our *"Canadian" Corrugated Hose* and the *"Dominion" Moulded Plain Hose* have no equal for the money, while our *Multiple Fabric Garden Hose* (*No.* 300—3 *ply, No.* 400—4 *ply, No.* 500—5 *ply, and No.* 600—6 *ply*) is pleasing the trade more than ever.

It will pay you well to have these lines in stock. Our nearest branch will give you further particulars.

Canadian Consolidated Rubber Co.
Limited

HEAD OFFICE - MONTREAL

Branches at Halifax, St. John, Quebec, Ottawa, Toronto, Hamilton, Kitchener, London, North Bay, Fort William, Winnipeg, Brandon, Regina, Saskatoon, Calgary, Lethbridge, Edmonton, Vancouver and Victoria

If interested, tear out this page and keep with letters to be answered.

"Member Audit Bureau Circulations"

HARDWARE AND METAL

CANADA'S NATIONAL HARDWARE WEEKLY

Vol. XXX. TORONTO, JUNE 15, 1918 No. 24

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THE MACLEAN PUBLISHING COMPANY, LIMITED

JOHN BAYNE MACLEAN, *President.* **H. T. HUNTER, *Vice-President.***

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If interested, tear out this page and keep with letters to be answered.

Canada's National Hardware Weekly

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Sold 1,000 Spark Plugs This Spring

Everton McNichol, Bloor and Dundas St., Toronto, Has Excellent Window to Display Accessories, and Uses it to Full Advantage—Believes in Virtue of Prices at Odd Cents—Seed Sales Alone Reach $500

Store of Everton McNichol, Toronto, Sh owing Window That Was Largely Responsible for Selling 1,000 Spark Plugs and A bout $500 Worth of Seeds.

EVERTON McNICHOL, hardwareman, Bloor and Dundas Streets, Toronto, is an enthusiast over the possibilities for the sale of automobile accessories. During the past months of the present spring he has sold over one thousand spark plugs in this single item alone. In price these plugs ranged from 75c to $2.50 each and it will be seen that the volume of trade in this one item was considerable. Spark plugs carry a good profit, as do the majority of the automobile accessory lines.

Mr. McNichol is located at the junction of the Bloor Street civic car line and the Dundas Street car line operated by the Toronto Street Railway Company. All people who travel downtown during the day on the Bloor Street civic car line leave the car at the corner on which he is located. When they alight they are confronted with one of his display windows which is located on the side of the store immediately in front of the Bloor Street line. They cannot very well miss that window in their travels either to or from the car.

Mr. McNichol has taken full advantage of this window as an advertising medium and the business which he has been able to develop as a result has amounted to considerable. The instance of the sale of spark plugs during the past spring is a concrete one. This window is practically the only kind of advertising that he uses. He is of course in a strategic position in the path of the passing throng. His window is framed nicely in an expanse of brick wall and people can hardly miss taking a look at it whenever they pass that way. In the sale of the spark plugs Mr. McNichol placed a pile of them in the window together with a card announcing the price. The price was made in odd cents, which principle has been found to work out for greater trade by some successful hardware merchants.

Appeal of Odd Cents

In the case of the spark plug, ones that were sold regularly at 75c were priced at 74c, while those selling regularly at $1 were marked at 99c. "There is a difference in the mind of the buyer between 99c and $1 which is infinitely greater than the real difference of 1c," stated Mr. McNichol to HARDWARE AND METAL. "The idea of the odd cent makes a strong appeal, as other successful hardwaremen have found out. In the mind of the buyer the actual difference is greatly magnified. He does not stop to analyze what the actual difference is, but it appeals to him possibly because it seems like aggressive business and an attempt to get the price down to a close margin of profit.

"Our auto accessory business has shown a great improvement over the amount secured last year. Last year was really our first year in handling auto accessories. This year the business is about double what it was last year. We are greatly pleased with the success of this line. The only handicap we have experienced is in the sale of tires where the man wanted them put on his car without going to the trouble himself. These cases are really in the minority as the great majority of car owners will put their own tires on their car. They will have them sent to their own garage and there will be able to tinker with them to their heart's content. Many car owners like such work about their car. It is a feature that gives them an added interest in their own car.

Big Sale of Seeds

During the past spring campaign for production Everton McNichol did his share in an endeavor to get the people to plant their gardens. As a result he sold double the amount of seeds that he has in any other year. While he did not keep a separate account for the seed sales alone Mr. McNichol estimates that his sales for seed must have been in the neighborhood of $400 to $500. These seeds were nearly all sold in 5c packages. The profit on them was good and there was practically no trouble in selling them. It was a sort of "serve self" proposition and in this way was clean and easily made money. There was no tying up of packages or expense in connection with string and paper. It was business that fitted in well with the present times when help is short and hard to get.

One of the novel features introduced by Mr. McNichol and which greatly assisted in the sale of the seeds was the use of his display window on the Bloor Street side to plant a small garden. Here the people could get an actual demonstration of the growing qualities of the seeds and they watched with interest the progress made from day to day. In the early spring they would examine the window to see the progress that was being made while they were waiting for their car. Some of them would even stop for a minute while making a run to catch a car and make good connections on the downtown trip. This window really served the same purpose as a bed under glass planted by the market gardener. The window is on the south side of the building and as such gets the warm spring sun. This naturally forced the plants along and gave them a good growth. The fact that good seed was also used helped some. But the main point was to get the interest of the people. They watched it with as great interest as they would their own garden. When the plants were well along toward maturity and ready to be transplanted they were taken from the window and a display of auto accessories followed.

Fishing Tackle Sells Well

The sale of fishing tackle, such as hooks, sinkers, rods, reels, lines, has been heavier this spring with Everton McNichol than in past years. Here again the window was used as a selling medium and quite a number of steel rods ranging in price as high as $5.50 were turned over. The lower-priced steel rods were priced at $1.75, but the most popular line was the more expensive one. During the two weeks' time that the display was on exhibit the stock of fishing tackle was pretty well cleaned out. Shelf stocks in some lines were disposed of and the display stock in the window had to be drawn upon in order to meet the needs. The small boy seemed to be doing considerable fishing this spring and the sale of lines, sinkers, and hooks was good on his account. It was undoubtedly the power of the window display to attract trade that resulted in this increased business.

Lot of Painting Going On

Mr. McNichol states that the volume of paint sales this spring has been equally as great as in some of the best building years before the war. The number of sales would of course be fewer but the amount in dollars and cents was up to the record of other years. Difference in the cost of paint now as compared with the pre-war prices of course accounts for increased volume. "People are doing a lot of painting this year as a matter of conservation," stated Mr. McNichol. "They have made up their mind that it does not pay to put it off. They are doing the painting themselves largely and in this way are eliminating the cost of getting a painter to do it. In this way they have saved on their painting bill and have not hesitated to pay the prices which it is necessary to get for paint at the present time. They have come to the conclusion that it is cheaper to paint than to let their buildings get in disrepair and deteriorate. We have had a steady sale of paint during the past spring and the trade has been very gratifying."

Auto Has Become Necessity on Farm

Regina Hardware Firm Asserts Belief in Big Future for Accessory Business—Aggressive Farmer Deems Car Essential —Western Hardware Dealers Taking Up More and More With Accessory Lines

IT it claimed by some for Saskatchewan that one out of every seven members of the population owns a motor car.

No matter where one goes in the cities and towns of the Province he sees a lot of people walking so it must be inferred that the farmers owning "cars" bring up the average to the extent above mentioned.

All of which reflects the wealth of the agricultural districts as well as the enormous amount of business being done in automobile accessories.

Among the hardware firms that have gone in for a share of this business recently is Armstrong, Smyth & Dowswell, Limited, Regina, Sask.

"About a year ago," explained J. W. Smyth, one of the members of the firm, "we felt that motor accessories belonged just as much to the hardware business as to that of the garage, and decided to put in a stock of various lines. These have been gradually added to since and we are well pleased with the development.

"We use the window frequently for accessories and find splendid sales from these displays," Mr. Smyth pointed out when asked as to methods of developing sales.

"For instance we are showing a line of flash lights there now and since that was put in I have had requests for the small bulbs used in them. Think I have sold half a dozen during the last day or two and don't remember having had a previous request for them. That shows in a small way, perhaps, the great value of the window.

"Some time ago we showed a certain line of automobile wrench sets in a window and we are still having requests for that particular set. Many sets have been sold as result of that one display."

The Armstrong, Smyth & Dowswell store devote an entire silent salesman to accessories. Others are shown on display fixtures. The department was only opened about a year ago and with little effort sales have developed rapidly, as stated above.

"We realize there is a big future in the line," Mr. Smyth added, "and contemplate enlarging our efforts and probably opening a separate department with a man in definite charge. Farmers are buying automobiles at a very rapid rate lately because they have had plenty of money, and after all a car is pretty nearly a necessity on the farm nowadays, at least for the aggressive farmer. Not only that but our regular city customers are buying them freely and we figure we might just as well sell them accessories when they come into the store as let somebody else do it. We do quite a trade in oils, grease, as well as detail parts, etc. There is no reason why we should not sell automobile oils as well as oils for farm machinery."

HARDWARE AND METAL'S representative finds that all through the West hardware dealers are going in more and more for accessories. When one sees the number of cars stationed all along the side as well as the centre streets, particularly on a Saturday night, their wisdom is well justified. In Regina on a recent Saturday evening the curbs were literally lined up with them no matter where one went—and that in addition to the continuous streams passing the main corners. The future is still bigger. There is a much greater acreage of wheat planted in the West this year—between 25 and 30 per cent. above last year—and with prices above the $2 mark again this year, the automobile industry is sure to expand.

Cement Prices Advance in United States

The price fixing committee of the War Industries Board of the United States has fixed the price of cement in that country for the four months, May 1 to September 1, the new price amounting to an advance of 15c to 30c per barrel. The justification for the advance is given as the great increase in the cost of labor and other manufacturing costs. The prices range from $1.60 to $2 per barrel, according to the section affected.

Fine Field for Canadian Exports in Brazil

J. D. McEwen, Returned Missionary, Asserts Opportunities for Trade Are Unlimited—Hardware, Farm Implements, Fish, Fruits, Household Furnishings, Manufactured Food Products, Machinery For Power Houses Are in Demand

View Showing City of Rio de Janeiro, the Capital of Brazil.

Rev. J. D. McEwen spent fourteen years in Brazil and is therefore in a position to speak with intimate knowledge of that country and its trade possibilities.

REV. J. D. McEWEN

Following story is an interview secured by HARDWARE AND METAL *from Mr. McEwen and shows the big opening for development of Canadian trade in that field.*

THERE is an unlimited field for the expansion of Canadian trade in Brazil at the present time," declared Rev. J. D. McEwen, returned missionary from Brazil, during the course of an interview. "Brazil is just beginning to awaken to the modern ways of doing things and the people are kindly disposed toward Canadians and Canadian industrial leaders. This has come about as a natural course of events. The part that Canada has taken in the present war has been a big factor in helping the Brazilians to feel kindly disposed toward Canadians. Furthermore, Canadian captains of industry were among the first to start the modern development along the lines of light, power and telephone systems. Alexander McKenzie, who is president of the Brazilian Traction, Light and Power Company, Limited, is a Canadian. This company has the control of the light, power and telephone systems in Rio de Janeiro, the capital of Brazil, and which is a city of 1,000,000 people. They also control the same industries in San Paulo, a city of 300,000 inhabitants. The leadership in industrial development afforded by these concerns has been a big factor in causing the Brazilians to be kindly disposed toward Canadian enterprise. The sewage systems of Rio and San Paulo were due to the enterprise of Canadian companies.

"These examples of enterprise have caused the Brazilians to awaken to the possibilities within their own country. Fourteen years ago when I first visited the country the city of Rio de Janeiro had a street car system that was to say the least very antiquated. Little cars

Street Scene in Pernambuco, One of the Cities of Brazil.

were drawn by three donkeys and the transportation was not at all rapid. Now the city has a magnificent traction system.

"Like Japan, Brazil has awakened. But unlike China they have invited everything modern. Indicative of the field that is ready to be harvested for exporting concerns it need only be mentioned that before the war Brazil bought from Germany goods to the value of $10,000,000 yearly.. This market is now gone so far as the enemy country is concerned. And it should not be forgotten that Brazil is one of our active Allies in this war. She has been doing valuable service in policing the southern waters with her navy.

"The people are building modern homes in place of the old mud houses and it is needless to say that enormous quantities of building materials, such as lumber, builders' hardware, nails, saws, hammers and carpenters' utensils, together with innumerable lines that go with modern housekeeping, such as bathroom fixtures, water supply systems, pipe, taps, household utensils, and the lines of hardware that will be required in transforming the country into the modern ways of living will be tremendous. There are 21 states in the Republic of Brazil, and the population comprises 25,000,000 of people. From this fact it will be seen that the possibilities in the way of requirements will be enormous.

Modern Foodstuffs in Demand

"Brazil is changing her diet with the transition to modern ways and therein is a field for the Canadian manufacturers of foodstuffs. Brazil is not a wheat growing country, as is the Argentine. With the adoption of wheat flour and wheat products there should be a field for Canadian wheat and other grain products. Mandioca is the bread of Brazil at the present time. This plant grows to about eight feet high, but the edible portion is the root. This tree is propagated by cutting small bits of the branches and planting them about five feet apart. After a year's growth it is ready for manufacture. The plant is pulled and a large root, something like the parsnip, and often a clump of roots, comes to view. The roots are put in a farina house, where the rind is scraped off with knives, or any old scraper thing. A woman squatted, holds this rinded root near a fast turning pulley which has little iron points. The pulley is propelled by a large wheel joined with rawhide belt. Two men, one on each side of the large wheel, turn it with a crank. The pulped material falls below the grater into the trough. When the trough is full a press is put over the trough and there is expressed a poisonous liquid. The pulp is then removed to a drying furnace, fire being under cover of iron or clay on which cover the pulp is placed and stirred continuously for several hours with a long wooden hoe.

"The pulp is now farina and ready for use. It is found on every Brazilian table, rich and poor alike. They eat it mixed with wheat and gravy. They eat it alone. It is a strong food and very nutritious, and when one learns to like it is very palatable. This farina is sold at local markets for about ten cents for twenty quarts.

Manufacture of Tapioca

"There is a sediment found at the bottom of the pressed-out poisonous liquid, already referred to, from which tapioca is made. Tapioca is well known in other lands. This sediment also makes excellent starch. The Brazilians dry the sediment also and from it drinks for infants and invalids are made.

"From this description of the bread-making process it will be seen that interior Brazil is still in a primitive state of development in this respect. They are taking to wheat flour and Canadian millers should find a good market for all their products in that country.

"There is also an excellent market for Canadian fish and fruits of various kinds, such as apples. Apples will not grow in that great country of tropical fruits. There is also a field for manufactured articles of clothing as industries devoted to their manufacture have as yet been meagrely developed.

Opening for Sewage Systems

"That there is an excellent chance for the development of trade in pipe and machinery that go hand in hand with sewage systems can be seen from the fact that there is not a single sewage disposal system in the interior of Brazil. The great central part of Brazil is the least known of any section in the world. It is less known than Africa. It is a dark country in that respect, but not dark in the sense that it is behind in modern requirements. Great quantities of musical instruments, gramophones and similar articles were sold to Brazil prior to the war by Germany. Japan is alive to the opportunity there and has not been losing sight of the chance to develop her trade. She is already selling many products there and will undoubtedly continue to do so. The United States manufacturers have also entered the country and are securing much trade. But the Canadian manufacturer has an equal chance with the manufacturers of other countries. The fact that some of the finest development in the country has been carried on by Canadians will go a long way toward making the people feel kindly toward Canadian manufacturers and goods when they go into that country.

Want Farm Implements

"Farm implements are wanted in Brazil, evidence of which is gleaned from the fact that all duty on farm implements has been removed by the Government. The people are anxious to get the modern implements to till the soil. They have become thoroughly imbued with the necessity of adopting the best methods of carrying on their farm industries if they are to succeed in the race for progress. Farming will be an important industry with them. One of the chief branches to which they are devoting their attention is the raising of live stock. The duty on pure bred cattle and horses has also been removed by the Government in order to encourage stock raising. The people are a meat-eating people, but their meat is largely of the sun-dried variety. The meat is cut from the carcase of the beef in long strips, sprinkled with salt, then is hung up on a pole to sun for several hours. After it is thoroughly cured it is sold in the markets. Millions of people buy this meat, which is

sold at 16c per pound. Fresh beef is sold as well, the price usually charged being ten cents per pound."

Mr. McEwen was stationed in the State of Bahia, the capital of which is the city of Bahia, the inhabitants numbering 300,000 people. German influence and intrigue has been at work to induce the Brazilian Government to keep out of the present European struggle. Three States of the country are largely peopled by Germans and their descendants, namely, the States of Parana, Santa Catarina and Rio Grande de Sul. These three States prepared for secession when there was talk of participation on the side of the Allies. These rebel States declared they would take up arms against the remainder of the country and prepared for the mobilization of an army of 500,000 men. But the Brazilian Government took prompt action and seizure of the German banks followed and soldiers placed to guard them. The interned German ships were taken over and added to the Brazilian navy or merchant marine.

Brazil is now actively engaged in the war and is patrolling all the South American waters and is shipping food and supplies to the Allied armies in the ships seized from the Germans. The principal products of Brazil which were shipped abroad comprise cereals of various kinds, coffee, cocoa, chicle and nuts. Her interior states are reported to be rich in minerals and forest wealth. There are many kinds of expensive woods suitable for furniture and other uses which would no doubt find a ready use in Canada.

Canada to Have Steamship Line

"There will be a line of steamships running direct to Brazil from Canada as soon as possible, I am informed on good authority. This will greatly facilitate trade between the two countries. Canadian manufacturers should avail themselves of the opportunity to get into that country now when the people are looking around for new sources of supply and when they are taking on modern ways and methods of living," stated Mr. McEwen. One of the essentials for Canadian business men is to become conversant with the country and its needs. To this end they would need to send representatives there who can talk the language, or who could learn the language readily. Portuguese is the language of the country, as the country was settled in the early days by Portuguese colonists. There can be no doubt but that a fine future is in store for the manufacturers and business men who take advantage of the opportunity at present afforded in Brazil," concluded Mr. McEwen.

Author of Book on Brazil

Rev. J. D. McEwen is the author of a book entitled "Brazil," which is written in very entertaining and interesting English and which gives an excellent picture of the country as he came to know it after a residence of fourteen years among the people. He has marched with them, stood in their file, and he knows the Brazilians from intimate contact with them in their home life and in their business life. He is enthusiastic about the possibilities for development in Brazil. The life of hardship and danger that he led among the people permits him to speak with authority on the needs of the country.

Put Yourself in Other Fellow's Place

So Says Frank Russill, Proprietor of the Russill Hardware, Toronto, Who Has Made a Big Success of Advertising—Gets Advertisements Down to Simple Language—Spends $100 Week on Newspaper Advertising

ONE of the big leaks in many hardware businesses is the amount of money which is spent on advertising and which does not bring results commensurate with the money spent. That advertising does pay when it is carried out in the right manner is demonstrated by the Russill Hardware, 126 King Street East, Toronto. This firm uses good sized space in two of the Toronto dailies on Friday of each week. Approximately $100 per week is spent in order to purchase this space. There must of necessity be considerable goods sold in order to bring back this initial outlay of $100 and give a margin of profit that will make the effort worth while. "We have been doing this advertising now for several years," said Frank Russill, proprietor of the Russill Hardware Company, to a HARDWARE AND METAL representative. "We would not do it if we did not find that it paid. It is a business proposition with us."

Many hardwaremen have taken refuge in the thought that the city hardwareman has a better chance to do advertising because he can make a daily appeal. "Where a paper comes out only once a week the same as our local paper it has always seemed to us that it was not frequent enough to make an impression," is often the line of argument which hardwaremen sometimes use in an attempt to justify their failure to take advantage of the means at their disposal.

But there are many hardwaremen throughout the country who have turned their attention to this matter of advertising and they give eloquent testimony

FRANK RUSSILL

Proprietor of the Russill Hardware Company, Toronto, Who Is a Firm Believer in the Power of Advertising to Get Trade.

that where it was carried out right it has brought results. There is really no justification for the argument that advertising in a country weekly is not frequent enough to bring results. The Russill Hardware Company advertises no more frequently than the hardwareman living in a town with only a weekly paper has the opportunity of doing. For the firm inserts their advertisement only on Friday of each week. That is usually the day on which the average weekly paper is published. Some are published on Thursday. But whether they are issued on Thursday or Friday there is the opportunity of placing goods before prospective customers in the same forceful and energetic way in which the Russill Hardware Company does. Frank Russill has built his business largely through the strength of his advertising in the Toronto dailies. His store is located some four or five blocks east of Yonge Street on King Street. That short distance would be sufficient to sidetrack the business if it were not for the fact that he has kept the trade coming to his store by means of his advertising. In large cities such as Toronto, the difference of three or four blocks in the matter of location often makes all the difference between success and failure in developing trade. When a store is away from the line of traffic some means must be adopted in order to turn that line of traffic to the merchant's store. Frank Russill has accomplished that through his weekly advertisements in two of the Toronto afternoon dailies on Friday of each week. Here is the story of advertising as Mr. Russill sees it, and as it was told by him to HARDWARE AND METAL.

Put Yourself in Other Fellow's Place

"One must put himself in the other fellow's place if he is to solve the problem of an effective appeal. The hardwareman must realize that he is talking to an average crowd of people who know

a great deal less about the hardware business than he does himself. His language should be couched in the simplest terms, according to my way of thinking. As an instance of this, in writing our advertisement during this week I was tempted to use the word 'illustrated' in referring to one of the electros. For fear lest there should even be some who might stumble over the word 'illustrated' the word was changed to 'as style shown herewith.'

"We have always made it a principle of advertising to use no words that would cause the reader to stumble. Another instance is that of using the term 'butt' in speaking of a hinge. We prefer to call them hinges rather than butts and describe them in such a way that there is no doubt in the mind of the reader as to what kind of hinge they are. There are countless numbers of people who would not know what is meant when they were called 'butts.' But the word hinge is within the comprehension of everyone. Our method of advertising is one that has evolved through a process of growth. We had to feel our way toward the style that we deemed the most effective.

Use Good Sales Talk

"In the wording of our advertisements we have endeavored to use such descriptive material that we thought would interest our customers. In other words we have endeavored to use good sales talk. Some advertisers will often simply quote the price of an article without giving details about that article. We do not believe that to be the most effective way of making an appeal. For instance, there is a kitchen knife. A salesman might toss the knife on the counter before a customer and say: 'There is a kitchen knife. Price 15c.' That appeal would not be as effective as: 'Here is a good kitchen knife, made of the best steel, will hold an edge and always give good satisfaction. It is pliable, it will bend but will not break. It will last a long time and give you good value for the amount spent on it. The price is 15c."

"Judge for yourself which would be the most effective appeal. That is the method that a good salesman would adopt in selling the article over the counter. We are of the opinion that it is the kind of appeal which gets a hearing in newspaper advertising. At any rate it is the principle that we endeavor to follow.

Illustrations Attract

"Illustrations in advertisements undoubtedly attract the attention. Wherever it is possible we always make it a point to use a small electro in placing an article before the people. Where it is not possible to use an electro we often put the headline in a catchy little box, which has somewhat the same effect as an electro. But the electro is by far the best wherever it can be used.

"We have followed the principle that it is good to concentrate our efforts on one day each week, and use a fairly large space on Friday. Some might find that it would pay to use smal'er space and use it oftener, say every day or perhaps

three times each week. We are of the opinion that a good-sized advertisement looms large and strikes out where a smaller one perhaps would not. We try not to lose any of the space for which we are paying money, and have endeavored to make every inch count for trade.

"We have adopted the principle of selling goods at odd cents and reducing the price a few cents. There is a strong inclination in human beings to want to get things for the best possible price—at a bargain in other words. If they can be made to think that they are getting good value for the money without intentionally misrepresenting or falsifying the goods it is good salesmanship to do so. It should not be forgotten that it is poor business policy to misrepresent an article. The harm that such a practice does far outweighs any temporary advantage that may accrue through the immediate sale.

"There is such a thing as painting the picture in the best light without misrepresenting it. The fact that people get an article for one or two or three cents below the usual price makes a strong appeal to them. There is something about the fact that makes them think that close prices are being given. For this reason the odd cents make an appeal to them.

"We are spending a lot of money each year in advertising, but we feel that it is getting results for us. In our location some four or five blocks east of Yonge Street we are compelled to keep before the people with good sales methods. We are not exactly in the line of traffic and we have to bring the people to us. This we have been able to do through our advertising. We have been following this principle in advertising for some years past. Not all the results from our advertising were apparent on the start. It took a considerable time before the cumulative effect of this method of advertising commenced to show results. Now people have come to look for our advertisement as a steady feature of the Friday paper. It took some time for it to gather momentum, but when it did start to come in it did so in a way that has left no doubt in our mind as to the effectiveness of this method of getting after business."

Good Sale of Fishing Tackle

Mr. Russill reports that their store has had a good sale of fishing tackle during the past spring. Following their usual method, this firm advertised their fishing tackle in the local dailies and in addition placed a display in one of their windows. That display was an attractive one. The Russill Hardware does not believe in carrying fishing tackle over from year to year. It sells best in the spring of the year "when man's fancy lightly turns to thoughts of creeks and trout and glistening lakes." Mr. Russill thinks that is the opportune time to dispose of fishing tackle. One of his salesmen is an enthusiast over fishing and that department is given over to his charge. He is consequently able to meet the fishermen on a common ground and understand what they are talking about. This has greatly facilitated the sale of these goods. Fishermen like to talk to a salesman who understands the game.

Illustration Showing Display of Fishing Tackle in Store of Russil Hardware Company, Toronto. This Firm had a Good Sale of Fishing Tackle During the past Spring.

Turpentine Market in a Flurry

All Quotations Withdrawn in Southern States as Result of Proposal to Withdraw Labor From Turpentine Industry as Being a Non-Essential—Prices Advance Locally

GREAT excitement was caused in the turpentine market during the past week as a result of the proposal of the United States Labor Commissioner for Georgia, Florida, Alabama, Mississippi and Louisiana to curtail the labor now used in that industry for more essential work. The matter was discussed at a meeting of the turpentine producers held in New Orleans on Monday of this week. Discussion there took place as to the feasibility of closing down the entire industry, as the Government had suggested that the naval stores industry is non-essential, and that workers engaged in it could be more profitably used in other lines of vital importance to the prosecution of the war. The secretary of the Turpentine & Rosin Producers' Association of the South sent the following telegram to the various interests when it became apparent that some action was to be taken by the Government:

"The United States Labor Commissioner for Georgia, Florida, Alabama, Mississippi and Louisiana has called a meeting of turpentine producers to be held Monday, June 10, at 3 o'clock, at the St. Charles Hotel, New Orleans, to explain that, as rosin and turpentine are considered non-essential products, it is necessary for the Government to use turpentine labor in other employments. As this action, if carried into effect, will result in at least a partial destruction of the industry, we hope you will urge all consumers, producers and dealers in naval stores to have representatives attend this meeting. This brings about an extremely critical situation that requires the most careful study and co-operation."

At the meeting of the producers propositions for curtailment all the way from complete suspension to 40 per cent. of present operating staff were brought forward. While the discussion was in progress all prices were withdrawn, and at the time of writing it is not apparent to what extent withdrawal of labor will be effected. It is evident that drastic measures will be taken. In the local market prices advance 5c per gallon in some quarters as a result of the situation. If it turns out that further supplies of turpentine and rosin are not available existing stocks will be at a premium.

EDITORIAL COMMENT

EDITORIAL BRIEFS

THE Ross rifle factory at Quebec is to be started again to manufacture pistols for the United States Government. This looks like the beginning of a new industry for Canada.

* * *

IT IS reported that another rich nickel and copper ore bed has been discovered in the Laurentian Hills, about three miles from Luskville, Que. It is to be hoped the find will prove as abundant as the first reports seem to indicate.

* * *

WHAT are believed to be the bones of Tecumseh, the great Shawnee Indian Chief, who died fighting with the British forces in 1813, were discovered near Thamesville, Ont. Three small metal military buttons together with the bullet which it is believed killed the man were found with the skeleton. But for the unchangeable quality of metals the last resting place of the good chief might for ever have been a mystery.

* * *

JEWELERS are reported to have obtained a ruling from the Customs Department as to what articles will carry the surtax of 10 per cent. levied at last session of Parliament. It is stated that it does not include watches, clocks, silverware, purses, cuff or collar buttons, mesh bags, vanity boxes or other articles not worn solely for the adornment of the person. Apparently about the only articles that are not excepted are rings, brooches, pins.

AMOUNT OF SPORTING GOODS IMPORTED

THE recent embargo placed on importation of certain lines of sporting goods, except under license, which will in all probability work out toward effective prohibition of these commodities, will not affect the trade as seriously as it would have done in the year 1914-15.

Figures of importations for the four years during which the war has been in progress show that in 1914-15 the amount reached $1,743,200, in 1915-16 it declined to $1,240,100, in 1916-17 it was slightly higher than the previous year when amount was $1,439,800. There was a big drop in importation for the year 1917-18 when the amount was $413,700.

In the three items of guns, cartridges and roller skates the total for fiscal year 1917-18 was over $400,000 in value. As will be noted the value of the imports have shown a steady decline since the beginning of hostilities. There has been a steady falling off in the sporting goods trade as the result of the departure of young men of military age.

Importations of skates have kept up well to the 1914 figures, in that year being $38,200 in value as compared with $35,400 in 1917-18. Restriction of the imports of skates will probably be felt relatively about the most of any of the lines. One of the important lines is roller skates, which are almost entirely imported from the United States.

With the prohibition of imports estimated at $30,000,000, it will be seen that with less than half a half million dollars in imports in all sporting lines into Canada the factor will not be a serious hindrance to trade.

FIRST PRICE REGULATING MEASURE

SO far as the Canadian manufacturing trade is concerned the first measure to regulate prices has been invoked, according to a despatch from Ottawa during the week. A new order in council has been passed supplementing the one restricting the importation of luxuries which stipulates that manufactures of gold and silver, electro-plated ware and gilt ware, and sterling or other silverware shall not be increased in price as from June 3 without the permission of the Minister of Trade and Commerce.

This order will affect plated holloware and flatware and sterling silverware of various kinds, a number of lines of which are carried by hardware merchants. This will undoubtedly cause some concern and extra labor to the hardware trade. Some of the Canadian manufacturers within the past two weeks advanced the price of their silver-plated holloware and in some instances the trade has not been advised of this fact.

Wherever these goods have to be purchased at the advanced prices and new prices made accordingly by the retail trade, it is apparently the intention of the Department of Trade and Commerce that dealers must submit their new prices before putting them into effect.

It is possible that it may not make any material

difference beyond the inconvenience and delay caused through the necessity of getting that sanction.

MAY BE SHORTAGE OF FLATWARE

MANUFACTURERS of silver flatware in Canada and importers of same may find difficulty in getting supplies of raw materials as a result of the embargo placed on shipment of same by the United States Government. The raw material placed under embargo is that of nickel-silver, which is largely used in the manufacture of flatware.

It is not yet apparent whether the United States Government intends that any leniency shall be exercised in allowing licenses to be granted. If the embargo holds tight it will mean that a shortage of this class of flatware will develop in Canada.

The recent order passed during the week preventing the increase in price by any dealer of manufactured articles of gold and silver and plated-ware will prevent any advantage being taken of the situation thus created.

Should it turn out that no further supplies of nickel-silver are allowed to come in consumers will have to be content to get along with their existing supplies of knives and forks and spoons or at least after present supplies in dealers' hands are exhausted.

PRODUCTION SHOULD BE KEPT UP

THOMAS A. EDISON is of the opinion that the way to meet the present situation is not by curtailing the manufacture of what are termed non-essential commodities but by increasing production. In a recent signed statement to a convention of phonograph dealers in New York he said:

"No legitimate industry is non-essential except as it interferes with the conduct of the war, and then only to the extent to which it interferes. No statistician can prepare figures that can be accepted safely as a guide to the curtailment that should occur in the manufacture of the so-called non-essentials.

"What we need to do is to speed up. It is not a question of what we must not do, but a question of what we must do. We must win the war. We must provide all the arms, ammunitions, ordnance, airplanes, and equipment that can be transferred to Europe, and we must build ships as rapidly as possible.

"We must make all the other goods that we can possibly make. We must keep on creating new wealth. We must keep our manufacturing organization in good running order. We must continue to go after foreign trade, and we must prepare ourselves for the intense competition for foreign markets that will come after the war."

Mr. Edison's idea seems to be that in this time of stress it is not fitting that industries should be torn up root and branch. He recognizes the need for production of war materials. But he does not think that the manufacturing organization should be crippled in certain lines.

The great inventor would make two blades of grass grow where formerly one grew. Production of certain commodities can be kept up even when the working staffs are reduced to provide for the necessary war work. Production of war materials on the other hand should be speeded up. This is sound business sense.

CONTROL OF STEEL ABSOLUTE

ANNOUNCEMENT was made during the week that an agreement had been reached between the War Industries Board and the American Iron and Steel Institute whereby the Government takes absolute control of distribution of all manufactured products and pig iron.

This is interpreted as meaning that there will be very little if any steel available for non-essential industries during the balance of the year. If there is any surplus over and above war requirements this steel will be distributed equitably. The Government has already placed contracts which approximate 18,000,000 tons, or more than one-half the capacity of the plants in the United States for the last six months of this year.

When the unfilled orders, prior to placing these new orders, are taken into acount it will become apparent that the amount available will no doubt be comparatively small. The prospect for the manufacture of what are termed non-essential commodities is, to say the least, not bright. This will not only cause a shortage of goods for present use in many lines, but will create a serious condition for these industries to pick up the broken threads when it is possible again to obtain supplies.

FURTHER INCREASES IN FREIGHT RATES?

DESPATCHES indicate that an increase in wages to employees of Canadian railway lines will be made in the same proportion as the advance secured on railways in the United States. The recent decree of the President of the United States provided for a blanket increase to railway employees amounting to $300,000,000.

Mr. McLeod, general manager of the Canadian Northern Railway, is authority for the statement that the wages of employees of Canadian railways would be increased. This advance, if it does come, will not come out of the earnings of the railways without provision being made therefor.

There are two ways which it may be provided for, namely, the Government can foot the bill or the railways may be permitted to increase their rates. As the Government already has great demand upon its funds the logical conclusion would seem to be that another increase in rates would in all probability be in order.

Analyzing the Luxury Embargo List

How the Estimated Saving of $70,000,000 is Made Up—Reason For the Ban Imposed and the Percentage of Canada's Total Trade

CANADIAN luxury imports—as the Federal Government defines luxuries or war-time essentials—during the war period are estimated to have reached a grand total approximating $70,000,000.

A compilation for HARDWARE AND METAL for the fiscal years 1914-15, 1915-16, 1916-17, and for the ten months of 1917-18 ending February 1 last shows the imports of non-essentials which are included in the Government's first list of prohibited importations to have aggregated $65,546,000, as follows:

1914-15	$15,514,500
1915-16	13,644,800
1916-17	18,985,300
1917-18	17,401,400
	$65,546,000

The Government's edict barring purchases of non-essentials abroad may be separated under nine distinct heads. A summary of the extent of Canadian buying in these nine classes during the period of the war is given in table No. 1.

It will be immediately clear that while no striking impression has been made upon the total of Canada's foreign buying, the Government, however, has at least made a start. Further progress in pruning down Canada's luxury imports may be expected now that a starting point has been reached. In the calendar year 1917, for instance, Canada's imports reached a total of $1,005,134,000, so that the ratio of now prohibited importations is less than 2 per cent. of the total of Canada's foreign buying.

The banning of this buying abroad is designed to correct an unfavorable trade position, not in the total of Canada's foreign trade, for Canada now has a favorable world balance of $600,000,000 but in the United States, where the Canadian dollar has been at a discount because of an adverse trade balance of $300,000,000. Analysis of the goods now under the ban shows that at least 75 per cent. are obtained in the United States, and to that extent the prohibitory measure will be accepted in the spirit in which the Government has enacted it.

A more detailed idea of the scope and extent of the order-in-council is given in table No. 2, which illustrates the extent of Canadian buying in these classes in each year of the war period:

TABLE NUMBER 1.

	1914-15	1915-16	1916-17	1917-18
Sports	$1,743,200	$1,240,100	$1,439,800	$ 413,700
Fruits	4,012,200	3,566,100	4,939,300	5,763,300
Vegetables	449,700	418,200	530,100	545,000
Sweets	1,157,000	945,600	1,040,500	647,600
Autos	3,527,400	4,820,600	7,891,300	7,261,400
Paintings	1,163,000	792,000	852,000	971,600
Perfumery	593,700	553,600	669,900	657,800
Jewellery	1,458,800	1,158,800	1,442,500	971,200
Marble	407,400	149,600	179,900	169,600
	$15,514,500	$13,644,800	$18,985,300	$17,401,400

TABLE NUMBER 2.

Sporting Goods

Article—	1914-15	1915-16	1916-17	1917-18
Billiard tables, etc.	$ 30,700	$ 7,900	$ 3,200	$ 20,500
Pleasure boats, etc.	35,300	25,300	28,900	32,000
Cartridges, etc.	703,200	285,000	279,600	205,600
Powder	147,800	354,500	404,100	10,500
Sport bags, etc.	34,900	6,300	4,100	2,300
Skates	38,200	33,400	34,100	35,400
Guns, etc.	723,500	508,500	665,200	184,000
Fish rods	29,600	16,200	20,600	23,400
	$1,743,200	$1,240,100	$1,439,800	$ 413,700

Fruits and Nuts

Nuts	$1,721,600	$1,596,000	$2,328,600	$2,527,800
Berries	.....	7,000	5,000	4,000
Blackberries	589,100	428,500	542,100	674,000
Cherries	102,300	48,700	59,700	107,000
Cranberries	.....	92,000	135,000	101,100
Currants	.....	500	100	100
Grapes	317,200	327,900	440,500	440,000
Peaches	340,700	240,500	353,500	496,800
Pineapples	305,400	270,500	270,400	312,400
Plums	251,800	182,600	293,600	409,100
Quinces	384,100	271,900	510,800	691,000
	$4,012,200	$3,566,100	$4,939,300	$5,763,300

Vegetables

Fresh tomatoes	$ 449,700	$ 418,200	$ 491,100	$ 521,200
Sugar beets	.....	.....	39,000	24,000
	$ 449,700	$ 418,200	$ 530,100	$ 545,200

Sweets, Confections, Etc.

Preserved ginger	$ 20,800	$ 12,600	$ 40,000	$ 20,000
Jellies, etc.	402,100	208,600	150,400	27,400
Sugar candy, etc.	724,100	626,400	712,100	370,200
Lime juices (10 mos.)	.....	98,000	138,000	230,000
	$1,157,000	$ 945,600	$1,030,500	$ 647,600

Automobiles

Passenger (50% of to. imp.)	$2,444,300	$2,544,600	$4,291,300	$4,462,700
Auto parts (50%)	1,083,100	2,275,200	3,600,000	2,798,700
	$3,527,400	$4,820,800	$7,891,300	$7,261,400

Paintings

Paintings, etc.	$1,163,000	$ 792,000	$ 852,000	$ 971,600
	$1,163,000	$ 792,000	$ 852,000	$ 971,600

Perfumery

Perfumery, etc.	$ 593,800	$ 553,600	$ 669,900	$ 657,800
	$ 593,800	$ 553,600	$ 669,900	$ 657,800

Gold and Silver

Jewellery	$ 898,100	$ 689,600	$ 966,600	$ 711,700
Manufactures of	560,700	469,200	475,900	260,500
	$1,458,800	$1,158,800	$1,442,500	$ 971,200

Marble

Manufactures of	$ 407,400	$ 149,600	$ 179,900	$ 169,600
	$ 407,400	$ 149,600	$ 179,900	$ 169,600

A number of modifications have been made in the original order in regard to the varieties of fruit under embargo, so that some of the heaviest items in the above list are not now affected.

One Week More

Mr. Salesman: Can You Earn $10 Easier than by Telling--Simply Telling--How You Made a Success of Selling Some Particular Line?

The time is short and the opportunity is a good one. HARDWARE AND METAL'S *Contest for Salesmen and Saleslades will close on June 22nd. Only one week more.*

What is the selling power of the clerk? That is what we are seeking to find out. HARDWARE AND METAL *believes that it counts for very much—that real, aggressive methods and tactics are often shown.*

But we want you, Mr. Salesman, to tell how you put the sales across. For the best answer to this question, based on your own experience, HARDWARE AND METAL *offers a prize of* $10. *For the second best answer a prize of* $5 *is offered. For each reply that we are able to use in our news columns we will pay* $1.

The only conditions of the contest are these:

1. That the contestant shall refer to sale of some definite line of goods.
2. That these goods shall have been sold at regular and not cut prices.
3. That there shall be stated the amount or value, or both, of goods sold within a certain specified time.

In this contest literary merit does not count. What we are after is the idea that sold the goods. It may be window display, a sales talk, an idea of following up former sales—anything in fact that resulted in sales.

Send in your answer without delay. It will make you a better salesman to give expression to your ideas and methods.

EVENTS IN THE TRADE

Business Changes

Brant, Alta.—Blair & McNeil, hardware merchants, have dissolved.

Sherbrooke, Que.—Codere & Fils, Limited, wholesale and retail hardware, have discontinued.

Virden, Man.—Boiteau & Thompson have been registered as a firm to deal in auto accessories.

Welwyn, Sask.—Campbell & Van Male, hardware merchants, have been succeeded by Webster & Van Male.

Montreal, Que.—J. A. R. Chevrier, hardware, has been registered under the name of J. A. Raoul Chevrier.

Auburn, Ont.—G. E. Denstedt has sold out to J. R. Johnston. Stock and property is to be taken over Sept. 17.

Viceroy, Sask.—Gray Bros., hardware and billiards, have sold the hardware branch of their business to William Harper.

Estuary, Sask.—Wiebe Bros. & Walsh, Ltd., hardware and autos, has changed personnel of ownership through retirement of J. S. Walsh.

St. Thomas, Ont.—Jackson & Firth, hardware merchants, have dissolved partnership. The business will be continued by Mr. Jackson.

Winnipeg, Man.—The Parkyte Company, Limited, manufacturers of sanitary appliances, has been advertised for sale as a going concern.

Steinbach, Man.—Reimer, Barkman & Friesen have disposed of their flour mill to P. T. Barkman & Sons, who are dealers in lumber, hardware, implements, fuel and are millers.

Morris, Man.—The business of A. T. Mitchell at Morris, Man., is now being conducted under the firm name of Mitchell Bros., change having recently been made.

Obituary

Walkerton, Ont.—S. W. Vogan, hardware merchant, died recently.

S. W. Vogan, for over 36 years in the hardware business at Walkerton, Ont., died on June 2. For a number of years Mr. Vogan was interested in the Walkerton Flour Mills. During the year 1902 Mr. Vogan was mayor of Walkerton. There survive him his wife and one son, Sam W. Vogan, who is at present conducting the hardware business conducted for so long by his father.

Fire Losses

Holmfield, Man.—Cairn Bros., hardware merchants, have suffered fire loss.

Port Perry, Ont.—Fire damaged the store of G. S. Jeffrey & Son, wholesale hardware and saddlery hardware at Port Perry on June 11, by which damage to the extent of $10,000 was caused. Loss is covered by insurance. The building was saved.

Rosser, Man.—E. E. Price of Rosser, Man., suffered fire loss to his general store stock, including hardware, to the extent of $12,000. The fire occurred on June 7. Loss is partially covered by fire insurance.

J. A. ST. GERMAIN
Manager of Imperial Supply Company, a Newly Organized Company

Personal

George Peacock, hardware merchant, Mimico, Ont., was a Toronto visitor during the week.

Mr. Virtue, of Jordan & Virtue, Oshawa, Ont., was in Toronto on Wednesday of this week.

Mr. Neely, of the Victoria Mercantile Co., Victoria Harbor, Ont., spent a day in Toronto during the week.

James Isbister, representing Peck, Stow and Wilcox Co., Cleveland, Ohio, was in Toronto during the week in the interests of his firm.

E. T. Malone, who has been representing Armstrong, Whitworth Co., of Canada, Limited, in the Hamilton district, has been appointed district representative for Ontario and has been transferred to Toronto, his headquarters in the future.

Prescott W. Robinson, manufacturers' representative, Montreal, Que., was calling on the trade in Toronto during the week in the interests of the firms whom he represents.

Blount Burchaell, former motordrome racer, who had been living in Toronto since the days of the board track boom, has returned to his home city, Atlanta, Georgia, for the purpose of enlisting with the aviation branch of the United States army. Mr. Burchaell was employed by the Imperial Oil company during the past three years.

G. Alfred F. Bleau, senior partner of Allaire & Bleau, hardware merchants, St. Boniface, Man., was recently given prominence in one of the Winnipeg dailies in the space devoted to pioneers. Mr. Bleau is an ex-Mayor of St. Boniface. The item stated that as a business man he is very much esteemed and respected and paid compliment to his public services.

Stanley R. Frost has been appointed superintendent of the Durham Cement Company at Hanover, Ont. Guy Bowser, formerly of the Ontario Portland Cement Company of Blue Lake, near Brantford, has been appointed chemist for the Hanover Portland Cement Company. E. D. Gruetzner will act as managing director and superintendent of the latter company.

A rally of bicycle dealers, mechanics, and others associated with the bicycle business in various cities of Ontario will be held at Grimsby Beach on Saturday, June 22. under the auspices of the Canada Cycle & Motor Company, Limited. Toronto dealers will attend by boat while the dealers of Hamilton, St. Catharines, Welland and other centres will use other public conveyances to reach this summer resort. A special fare on the Toronto boats has been secured for the occasion.

Montreal News Notes

Under the auspices of the Montreal Automobile Association an outing is being arranged for the pupils of the School for Cripoled Children on the 4th of July. About 65 pupils and their wards will be thus entertained. The assistance of car owners is asked that this be made a real success and those willing to assist in this manner are being asked to communicate with Secretary T. C. Kirby, whose office is in the Windsor Hotel.

W. S. Leslie, president of A. C. Leslie & Co., Ltd., is in the States this week. Mr. Leslie will visit, among other points, Pittsburg, where he will conduct business for his firm.

Incorporations

The Petroleum and Gas Products, Limited, has been incorporated under the laws of the Dominion of Canada for the purpose of producing, manufacturing, purchasing, acquiring, refining, smelting, storing, distributing, selling, and to dispose of and deal in petroleum, natural gas, oil, salt, chemicals, metals, minerals and mineral substances of all kinds. The names of the incorporators are George Joseph Valin, barrister; Fred Woods and Fred Wilson Rogers, accountants; Mary V. Curley and Arthur J. Manley, stenographers, all of the town of Sudbury. The capital stock of the company is to be $1,000,000, divided in 10,000 shares of $100 each. The chief place of business of said company is to be at the city of Toronto.

The Dim-Rite Specialties, Limited, has been incorporated under the laws of the Province of Ontario to buy, sell and deal in auto accessories. The capital of the company is to be $60,000, divided into six hundred shares of $100 each. The head office of the company is to be located at Welland. The names of the subscribers to the memorandum of agreement are William Henry Honsberger, electrician; George Calver Brown, banker; Jay Clarke Diffin, contractor; Charles Richard Hagen, superintendent, and Lynn Bristol Spencer, barrister-at-law, all of the city of Welland.

The Dillon Crucible Alloys, Limited, has been incorporated under the laws of Canada, the names of the incorporators being Lynn Bristol Spencer and Lorenzo Clarke Raymond, barristers; Charles Henderson, retired farmer; Clarence M. Webber, bookkeeper; William W. Brookfield, road superintendent, all of the city of Welland. The purpose of the company is stated to be the manufacture of iron and steel of every description, including crucible steel, alloy steel, tool steel. The capitalization of the company is $100,000. The chief place of business of the company is to be at Welland, Ont.

C. A. Moore Becomes President of Company

Chas. A. Moore, formerly manager and secretary-treasurer of the Stratford Mfg. Co., Ltd., Stratford, Canada, has bought out the shareholders of the company and becomes president of the new company. The Stratford Mfg. Co has been in business for many years manufacturing step and extension ladders, gliding settees, lawn and verandah furniture, folding chairs and tables, kitchen cabinets, etc. In outlining to HARDWARE AND METAL the aims of the reorganized company, Mr. Moore stated that the policy of the company is as follows: "We are going to make fewer lines and only make lines for which there is a big demand. We will carry a heavy stock of all our lines made up so that we can get orders away the same day as they are received."

Bicycle Day Held in Toronto, June 5

The chief feature of the Bicycle Day in Toronto on June 5 was the huge bicycle parade from the City Hall to Scarboro Beach Park and a fancy dress and decorated wheel carnival in the park grounds during the evening. Approximately one thousand tickets were distributed among those in the parade and fully one-third of this turnout were in fancy dress or rode decorated bicycles. The stunt was entirely new for Toronto but the event was classed as a wonderful success by all dealers. Mayor Church accepted an invitation to attend the start of the parade and it was with difficulty that the procession got under way on account of the great congestion of people in the City Hall square. All along the route thousands of people actually cheered the wheelmen, particularly those in striking costume. This enthusiasm was one of the surprises of the event. At the park, the revellers ran the full gamut of pleasure. The judging took place at the vaudeville stage, where thousands of people gathered to applaud their favorites as they passed by in parade formation.

New Firm to Handle Hardware Specialties

The Imperial Supply Company has been formed recently and is now conducting business under the management of J. A. St. Germain at 104 Delorimier Avenue, Montreal.

The lines which will be carried comprise stoves and ranges and a full line of heaters also will be stocked. To complete the line desired the new firm contemplate handling such hardware specialties as are carried by manufacturers' agents. Washing machines, etc., will also be one of the commodities carried.

Mr. St. Germain, under whose management the business has been inaugurated and is now being conducted, has had a wide experience. For twelve years he was secretary-treasurer of the Canada Stove and Foundry Co., Ltd., and previous to this he was a travelling salesman for the H. R. Ives Company. His connection with the trade will give him a ready grasp in his new enterprise.

Photograph of Fany Dress Bicycle Parade Which was Recently Held in City of Toronto.

Roofing Company Has Been Incorporated

Bird & Son, who have had a Canadian plant at Hamilton, Ont., since 1905 for the manufacture of roofing materials, has been incorporated and the new officers include many of the employees who have served on its staff for many years. Philip R. Allen of the parent company at East Walpole, Mass., is president; George E. Messer, who has been Canadian sales manager for the past six years, becomes vice-president in charge of sales; George R. Wyman, manufacturing manager of the several Bird plants, becomes vice-president in charge of manufacturing; Henri E. Davenport, who has been with the company in Canada as accountant and purchasing agent, becomes treasurer. The board of directors in addition to the foregoing, comprises: Howard F. Everett, superintendent of the Hamilton plant; C. P. Cowan, superintendent of the Pont Rouge, Que., plant; F. W. Bird; George M. Graves and W. R. McNeil of the parent company.

Montreal to Have Costume Bicycle Parade

At a meeting of the Montreal Bicycle Dealers' Association at the Windsor Hotel it was decided to hold a costume parade on Saturday afternoon, June 22. Prizes will be offered by members of the association for costumes and for club representations. Ed. Barsalou, James McNieve and I. Hersbain were selected for a committee to look after arrangements. This is the first of a series of cycling events which are promised for the present season.

Changes in Sheet Metal Products Company Staff

William Duncan, who has travelled for the Sheet Metal Products Co., Toronto, for the past twelve years in the neighborhood of Hamilton, Galt, Guelph, etc., has resigned his position and has bought out a business in Richmond Hill, Ont.

Chas. Robertson, who has travelled for the company north of Guelph throughout the peninsula for a number of years, has taken Mr. Duncan's territory and John Heal, who has been in the office of the commpany for the past fifteen years, has taken over Mr. Robertson's territory.

Montreal Automobile Association Formed

The Montreal Automobile Association was formed a few days ago with headquarters in the Windsor Hotel. The officers elected are as follows: President, M. J. Stack; vice-president, J. C. Chesney; treasurer, W. Jennings, and secretary T. C. Kirby. The following also were elected directors: Leslie S. Mitchell, J. C. Asch, J. Strachan and J. Davidson. Peter Bercovitch, K.C., M.P.P., was selected as the association's legal adviser. Some of the advantages of the membership are those of free legal advice, reduced insurance rates, free touring information, etc. Complete touring information will be available to members. Affiliation has been already made with the Automobile Association of America and also with the Touring Club of America, the combined organizations having more than 100 branches. The annual fee for membership was fixed at $5.

Toronto Wins Grand Prize for Bicycle Week

Announcement was made by President R. G. McLeod of the Toronto Bicycle Dealers' Association on Bicycle Day, Wednesday, June 5, that Toronto had been awarded a grand prize by the United Cycle Trade Directorate of New York for the showing of the local dealers in advertising, publicity, stunts and other details during bicycle week. Mr. McLeod had received a telegram from Secretary Walter Rinck of the directorate which gave this decision of the judges elected by the directorate. The message also contained the information that Baltimore had been awarded a similar prize. It was the original plan to give only one prize, but honors were evenly divided between the two cities.

Standard Sizes for Catalogues Approved

At the session in Chicago recently of the National Catalogue Conference, including representatives of purchasing agents, typothetae, and various associations of paper and other industries, called by the standardization committee of the National Association of Purchasing Agents, the following resolutions were unanimously adopted:

Resolved, That catalogues be standardized to 6 by 9 or 7½ by 10⅝ or 8 by 11 inches; also resolved that we recommend for catalogues the manufacture of paper sheets ranging as follows, 25 by 38, 32 by 44, and 33 by 46 inches, with their double sizes; that we also indorse the weights of 40, 45, 50, 60, 70, and 80 pounds on the basis of 25 by 38, and that colors be limited to white and natural.

The standardization committee of the National Association of Purchasing Agents recommends that all catalogues meant for the use of purchasing agents be 7½ by 10⅝ inches.

BUTTER MIXERS ARE LEGAL

An Eastern Canada paper recently published an item to the effect that hardware merchants were breaking the law through selling butter mixers to the public. The eastern paper claimed that it was contrary to the Dairy Act and advised readers to avoid trouble in this matter. HARDWARE AND METAL has been in touch with the Dairy and Cold Storage Commissioner's Office of the Department of Agriculture at Ottawa and has been informed that there is no regulation which will prevent persons from mixing milk and butter together for his or her own use. It is therefore quite in order for hardware merchants to continue the sale of these utensils as in the past.

HARDWARE LETTER BOX

Fuse Plugs

Martin, Finlayson & Mather, Ltd., Vancouver, B.C.—Please advise names of manufacturers of fuse plugs.

Canadian General Electric Co., Toronto; Northern Mfg. Co., Montreal.—Ed.

Glass Bottles for Fire Extinguishers

Rogers Hardware Company, Charlottetown, P.E.I.—Kindly let us know where we can procure glass bottles for the Stempel fire extinguisher,

The Stevenson Boiler & Engine Works, Petrolia, Ont.—Ed.

Lock Repairs

W. E. Lord Company, Red Deer, Alta.—Can you inform us where we may get repairs for Reading locks?

Miller-Morse Hardware Company, Winnipeg, Man.—Ed.

Repairs for Ranges

The McFarland Hardware, Etzikom, Alta.—Can you inform us where we can secure repairs for the Pen Esther range?

Record Foundry & Supply Co., Moncton, N.B.; R. R. Kinread, Winnipeg, Man.

CATALOGUES and BOOKLETS

Catalogue of Forges

The Buffalo Forge Company, Buffalo, N.Y., has issued an attractive little catalogue showing their stationary forges, comprised in Section 108. The catalogue contains 32 pages and is well printed on a heavy quality of paper. The catalogue contains much valuable information pertaining to the various lines of stationary forges manufactured by this company, together with full description of the various styles. The catalogue is perforated to facilitate its use in a binder.

Explanation of Electrical Expression

The Canadian National Carbon Company, Limited, 265 Adelaide St. West, Toronto, issued a booklet entitled "Analogies Between Battery Current and Water Flow." This booklet explains the electrical expressions commonly applied to dry cells in terms of water pressure and flow. The booklet is prepared in good plain English, easily understood by laymen. The little booklet will prove valuable and interesting to those who desire a clear understanding of things electrical, and especially to retail salesmen who wish to impart their knowledge to others. Copies of the little booklet will be supplied free on request.

Additiona[1]

ADDITIONAL reports h
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WARE AND METAL last
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and others who are int

AMHERSTBURG,
o'clock. Open evening

BEAMSVILLE, O
Close evenings 6 o'clo

BEAVERTON, Ont.—
noon. Close evenings.

BELLEVILLE, Ont.—Ha
half holiday. All other st
o'clock. Close evenings, except

BOLTON, Ont.—Close Thurs
June, July and August.

BRAMPTON, Ont.—No half holida
o'clock in evening.

BROCKVILLE, Ont.—All stores close Wednesd
noon, June, July, August. Close evenings at 7 o'clock,
except Saturday.

CALGARY, Alta.—All stores close Wednesday 1 p.m., except in week with holiday, when they remain open all day. Close evenings, except Saturday.

CHELMSFORD, Ont.—Half holiday not observed. Stores close Tuesday, Thursday and Friday evenings.

CLINTON, Ont.—No arrangement made as yet. All stores close evenings, except Saturday.

DELORAINE, Man.—All stores close Friday 12 o'clock, May 3 to August 9. Close evenings at 6, except Saturday.

DRESDEN, Ont.—Half holiday not observed. Close evenings except Tuesday, Thursday and Saturday.

ELMIRA, Ont.—Half holiday not observed. All stores close evenings 6.15 p.m., except Saturday.

GORE BAY, Ont.—Hardware stores do not observe half holiday. Close evenings at 7 o'clock, except Saturday.

GUELPH, Ont.—Close at 12.30 Wednesday during June, July and August, and each evening year round at 6 o'clock, except Saturdays and nights before holidays.

KAMLOOPS, B.C.—All stores close Wednesday 1 o'clock except confectioners and druggists. Close evenings 6 o'clock except Saturday and evenings before holidays.

KELOWNA, B.C.—All stores close Thursday 12 o'clock. Close evenings, except Saturday.

MILDMAY, Ont.—Half holiday not observed. Close evenings, except Saturday.

MORRIS, Man.—Hardware stores do not observe half holiday. Close evenings with exception of Saturday.

Correction

NAPANEE, Ont.—In last week's issue two entries appeared for Napanee, Ont. Hardware stores in Napanee close Wednesday at 12 noon, from June 19 to August 31, inclusive.

NEW WATERFORD, N.S.—Close Wednesday afternoon from June 1 to October 1. Stores are open Monday, Thursday and Saturday evenings.

ORILLIA, Ont.—Not decided.

OSHAWA, Ont.—Close Wednesday at 1 p.m. during May, June, July, August, September and October. Stores close evenings, except Saturday.

Close evenings.

SARNIA, Ont.—No half holiday. Stores close at 6 p.m. every day with exception of Saturday.

SELKIRK, Man.—Half holiday not observed. Close evenings except Saturday.

SHELBURNE, Ont.—All stores close Thursday afternoon, June, July and August. Dry goods stores close evenings, except Saturday. Grocery stores open every evening.

SIMCOE, Ont.—All stores close Thursday 12 o'clock. Close evenings, except Saturday.

SNOWFLAKE, Man.—Half holiday not observed. Open evenings.

TRAIL, B.C.—All stores close Wednesday 12 o'clock. Close evenings, except Saturday.

VANCOUVER, B.C.—All stores close Wednesday afternoon. Close evenings.

VANKLEEK HILL, Ont.—Do not observe half holiday. Close Monday, Wednesday and Friday evenings.

VICTORIA, B.C.—All stores close Wednesday 1 o'clock. Close evenings, except Saturday.

WATERLOO, Ont.—All stores close Wednesday 12.30 o'clock. Close evenings 7 o'clock, except evenings before holiday.

WELLAND, Ont.—All stores close Wednesday 12 o'clock, June, July and August. Close evenings except Saturday.

WEYBURN, Sask.—Half holiday not observed. Close evenings 6 o'clock, except Saturday.

WINCHESTER, Ont.—Half holiday not observed. Close Monday, Wednesday and Friday at 6 o'clock.

WINDSOR, Ont.—Hardware stores do not observe half holiday. Grocers and butchers observe Thursday afternoon, May 1 to November 1. All stores close evenings, except Saturday.

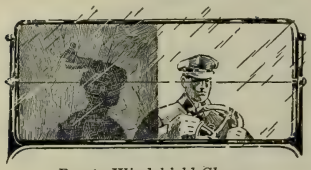
WINGHAM, Ont.—All stores close Wednesday 12.30. Close evenings 6 o'clock, except Saturday.

WOODSTOCK, Ont.—Probable all stores close Wednesday afternoon, July and August. Close evenings, except Saturday.

YARMOUTH, N.S.—All stores close Friday afternoon from May to September with exception of dry goods stores. Stores close evenings with exception of Saturday.

ODS

enables the driver to keep up speed in driving rain or snowstorm.



Presto Windshield Cleaner

LEAK-SEAL FOR RADIATORS

The Adams & Elting Company, 17 Adelaide street east, Toronto, is placing on the market a number of new commodities, one of which is the Ad-El-Ite Leak-Seal for radiators. It is claimed for this commodity that it will repair radiators and water jackets in a few minutes, and that it is easy to use and does not injure or clog the water system in any way. The manufacturers assert that it is a positive cure for leaky radiators. It is put out in three sizes, namely, 2 oz., 4 oz. and 7 oz. cans, net weight. It is claimed the 2 oz. can is enough for any radiator with a Ford capacity. Ad-El-Ite celluloid cleanser is designed to remove dirt, scratches and discolorations from automobile celluloid windows in drop curtains, and is manufactured by the same company, being a new product. It is claimed for it that it preserves the celluloid and keeps the windows clear and bright. Other lines which have just recently been introduced to the Canadian trade by this company include Ad-El-Ite motor carbon remover, for which it is claimed that it saves time and money and from 12½ to 25 per cent. in gas and oil, stops "knocks," makes hill-climbing easy, and that it is as easy as priming and is harmless to metals.

...se of
..., removing
...e scratches and
...quid cleanser and
...ne same qualities as the
..., it is claimed, and is designed for use on enamel and varnish finish. Ad-El-Ite non-freezing liquid is also being introduced to the Canadian trade by the above company. It is claimed for this product that it is safe, as it has high boiling and low freezing point, and that it is harmless to rubber hose or radiators and will not clog the water line, nor rust nor corrode metals.

NEW BULB TESTER

The Metal Specialties Company of Chicago is introducing a new article in the shape of their Presto bulb tester. This tester is designed for testing all sizes of automobile light bulbs with Ediswan base. It is asserted the lever switch has different contact points for one and one-half volts, three, six, nine and twelve-volt bulbs. It can be attached to any ordinary 110-volt lamp sockets and is equipped with seven feet of lamp cord. It is enclosed in a metal case, black enameled with nickel-plated trimmings. The advantage claimed for this device is that it enables the purchaser to see the exact voltage that is claimed for any particular light and whether or not the bulb is perfectly good.

Presto Bulb Tester

ACTOR PLUGS

...ius tractor plug is stated to ...ult of a long period of test-experimenting to develop a plug of standing up under the ad-conditions of oil, heat and vibration universal in tractor motors, stationary gas engines and high powered automobiles and trucks.

The centre core of this plug is made of sheet mica wound laterally around a steel bushing spindle, this winding being

Vesuvius Tractor Plug

further protected by heavy laminated mica washers. Owing to its peculiar design it is claimed this plug will stand up under the most severe work. It is made in a full line of auto sizes and also in ¾-inch and ¾-inch long special tractor sizes. In addition, there is a special ½-inch plug built on the same design for Ford cars, trucks, and tractors. The entire Mosler line is marketed exclusively in Canada by the Canada Sales Company, 183 Church St., Toronto.

AUTO ACCESSORY CABINETS

The Duluth Show Case Company, Duluth, Minesota, Manufacturers of Sectional Hardware Store Equipment and Sectional Garage Equipment, announces the addition to their line of three sizes of auto accessory or tool cabinets. It is claimed these cabinets are especially practical for the storage of carburetors, mageto and generator parts. It is stated the cabinets are extremely practical for the storage of small tools that are in frequent use. The drawers in the cabinets are subdivided into smaller sections by means of divisions, which are furnished with each cabinet.

WEEKLY HARDWARE MARKET REPORTS

STATEMENTS FROM BUYING CENTRES

THE MARKETS AT A GLANCE

THE steel markets have tightened up considerably during the week. This is shown in an advance of 50c per 100 pounds in galvanized sheets, and there is a noticeable falling off in stocks rolling towards Canada. The movement of galvanized sheets has virtually stopped and buyers are eagerly picking up any supplies offering. That the lines manufactured from sheets are also due for an increase seems likely. Items which will probably be affected are corrugated sheets, metal ceilings, shingles, eavetrough and conductor pipe, in fact all manufactured sheet metal has revealed a firmer tendency. A decline of 25c per 100 pounds in lighter gauges of black sheets is reported in some quarters, but this is considered a local condition which will react at almost any time.

An advance of 5c per gallon on turpentine has been made and conditions prevailing at primary points are such that even higher levels may be reached. Production, it is estimated, will be less than 50 per cent. of normal, due to the labor being diverted to more specific war work, but heavy stocks on hand do not point to a shortage developing for this commodity. Some producers have withdrawn quotations altogether, and others are naming figures which must mean further revisions upward here if orders have to be placed on present basis.

Ingot tin continues on a high plane for spot offerings, but quotations on stocks to arrive show some recession. Some tin is arriving, though the time of arrival and quantity coming are not yet known. Pig lead revealed strength during the week in an advance in some quarters of ½c per pound. Primary points are also firm on this metal, and manufactured lead products have a very strong undertone, with the possibility of higher levels being reached.

Many important lines in the hardwareman's stock have been revised during the week, a substantial increase in scales being made, along with a revision by one manufacturer of his entire line of carpet and vacuum sweepers. A 10c to 15c advance in prices on ready roofings has also been named in some quarters, with conditions giving indications of some higher figures obtaining. Other lines affected by a revision upward are molasses gates, chair seats, wood blocks, lumbering tools, tire tape and stepladders. Business generally is considered good.

MONTREAL MARKETS

MONTREAL, June 13.—There is more firmness to many commodities than ever this week, while the price changes are not very numerous. The revisions expected will probably apply to the lines in a more or less non-essential class, although very little is looked for in the way of reductions for any commodity. It is a question of getting the goods these days, though a number of jobbers have reported that they still are able to get a reasonable supply. Carpet sweepers, sash weights, carpenters' chalk and crayons, stove and shoe polishes, wrenches, saws, planes and kindred lines, and oilers are higher, while the discounts on pipe fittings were revised. It is anticipated that there will be some advances in the very near future, and in general tendencies are to higher quotations. Quite a number of advances were made in auto accessories.

Stove and Shoe Polish, Carpet Sweepers Up

Montreal.

POLISHES, SCALES, SWEEPERS.—The manufacturers of shoe and stove polishes announce an advance for their goods. This applies to the paste and liquid lines, and will approximate at least 10 per cent. In common with the advances made on some lines of scales, other changes have been made, which, in some cases, approximate 20 to 25 per cent. These increases have been made essential through the higher cost of raw material and labor. Carpet sweepers advanced about $4 per dozen. Universal, japanned, are now $34, and nickel-plated $38 per dozen, while Grand Rapids are $36 for the japanned and $40 for nickel-plated.

Carpenters' Chalk Up; Oilers and Sash Weights

Montreal.

CARPENTERS' CHALK AND SASH WEIGHTS.—The price of carpenters' chalk has been a straight one with some jobbers, all colors being sold on the same basis as white. The former price of $1.25 has been abolished, and white is now $1.45 per gross; red, $1.80, and blue, $1.65. Copperized oilers are advanced to approximate about 10 per cent. increase over old prices. Sash weights are up, too, the sectional selling at $5.35 per 100 pounds and the solid at $4.

Some Pipe Fittings on Changed Basis

Montreal.

PIPE FITTINGS.—Certain revisions are made in the quotations on pipe fittings. This applies to cast bushings, which are quoted at 25 per cent. off list, and the same discount is in effect for malleable bushings as well. Flanges are subject to 17½ per cent. off list; black and galvanized plugs, 20 per cent.; while "pound" goods are subject to an added 12 per cent. on list.

Agricultural Wrenches Up; Saws, Levels, etc., Too

Montreal.

WRENCHES, SAWS, ETC. — Advances will be made this week in certain lines of Disston goods, applying to several lines, such as saws, levels, etc. Another revision by a change of discount is made in the quotations on agricultural wrenches. The former discount was 40 per cent., and this is now reduced to

37½ per cent. The same applies immediately.

Freight Equivalents Out for Dry Batteries

Montreal.

DRY BATTERIES.—In view of the recent rulings regarding freight rates a new schedule has been prepared as affecting the equivalent charges to be added for carriage costs to the regular quotations where delivery is to be provided for by the shipper. The list includes important points of distribution from Halifax to Victoria, and the trade will be advised of this, no doubt, through the regular jobbers with whom they conduct business.

Syringes, Grease Guns, Auto Specialties Up

Montreal.

SYRINGES, GREASE GUNS.—The price of Breaknot hydrometer syringes has advanced from 94c to 98c each in single lots, from 88c to 91c in dozens, and from 81c each to 85c in lots of 48. Rose single cylinder pumps are up from $2.53 each to $2.83, and in lots of 6 from $2.37 to $2.65; on this line 33 1/3 per cent. discount applies. Rose shop grease guns also are up from $2.52 each to $2.77, this applying to the single lots, and for quantities of 6 the relative prices are: old $2.39, and new $2.63. Considerable advances also are made in Weaver specialties, including valveless bucket pumps, towing poles, tire changers, auto hoists, etc. These will run from 10 to 15 per cent. over old costs.

Fan Belts, Spoke Brushes, Tire Racks Advance

Montreal.

FAN BELTS, SPOKE BRUSHES.—Fan belts for Maxwell cars are on the advance list this week. The 1916-17 style are quoted now at 78c each, against 57c formerly, this applying to the 48-lot quantities. Twelve cost 85c each, against a former price of 62c, and singles 90c, against 67c. Wire wheel spoke brushes are up from 87c to 94c in dozen lots and from 93c to $1 each in singles. On these two lines a 33 1/3 per cent. discount applies. Tire racks of the portable style are up to $13.05 each from $12.17. A special discount is given on these.

Breast Drills, Reseaters, Radiator Liquid Higher

Montreal.

BREAST DRILLS AND RADIATOR LIQUID.—Breast drills of Samson design are revised from $5.65 each to $6.20 in singles, and from $5.37 to $5.88 in lots of 6. A special discount is named on these. Ford valve re-seaters are also advanced considerably. In quantity lots of 48 the cost is 49c, the old price being 29c each. Twelve cost 53c each now, and were 31½c, and singles are 57c, as against 33½c. The 33 1/3 per cent. discount applies. "X" radiator liquid is higher, from $1.25 to $1.65 in pints, and in assortments from $18 to $21.60. Net prices on this are available on application.

Spot and Curtain Lights Moved Up

Montreal.

AUTO LIGHTS. — Advances were made this week in Millennium spot lights. In lots of 24 the old price was $4.85, and is now $6.47. Lots of six go to $7.04 from $5.27 each, and singles from $5.63 to $7.50. Rear curtain lights also are up. The 24-lot quantity are quoted at 60c each, an advance of 17c, and the six quantity from 47c to 66c. The trade price is 70c, and was 50c. On both the above a discount of 33 1/3 applies.

Auto Jacks, Tank Unions Move Higher

Montreal.

AUTO JACKS.—Auto twin jacks are up. The advance is considerable, and some of the comparative costs each are as follows, the old price appearing first: Auto twin regular, $16.25-$18.45; prices per pair, $27-$35.10; extra heavy, each $27-$30.60; extra heavy twin pair, $48.50-$57.60. Body extensions for these also go up to $12.15 from $11.50. Weaver auto ambulances are now $44.10 from $43, and Weaver 20-ton presses from $103.50 to $105. Special discounts apply. Gas tank unions are now 47c to the trade, or in dozen lots 44c. This is about 40 per cent. advance on list, with 33 1/3 per cent. applying as a discount.

Big Demand Now for Gasoline; Also Oil

Montreal.

GASOLINE AND COAL OIL.—The use of gasoline is larger, if anything, than ever. The supply is good, and all demand is being readily taken care of by the importers. Price has ruled steady, without any change whatever, at 34c per gallon for motor grade. The request still is good for coal oil, which is available at 19c for Royalite and at 22c per gallon for Electroline and Palacine. For lubricating oils of every kind, and particularly for automobile grades, there is a constant and healthy demand at full prices.

Material Big Factor in Wares and Stoves

Montreal.

STOVES, RANGES, WARES.—The markets are not very active for stoves at the moment—that is, for the coal-burning class. These are selling fairly well, in consideration of the high prices that have to be asked. Repeat business for oil and gasoline stoves would naturally respond actively to warmer weather conditions. Enameled ware has been in seasonable demand, as has also galvanized and tinware of certain kinds. The eliminating process will be gradual on the less needed lines, which it was decided to dispense with recently in view of the scarcity of sheets.

Tendencies Outside Point to Rope Firming

Montreal.

ROPE AND CORDAGE.—While all sizes of rope are not in the same relative demand there is still a great and, in some instances, a tremendous demand for rope of various sizes in the United States. This applies to the needs of the War Trade Board, for the trade is contenting itself largely with a hand-to-mouth buying, considering that prices are so high. It is pointed out, however, by those making a close study of the situation that there can be no lowering of rope prices, and that certain conditions and requirements that are now in embryo will make for a revision upward ere long. In the meantime prices here are firm, with pure Manila selling on a base of 39c, British Manila at 33c, and sisal 27½c per lb. It would seem that those wanting rope will not be able to buy in a more favorable market than obtains at present.

Some Good Orders for Iron and Steel

Montreal.

IRON AND STEEL.—No more than a regular routine business could be expected at this season of the year. This obtains in a general way, while one jobber states there is very good business. The market conditions are of a strong nature, and changes might come, and these would be of a firming nature and cause little surprise to many. Supplies are fairly ample, considering the general position of the iron and steel markets.

Common bar iron, per 100 lbs.	$ 4 55
Refined iron, per 100 lbs.	4 80
Horseshoe iron, per 100 lbs.	4 80
Norway iron	12 00
Mild steel	5 05
Band steel	5 05
Sleigh shoe steel	5 05
Tire steel	5 25
Toe calk steel, per 100 lbs.	5 95
Mining tool steel, per lb.	0 17½-0 19
Black Diamond tool steel, per lb.	0 18 -0 19
Spring steel	6 50
Single reeled machinery steel	6 50
Iron finish machinery steel	5 10
Harrow tooth steel	5 20
Black Diamond cast steel, lb.	0 20-0 21

Firmness Marks Wire Products and Nails

Montreal.

WIRE AND NAILS.—The market is characterized by the firmness previously reported and due to the strong position marking all wire and steel products here and in the States. Sales of nails are about what might be looked for, and there is average activity, seasonably speaking. A further advance would not be very surprising at any time, as wire rods are none too plentiful. Wire nails are on the basis of $5.35; cut nails, $5.60, and standard smooth wire, $6.25. Wire is not moving in a very active manner, but some is going forward.

Demand for Sheets Better Than Supply

Montreal.

SHEETS AND PLATES.—While it is claimed that of certain gauges of sheets

there is a very fair stock here, the general expression reveals the fact that the demand exceeds this. This will apply to some gauges more than to others. In speaking recently with a large user of galvanized sheets, HARDWARE AND METAL was informed that they had been able to secure good supplies of light gauge sheets, and that they had found it possible to use these in large measure where heavier weights were previously employed. The markets are such as to suggest a revision being made upward for replacement of stock is very frequently impossible. No changes are made for the week, and following quotations rule:

BLACK SHEETS—		100 lbs.
10 gauge	$9 50	$9 00
12 gauge	9 25	9 65
14 gauge	7 25	9 00
16 gauge	7 45	9 15
18-20 gauge	7 50	9 25
22-24 gauge	8 00	9 60
26 gauge	9 70	9 75
28 gauge	....	9 90
10¾ oz. (28 English)	10 80	10 75

GALVANIZED SHEETS—	
10¾ oz.	$10 00
28 ga.	9 65
26 ga.	9 25
22 and 24 ga.	9 05
20 ga.	8 85
18 ga.	8 85
16 ga.	8 70

Strength of Lead Might Advance Products

Montreal.

LEAD PRODUCTS.—While the market for lead traps, bends and kindred manufactured lines has not advanced during the week, it is nevertheless characterized by strong tendencies. And while there is no immediate change in prospect, this wou'd develop if there was much further firming of pig lead. This is strong, and all business is reported as done on the basis of maintained prices. Solder is particularly strong yet, for while the outside prices of tin are lower the spot situation rules without any change.

Lead pipe, lb.	....	0 14
Lead waste pipe, lb.	....	0 15
Lead traps and bends	Net list	
Lead wool, lb.	....	0 12
Lead sheets, 3 to 3½ lbs. sq. ft., lb.	....	0 11½
Lead sheets, 4 to 8 lbs. sq. ft.	....	0 11
Cut sheets, ¾c lb. extra, and cut sheets to size, 1c lb. extra.		
Solder (guaranteed)	....	0 68
Solder, strictly, lb.	....	0 60
Solder, commercial, lb.	....	0 55
Solder, wiping, lb.	....	0 55
Solder, wire (8 gauge)—		
40-60	....	0 62½
45-55	....	0 68¼
Zinc sheets, casks	....	....
Do., broken lots	....	....

Slight Improvement in Old Materials

Montreal.

OLD MATERIALS.—There is a somewhat improved condition with regard to the movement of old metals and other items in the old material list. This was noticeable through the past week, but as far as quotations go these are quite unchanged, and yet rule with firmness, particularly for iron and steel products.

Tea lead	$ 0 05	$0 06½
Heavy lead pipe	....	0 07
Yellow brass	0 12½	0 13½
Red brass	0 22½	....
Light brass	0 08	....
Scrap zinc	0 05½	0 06
Heavy copper	0 22	0 23
Wrought iron, No.1, per gr. ton	27 00	....
No. 1 machinery cast	36 00	37 00
Heavy melting steel	20 00	21 00
Pipe scrap	18 00	20 00
Stove plate, per ton	22 00	23 00
No. 2 busheling	13 00	14 00
Old rubbers, boots and shoes	0 08	0 08¼
Overshoes, lumbermen's rubbers boots	0 07	....
Bicycle tires	0 04¼	....

Tin is Lower on Future Basis

Montreal.

INGOT METALS.—Anyone wanting ingot tin at present for immediate delivery has to pay the price, for there is very little on spot. For future the situation looks better. Copper is in demand, and spelter, lead and antimony have featured actively during the week.

COPPER.—One importer reports much activity. Considering the stocks available, if this demand continues there may be a temporary shortage for immediate needs. Price holds at 29c to 30c per pound for trade needs.

TIN.—If it is any comfort, and it ought to be, tin is easier for future delivery. One jobber will accept orders on the basis of a ten-day delivery at $1.10 for such quantity as he will then be able to supply. Some licenses have been secured, and the local situation should soon be better. In the meantime no reduction is made from $1.30 to $1.35 per pound on spot stocks.

SPELTER.—The position across the border is very firm. The prospect for business is very good here, and orders are accepted at around 10c per pound.

LEAD.—Firmness rules in the United States markets at present. Upward revisions have been made there, and more may be looked for. Here the demand is even greater than the supply, and this sells at 9½-10c pound.

ANTIMONY.—Owing to heavy buying there has been added interest the past week in this commodity. A very large quantity was picked up in the United States market, and this resulted in an advance there. At 16c and 17c business is being accepted, while the price across the line is higher at 13c to 13¼c pound.

ALUMINUM.—This is the quietest item on the list, with few sales made. These are effected at around 50c per pound.

TORONTO MARKETS

TORONTO, June 13.—Important price changes have been made in local markets during the week. Among the lines on which revised prices have been made are found carpet sweepers, wash boards, scales, chair seats, molasses gates, lumbering tools, wood blocks, tire tape and step ladders, all of which are now quoted at an advance. Ready roofings have also been advanced 10 to 15c per square while galvanized sheets are up 50c per 100 pounds.

Business continues satisfactory and some repeat business is coming to hand for screen doors and windows, lawn mowers, etc. Some interest in threshers' supplies is already manifest and movement of this class of goods will soon be in full swing.

Wash Boards Make Substantial Advance

Toronto.

WASH BOARDS.—A substantial advance in wash boards has been put into effect during the week ranging from 10 per cent. up. Those made from tin plate have been taken from the list altogether and only the zinc will be available outside of the glass, enamel and brass. It is also of note that a couple of lines have been discontinued, the Crown, Dandy and Wood, double-faced being eliminated. The present scale of quotations ranges as follows:

WASH BOARDS—	Doz.
Pony	$2 00
Improved Globe	4 90
Neptune	4 90
Standard Globe	4 90
Original Globe	5 40
Jubilee	5 50
Newmarket King	5 50
Diamond King (glass)	6 00
Western King (enamel)	7 00
Beaver (brass)	7 00

Chair Seats Up; Combination Vises Too

Toronto.

CHAIR SEATS, COMBINATION VISES.—Prices on perforated chair seats have been revised during the week and quotations now prevailing represent advances. The present scale of prices follows: Crown Dining square, ball top, round and rocker, 14-inch, $2.10; 15-inch, $2.40; 16-inch, $2.70.

An advance in Reid's combination vise No. 31 has also been made, new quotation being made at $18.00 each.

Revised List on Scales Means Advance

Toronto.

SCALES.—New prices have been made on scales, ranging from 15 per cent. to 25 per cent. higher than previous quotations. This is arranged for in a revision on the list, the discounts remaining the same on all with the exception of household scales. This line, on which the discount has been 25 per cent., is now selling at 20 per cent. from list. The discount from the Champion list remains at 10 per cent., the 240-pound Champion scale now taking a revised list of $12.50, making net price $11.25 as against a net of $9.00 formerly prevailing. Lists on other Champion scales will be found in current market quotations along with discounts.

Revision Upward Made in Step Ladders

Toronto.

STEP LADDERS.—A revision upwards has taken place in quotations prevailing on standard stepladders and the

present range of values as provided for in this latest advance is as follows: 4-foot, 75c each; 5-foot, 95c each; 6-foot, $1.15 each; 7-foot, $1.35 each; 8-foot, $1.50 each.

Carpet and Vacuum Sweepers Go Higher

Toronto.

CARPET, VACUUM SWEEPERS.—New prices have been named on carpet and vacuum sweepers and quotations now prevailing on the Bissell line are as follows: Universal, cyco bearing, japanned, $34.00; nickel-plated, $38.00; Grand Rapids, cyco b. b., japanned, $36.00; nickel-plated, $40.00; Standard, japanned, $33.00; American Queen, nickel, $43.00; Elite, nickel, $46.00; Grand, japanned, $52.00 per dozen. Vacuum Sweepers, Grand Rapids, nickel, $84.00; Household, japanned, $72.00; Superba, nickel, $99.00 per dozen. The complete list is shown in current market quotations.

Molasses Gates Reach Higher Level; Tapes

Toronto.

MOLASSES GATES, TAPES.—New prices have been named on Perfection molasses gates which represent an advance over former quotations. The present prices being made are for No. 50, $7.20; No. 51, $9.60; No. 52, $11.20; No. 53, $13.20; No. 54, $16.00 per dozen.

A ten per cent. increase in the price of Chesterman tapes is also noticeable in new prices issued, the No. 1822 x 33 feet selling at $1.50 and 66 foot selling at $2.15 each; No. 1840 x 66 feet is now quoted at $3.00 each.

Calks Undergo Revision Upward

Toronto.

CALKS.—Revised prices have been issued on Neverslip Calks during the week and the present lists are now for No. 4, 5/16, ⅜-in., $1.60; 7/16, ½-in., $2.80; 9/16-in., $3.00, all subject to a discount of 15 per cent.

Toe calks are also revised upwards in some quarters, blunt in 25-lb. boxes selling at $2.25 and sharp in 25-lb. boxes at $2.50.

Lumbering Tools Change, Valves are Up

Toronto.

LUMBERING TOOLS, VALVES.—A revision in the discount applying on lumbering tools has been made, the Pink line now being quoted at 15 per cent. discount. The recent heavy advance in handles along with increased production costs are given as probable reasons for present increase.

A change in Jenkins valves has also become effective, the new discount on globe, angle and check valves being 12½ per cent.

Sharp Advance In Tire Tape; Wood Blocks

Toronto.

TIRE TAPE, WOOD BLOCKS.—A sharp advance has been made in tire tape during the week, 20 cuts to the pound selling at 66½c; 16 cuts to the pound at 66½c; 8 cuts to the pound at 58¾c per pound and friction in ½-pound rolls at 55c.

Other items changing during the week include wood blocks, on which the discount is given as 10 per cent. Elgin wrenches at $10.25 per dozen and steel wool No. 1 at 50c per pound have also reached higher price levels.

Ready Roofings Go To Higher Levels

Toronto.

READY ROOFINGS.—An advance has been made in ready roofings by some makers during the week amounting to 10 to 15c per square and makers say that present conditions give indications of still further advances. The demand for roofing is said to be very fair and a satisfactory volume of business is being handled.

Revised Prices on Gas Ranges; Enamelware Firm

Toronto.

STOVES, ENAMELWARE.—The situation in respect to gas ranges shows some strength and manufacturers generally have instituted an advance which runs from 2½ to 15 per cent. The variety of stoves turned out has been curtailed considerably and production will be centred on what are considered the best sellers. Difficulty in getting supplies of raw materials is increasingly evident and stocks in some quarters are considered pretty light. Cast and steel stoves and ranges move out in fair numbers.

Enamelware shows no change during the week, but manufacturing difficulties seem to multiply—shortage of material and shortage of labor being factors which cannot be overlooked to-day. Sales for lines available continue good and retailers report little difficulty in moving goods to the consumers. Prices appear in current market quotations.

Heavy Demand Continues For Oils and Gasoline

Toronto.

OILS, GASOLINE.—There is apparently no let-up in the demand for oils and gasoline and if the railways would only move the goods, sales totals would mount rapidly. The transportation difficulties as outlined last week show no improvement and many centres are without gasoline. The demand for gasoline is very heavy and prices have held without change at 33c per gallon. The demand for coal oil is also good and quotations are firmly maintained, Royalite selling at 18c and Palacine at 21c per gallon.

Nails Moving Toward Higher Levels; Wire

Toronto.

NAILS, WIRE.—The movement on wire nails is towards higher levels and indications are increasingly evident that new prices will be named at almost any time. Prices for the week are unchanged at $5.20 base per 100 pounds with cut nails at $5.65 base. Smooth steel wire holds very firm, though prices are unchanged for the week. The demand on both nails and wire is considered fair.

Cordage Holds Firm; Some Movement Stocks

Toronto.

CORDAGE, TWINE.—Prices on cordage hold very firm and a slight improvement in orders coming to hand is reported. Quotations are unchanged, the base on pure manila remaining at 39c per pound; British manila holding at 33c per pound and sisal at 27½c per pound.

Booked orders for binder twine are pretty well cleaned up, the heavy movement during the past few weeks bringing this result. All twines are very firm, in fact the situation in both twine and cordage is one of great strength, and lower prices are most certainly not looked for.

Bar Iron Steady, Demand Seasonable

Toronto.

IRON AND STEEL.—There is no change in bar iron or steel reported for the week, prices holding steadily at figures shown below. The demand is seasonable, only a fair amount of business being transacted.

TORONTO—	Per 100 lbs.	
Common bar iron	....	$ 5 25
Common bar steel	....	5 50
Refined iron	....	5 65
Angle base	....	5 75
Horseshoe iron	....	6 50
Tire steel	....	5 70
Mild steel	....	5 50
Norway iron	11 00	13 00
Toe caulk steel	....	6 25
Sleigh shoe steel	....	5 50
Band steel, No. 10	....	5 75
Do., No. 12	....	6 00
Spring steel	9 50	11 50
Mining drill steel	19 00	30 00
Sheet cast steel	0 42	0 45
Tool steel	0 20	0 42

Higher Levels In Corrugated Sheets Probable

Toronto.

CORRUGATED SHEETS, EAVETROUGH.—Indications point to a revision upward in corrugated sheets, shingles, ceilings, in fact all manufactured sheet metal products, within the near future. The advance in galvanized sheets recorded during the week is a factor and the exceeding scarcity developing in supplies must also be considered. How great this may be is not yet known, but a 15 per cent. jump at least is hinted at.

Eavetrough and conductor pipe will be affected also in any revised prices issued and future supplies must depend on sheets available and accordingly are uncertain. Quotations on corrugated sheets appear below while prices on trough and conductor pipe appear in current market quotations.

TORONTO—	Per 100 Sq. Feet Galvanized	Painted
No. 28 gauge	$ 8 25-$ 8 75	$6 75-$7 25
No. 26 gauge	9 00- 9 50	7 75- 8 25
No. 24 gauge	13 00-	10 50
No. 22 gauge	16 00-	13 25
No. 20 gauge	19 00-	16 50
No. 18 gauge	23 00-	20 00

Discount 7½%.

Galvanized Sheets Make 50c Advance

Toronto.

SHEETS, PLATES.—Prices on galvanized sheets have undergone revision upward, the advance amounting to 50c per 100 pounds. Supplies are not moving towards Canada with any degree of certainty and during the week this fact has become increasingly evident.

Some black sheets are reported in transit and a decline of 25c per 100 pounds has been made in some quarters. Stocks are in very fair shape though this condition may only be temporary, the amount released for future shipment to determine this factor. Business in sheets generally is fairly brisk.

		Per 100 lbs.	
BLACK SHEETS—			
10 gauge	....	10 00	$12 00
12 gauge	7 15	10 10	10 00
14 gauge	7 20	7 90	8 40
16 gauge	7 25	8 00	8 50
18-20 gauge	7 30	7 55	8 05
22-24 gauge	7 35	7 60	8 10
26 gauge	7 40	7 65	8 15
28 gauge	7 50	7 75	8 25
3/16-inch plate	....	10 10	10 25
¼-inch boiler plate	....	....	10 00
GALVANIZED SHEETS—			
10¾ oz.		9 50	9 75
U.S. 28		9 20	9 45
U.S. 26		8 90	9 15
22 and 24		8 75	9 00
16		8 45	8 70
14		8 35	8 60

Wrot. Iron Pipe Very Firm; Boiler Tubes

Toronto.

WROUGHT IRON PIPE, BOILER TUBES.—When manufacturers have exhausted present stocks of raw materials, the future presents anything but a bright outlook. Shipments of raw materials are not coming through and stocks on hand are generally considered light. This has provided an extremely firm element in this market and the possibility of higher prices seems nearer a probability. Prices in current market quotations show no change.

The position of boiler tubes shows no improvement over conditions outlined last week. Stocks are light and the question of further supplies increasingly difficult. Prices hold at figures shown herewith:

Boiler Tubes—	Cold Drawn	Lapweld
1 inch	$36 00	$ ....
1¼ inch	40 00	....
1½ inch	43 00	36 00
1¾ inch	43 00	36 00
2 inch	50 00	36 00
2¼ inch	53 00	38 50
2½ inch	55 00	42 00
3 inch	64 00	50 00
3¼ inch	....	58 00
3½ inch	77 00	60 00
4 inch	90 00	75 00

Manufactured Lead Products Firming; Solder

Toronto.

LEAD AND ZINC PRODUCTS.—The market on manufactured lead products shows increased strength during the week, owing to the firming element in pig lead. No change has been made in quotations but further advances in the metal may bring about this result. Solder holds unchanged at high levels recently established. Quotations on the entire line follow:

Lead pipe, lb.	0 14	....
Lead waste pipe, lb.	0 15	....
Lead traps and bends	Net list	
Lead wool, lb.		0 16
Lead sheets, 3 to 3½ lbs. sq. ft., lb.		0 13¼
Lead sheets, 4 to 8 lbs. sq. ft.		0 12½
Cut sheets, ¾c lb. extra, and cut sheets to size.		
Solder, guaranteed, lb.	0 66	0 70
Solder, strictly, lb.	0 60	0 66½
Solder, commercial, lb.	0 55	0 62
Solder, wiping, lb.	0 54½	0 56
Solder, wire, lb.	0 65	0 70
Zinc sheets, per lb.	....	0 26

Improvement May Be Made in Old Materials

Toronto.

OLD MATERIALS.—The week shows no change in the position of old materials but a more generally optimistic tone seems to prevail in respect to the future —improvement being looked for against the present stagnant conditions. Prices below are unchanged.

Tea lead	$0 04½	....
Heavy lead pipe	0 07	0 07½
Yellow brass	0 12	0 13
Red brass	....	0 21
Light brass	....	0 09½
Heavy zinc	0 05½	0 06
Heavy copper	0 21½	0 22
Stove plate, per ton	17 00	18 00
Old cast iron, per ton	25 00	26 00
Overshoes, trimmed Arctics	....	0 06½
Auto tires	0 04½	....
Bicycle tires	0 03½	....
	Per gross ton.	
No. 1 railroad wrought	26 00	27 00
No. 2 railroad wrought	15 00	16 00
Pipes and flues	....	12 00
No. 1 busheling	16 00	17 00
No. 2 busheling	....	12 00
Country mixed scrap	....	16 00

Waste is Steady; Oakum Unchanged

Toronto.

WASTE, OAKUM.—The market on both waste and oakum remains steady with prices unchanged. Conditions prevailing during the past two or three weeks continue to rule, the demand being very good and orders being taken care of in satisfactory time. Prices appear in current market quotations:

Little Spot Tin Available; Some Arriving

Toronto.

INGOT METALS.—Practically no spot tin is available at the present time though some is arriving. The actual date of arrival is, however, uncertain, depending as it must on shipping. Lead is much firmer at primary points and has advanced locally in some quarters. Spelter is also very firm, though prices here are unchanged. Little interest centres in aluminum or antimony.

COPPER.—There is little of interest in local circles, though a very good demand for Government use continues to be felt. Commercial requirements are light. Prices locally hold at 29-30c per pound.

TIN.—Little spot tin is available and any quotations named ranged from $1.35 to $1.50 per pound. Some tin is arriving, though actual time of delivery cannot be determined; quotations on stocks to arrive range from $1.00 to $1.15, depending on delivery and quantity.

SPELTER.—Outside points report a very firm situation on this metal and this is reflected locally, though no change over price of 9c per pound has been made as yet.

LEAD.—In some quarters, price locally on lead has advanced to 10c per pound, widening the range ¼c over last week's spread to 9½-10c. Primary points record a very firm market. The demand locally shows some improvement, a greater call for commercial use being evident.

ALUMINUM.—Government requirements continue to absorb the bulk of this metal and there is little of interest to record in the situation locally. Price remains firm around 50c per pound.

ANTIMONY.—Although no change has been made in local quotations this market is very firm and price of 16c per pound is strongly held. The movement is not very brisk.

PIG IRON.—Conditions show no improvement in respect to pig iron and manufacturers on commercial work are finding it increasingly difficult to secure supplies. Government needs are many and absorbing the output with no difficulty. The future grows increasingly uncertain.

LONDON MARKETS

LONDON, June 13.—Prices continue firm with all changes in the upward direction. Many lines are hard to get. Supplies of pocket cutlery and razors are very limited and prices advance again on some makes. The run of exceptionally good business enjoyed here during the past month continues. Merchants are all busy. Lines that are demonstrated and advertised extensively such as paints, floor stains, oil stoves, etc., are in good demand.

Revised Prices Named on Pocket Cutlery

London.

POCKET CUTLERY.—Revised prices have been put into effect on pocket cutlery, the advance on Joseph Rodgers & Sons' make amounting to about 25 per cent. Difficulty in securing high grade steel along with high insurance and transportation charges are factors contributing to this increase. New prices on some of the best selling numbers are given herewith:

No. 17749, Ivory, $12.75 doz. No. 17749, Buff, $12.75 doz. No. 17751, Pearl, $26.40 doz.

No. 32341 x 3 in., $7.50 doz.; 3¼ in., $7.95; 3½ in., $8.80; 3¾ in., $10.15.

No. 32345 x 2¾ in., $9.70 doz.; 3 in., $10.55; 3¼ in., $11.90; 3½ in., $13.20; 3¾ in., $14.55.

No. 32352, $5.95 doz.

Safety Chain Goes Higher; Tinned Rivets

London.

SAFETY CHAINS, TINNED RIVETS. —Higher prices have been established on safety chains during the week, the new

quotations ranging as follows: Brass, No. 0 $2.00; No. 2/0 $1.65; No. 3/0 $1.50 dozen yards; nickel plated, No. 0 $2.20; No. 2/0 $1.80; No. 3/0 $1.60 dozen yards. A new extra has been adopted for tinning iron rivets and burrs amounting to 8c per pound, this representing an advance.

Substantial Advance Made in Scales

London.

SCALES.—A substantial increase is to be noted in new lists adopted on scales. The new prices range from 10 to 25 per cent. above former quotations. Net prices on Champion scales based on new lists and discount are: Even balance, capacity 4 lbs., $4.95; capacity 10 lbs., $6.75; Union platform, 240 lbs., $11.25; platform 600 lbs., $25.20; 1,200 lbs., $31.50; 2,000 lbs., $45.00; 2,000 lbs. with drop lever, $51.30 each. Further discounts are given in current market quotations.

Egg Crates go Higher; Floor Wax Up

London.

EGG CRATES, FLOOR WAX.—Humpty Dumpty egg crates are now being quoted at $4.50 per dozen, which represents an advance over previous figures. Floor wax has also joined the list of advancing commodities as will be noted in new price on Old English of 53c per pound, and on Johnson's of 57c per pound. Container costs are a factor in these new prices.

Prices 10% Higher on Carpet, Vacuum Sweepers

London.

CARPET, VACUUM SWEEPERS.—An advance amounting to about 10 per cent. has been made in carpet sweepers and vacuum sweepers immediately effective. The present scale of quotations on stock lines follows:

Bissell's Carpet Sweepers.—Universal, Japd., $34 doz.; N.P., $38. Standard, Japd., $33; N.P., $37. Grand Rapids, Japd., $36; N.P., $40. Champion, Japd., $31; N.P., $35. Princess, $41. Boudoir, $40. Parlor Queen, $46. American Queen, $43. Elite, $46.

Bissell's Vacuum Sweepers.—Household, $72 doz.; Grand Rapids, $84; Superba, $99.

Cultivators Moving Freely; Scythes, Snaths Firm

London.

CULTIVATORS, SCYTHES, SNATHS.—An excellent sale of hand cultivators continues to manifest itself both for country trade and city trade. Prices have held firm and unchanged, the Buco 5-prong selling at $12.38, and the Pull Easy adjustable at $18.00 dozen. More interest is apparent in scythes and snaths, and some movement is in evidence though this does not represent heavy proportions as yet. Quotations are maintained as follows: Scythes, cast steel, $12.50; Golden Clipper, $13.50; Little Giant, $14.50; Brush, $13.00; Snaths, patent, No. 3 $10.50; No. 2 $11.50; No. 1 $12.00; No. 2/0 $12.50.

Turpentine up 5c; Linseed Oil Firm

London.

TURPENTINE, LINSEED OIL.—An advance of 5c per gallon has been made in turpentine during the week, bringing quotations in single barrel lots up to 85c per gallon, with small quantities 10c per gallon higher. Primary markets are showing increasing strength and production is being curtailed considerably. The supply locally is limited, with a very good demand in evidence. A very good sale of linseed oil is reported and prices have held firm and unchanged during the week. The basis of quotations is: 1 to 2 bbls., raw, $1.90; boiled, $1.93 per gal.; 3 to 5 bbls., raw, $1.89; boiled, $1.92; per gal.; 6 to 9 bbls., raw, $1.87; boiled, $1.90. Less bbls. add 10c per gal.

Poultry Fence in Good Demand; Screen Doors

London.

POULTRY FENCE, SCREEN DOORS, WINDOWS.—Sales of poultry fence continue in good volume on a maintained price basis, Blue Ribbon selling for the 24-inch at $4.30; 36-inch $5.50; 48-inch $6.50; 60-inch $7.65; 72-inch $8.75 per roll. Hexagon poultry netting discount is unchanged at 15 per cent. discount from list. The movement of screen doors and windows is very satisfactory and a heavy demand for wire cloth is in evidence. It is intimated that many people are repairing their old screen doors and windows on account of high prices of the new goods, which has been a factor in sales of wire cloth. The black wire cloth in 100 ft. rolls remains firm at $3.50 per 100 sq. ft., while the bronze is quoted at 14c per sq. ft. Prices on screen doors and windows are maintained at following figures.

Screen Doors.—No. 1, $15.15 doz.; No. 2, $18.70; No. 3, $24.70; No. 21, $22.60; No. 8, $26.65; No. 9, $31.60.

Screen Windows.—No. 13, $3.30; No. 14, $3.55; No. 14½, $3.75; No. 15, $4.05; No. 16, $5.60; No. 2, $3.90; No. 3, $4.25; No. 4, $4.55; No. 5, $5; No. 6, $5.40; No. 7, $5.80.

Paris Green Moving in Liberal Quantities

London.

PARIS GREEN.—A liberal movement of Paris green is noticeable, orders in good volume being received and taken care of satisfactorily. The demand, it is thought, will be maintained for some little time. Quotations are unchanged, ½ lb. packages selling at 66½c per pound; 1 lb. packages at 64½c; 25 lb. drums, 62½c; 50 lb. and 100 lb. drums at 61½c.

WINNIPEG MARKETS

WINNIPEG, June 13.—Price changes for the past week indicate a steadier market. Advances in general, taken on a percentage basis, are small, although items affected are quite numerous. Lines affected this week include grain scoops, sad irons, sad iron handles, foot scrapers, waffle irons, thumb latches, barn door latches, harness hooks, hat and coat hooks, saw vises, grindstone fixtures, alarm tills, lamp and lantern burners, implement brackets and scales.

Business is reported as above normal but many shipments are still held up owing to the congestion which resulted from the recent strike. However, shipping conditions are expected to show continued improvement from now on.

The United States Government have just placed an embargo on barb wire with the result that no more shipments will enter Canada till further notice. This will no doubt mean that many dealers will be without supplies, the output of Canadian mills under present conditions being inadequate to supply all demands made upon them.

Wrecking Bars Move Up; Alarm Tills, Too

Winnipeg.

WRECKING BARS, ALARM TILLS.—Another slight advance is recorded on wrecking bars, ¾ x 24 in., the price moving up from $5.40 to $5.75 per dozen.

Prices on alarm tills which have remained firm for some time again show an upward trend, recent advances by the manufacturers bringing to-day's resale price on No. 503 to $3.75 each.

10 Per Cent. Advance in Lamp and Lantern Burners

Winnipeg.

LAMP, LANTERN BURNERS.—Prevailing high prices on raw material and the extreme shortage of help are given as reasons for the present advances in lamp and lantern burner prices. These move up approximately 10 per cent. over former quotations. New prices just announced are given herewith:

Banner—A, $1.27; B, $1.60 dozen.

Security—A, $1.52; B, $1.90 dozen.

Regal—D, $3.30 doz.; Canada—A, $1.02; Lantern Burners—Banner, No. 1, $1.03; No. 2, $1.80 dozen.

Scales Reach Much Higher Levels

Winnipeg.

SCALES.—New prices just issued covering scales show one of the heaviest advances during the war, particularly on weigh beams which show an increase of approximately 30 per cent. Prices now in effect are given herewith:

Union scales, 240-lb., $11.85 each.

Platform scales, (each)—600-lb., $26.60; 1200-lb., $33.25; 2000-lb., $47.50.

Weigh beams (each)—100-lb., $7.60; 150-lb., $8.10; 200-lb., $8.30; 250-lb., $8.55; 300-lb., $8.80; 350-lb., $9.00; 400-lb., $9.25; 500-lb., $9.50; 600-lb., $10.20.

The usual stamping charges are in addition to the above prices, being $1.00 each on platform scales and 50c each on the balance.

Advance of $1.00 Dozen on Grain Scoops

Winnipeg.

GRAIN SCOOPS.—The recent advance in black iron sheets has been given as the cause of a further advance in the price of Manitoba grain scoops. These move up from $9.50 to $10.50 dozen, this price applying on both the fast and loose handle types.

Poultry Netting Moving Freely; Prices Firm

Winnipeg.

POULTRY NETTING.—Shipments of poultry netting have been exceptionally good recently and would indicate that people are doing considerable poultry raising. Prices on all lines remain firm and are quoted to-day as follows: 1-in. mesh x 24-in., $5.95; 30-in., $7.20; 36-in., $8.50; 2-in. mesh x 24-in., $2.90; 30-in., $3.40; 36-in., $4.05; 48-in., $5.25; 60-in., $6.55; 72-in., $7.80. Roll—Banner—24-in., $4.15; 36-in., $5.30; 48-in., $6.25; 60-in., $7.40; 72-in., $8.40 roll.

Linseed Oil and Turpentine Hold Firm

Winnipeg.

LINSEED OIL, TURPENTINE.—Despite recent declines in flax seed prices on linseed oil hold firm. The demand is reported as very good. Prices in effect are as follows: Raw oil, $2.00 gal.; boiled oil, $2.03; gal. bbl. lots. Turpentine is reported as moving freely while prices continue to hold firm at former quotations, namely: Barrels, 80c gal.; ½ barrels, 83c gal.; 5-gal. lots, 85c gal.; 1-gal. lots, 85c gal., plus the usual extras for containers.

New Prices on Miscellaneous Hardware

Winnipeg.

MISCELLANEOUS HARDWARE.—Increased manufacturing costs are said to account for the recent advance in many lines manufactured by Canadian hardware manufacturers. The lines affected move up from 3 to 5 per cent., while others remain firm at former quotations. The following lines are all affected by the advance, new prices being as follows:

Hog tongs, No. 4, $4.50 doz.; cattle leaders, No. 51, $1.30; anti-rattlers, No. 42, 55c doz.; clothes line reel heads, No. 1, $18.60 doz.; No. 2, $20.40 doz.; Adams, $23.40 doz.; Mrs. Pott's sad irons, plain, $2.10 set; nickle plated, $2.25 set; sad iron handles, Mrs. Pott's, $1.60 doz.; universal, $2.10 doz.; foot scrapers, No. 14, $1.10 doz.; waffle irons, No. 89, $15.00 doz.; thumb latches, cast, No. 102, $1.20 doz.; No. 103, $1.25 doz.; steel, No. 2, $2.10 doz.; No. 3, $2.80 doz.; No. 4, $4.90 doz.; barn door latches, No. 5, $2.80 doz.; No. 8, $3.00 doz.; No. 9, $5.20 doz.; whip racks, No. 74, $2.00 doz.; No. 75, $10.20 doz.; gate hinges and latches, No. 60, $6.30 doz.; No. 65, $6.30 doz.; hat and coat hooks, No. 102, $10.80 gross; No. 103, $13.80 gross; No. 104, $16.80 gross; No. 21, $5.50 gross; harness hooks, No. 16, $2.35 doz.; No. 18, $6.00 doz.; saw vises, No. 80, $8.80; No. 81, $14.40; No. 105, $15.50 doz.; implement brackets, No. 29, $6.60 doz.; No. 31, $7.75 doz.; lamp brackets, No. 60, $2.30 doz.; No. 71, $4.50 doz.; quilting frame clamps, No. 2, 90c doz.; No. 4, $1.20 doz.; grindstone fixtures, 15-inch, $7.75 doz.; 17-inch, $8.30 doz.

PITTSBURGH MARKETS

PITTSBURGH, Pa., June 13.—A permanent basis for the distribution of pig iron and steel products was laid down by the resolutions of the War Industries Board of June 6. The arrangement differs in form, but not materially in essence, from the system that has been in vogue since the producers took their pledge of 100 per cent. efficiency for war work as a result of the meeting in New York April 26 between the Director of Steel Supplies and representatives of the industry.

There are three classes of pig iron and steel products: Material for war, material for more essential industries, and material for less essential industries. The last named term is a euphemism, used in place of "nonessential," because it is admitted that in the last analysis there is no material that would not in some slight degree help in winning the war, at least according to the arguments of those who desire the material.

The first class has been regulated for months past by the issuance of priority certificates by the priorities division of the War Industries Board. The second class has all along been given more or less special recognition by the manufacturers, of their own volition, and lately some industries using material of this class have been given special recognition by the mills as a result of the direct instructions by the War Industries Board.

The decision reached June 6 followed the temporary arrangement that existed under the 100 per cent. pledge (which of course remains in effect as to its general tenor) whereby the producers were distributing material to the more essential industries according to their own judgment, but it greatly amplifies the list of more essential industries. The decision also settles the somewhat vexed question as to the machinery by which material should be distributed to the more essential industries. There was a possibility at one time that the War Industries Board would distribute this material by a system of priority certificates. These, as in the case of war material, would refer to specific lots of material. If it did this it would be regulating the distribution of all pig iron and steel products, ton by ton, except such material as might be left over and could be shipped to anyone irrespective of the use to which it would be put. This possibility is now removed.

The arrangement now adopted is this, that all war material is to be controlled by priority certificates as formerly, and that material for the more essential industries is to be distributed by the producers themselves, but in accordance with precise regulations of the Board, decreeing the "purposes" which are to be given preferential treatment. If there is any material left over, it can go where the producers prefer to ship it.

While the resolution, which is quite lengthy, is entirely explicit in general form, it leaves one thing with respect to which there may be much divergence in practice from time to time. That one point is this, that "priority certificates" are dismissed with a few words, while the "schedule of purposes entitled to preference treatment" is quite lengthy. Thus there is no pronouncement as to the items for which priority certificates will be issued. Railroad requirements are named in the "schedule of purposes" and yet priority certificates can of course be issued for specific lots of material—for instance, for a given lot of locomotives or cars, or a given lot of rails. In general, however, the priority certificates cover war material ordered directly or indirectly by the United States Government for itself and its Allies.

The "schedule of purposes," which take preference after priority certificates are filled, includes shipbuilding, aircraft, fuel, food and collateral industries, clothing, transportation and public utilities.

Exports

It is, perhaps, not altogether clear whether the "schedule of purposes" contemplates the supplying of material for export as well as for use in the United States. This will probably be referred to in more detail in subsequent regulations. Steel for Canadian shell factories of course, would be the subject of a priority certificate. Steel for an agricultural implement is included in the "schedule of purposes," and as the agricultural implement makers have been put under license, the specific regulations laid down for them will doubtless cover the matter of what products they may export, and in the case of that industry the steel mills may have nothing to decide. Containers of food are included in the schedule, but the exportation of tin plate for making food containers may be controlled simply as formerly by export permits issued by the War Trade Board.

How Industries Will Fare

In the past few weeks there has been a distribution of pig iron and steel products much the same as that now provided by the new regulations, which are, however, more explicit and comprehensive. There has been opportunity therefore to observe in a measure how the system will work. Many consumers are of course incommoded because they have been denied steel entirely, but the total tonnage involved is not large by any means. If the present system had been imposed in 1913, or even in 1916, it would have created the most profound changes, but since the United States entered the war there has been a great diminution in the steel used for certain purposes, as, for instance, in building, while the great majority of manufacturing consumers have changed their products so that they are making war material instead of "less essential" things, and thus the dislocation is not so great after all. When building disappears and the railroads are given preferential treatment, it can be seen that would-be buyers who are denied material

(Continued on page 56.)

WEEKLY PAINT DEPARTMENT

Small Paint Orders Lead to Larger

Paint Specialties Are Very Important Link in Getting Paint Trade Started—Advertising Odd Lines Such as Floor Wax, Stains, Auto Enamels and Screen Paint Are Often a Wedge to Unearth Big Orders

THAT the sale of specialty lines of paints leads to other and larger sales of the more staple lines is a fact that has been demonstrated by some successful paint dealers. What makes the proposition an attractive one is the fact that the specialty lines in themselves carry a good profit. While the individual sales may not be as large as when the sale for sufficient paint to cover a house is made, still in the aggregate the amount can be made to reach a good figure. There is one prosperous paint dealer who seized the occasion in quiet months to develop the trade along these specialty lines. After hewing to the line for a considerable time he came to the realization that what was ordinarily the quietest month in the year came to be the second busiest month in the year. He found floor varnish, shellac, enamel, gold and aluminum paints, furniture polish, floor wax, stains, auto enamels, and screen paint very easy to turn into money. It was not necessary to carry heavy stocks of these lines and the money involved was not large. But by keeping them advertised they found a ready sale and the people of the town came to think of his particular store as the best place to obtain those articles.

CLOSELY RELATED TO STAPLE PAINTS

These specialty lines have a very close bearing to the sale of the staple lines of paints. If people have become educated to buying these odd lines throughout the year at your particular store the chances are that they will not transfer their allegiance when they come to make a purchase of paint sufficient to cover their entire house. The purchase of sufficient paint to cover the entire exterior is one that occurs not oftener than every other year at the most. In very many instances it has been deferred for a much longer period.

Of course it has been very poor economy for the householder to forego painting for a long period. The house shows a very material deterioration each year that it is allowed to ge beyond the point where it should have been painted. But whenever this investment in paint for the entire painting job is made it amounts to considerable. It is like the purchase of a range in the average household although perchance the average range will last much longer than the average coat of exterior paint.

But the sales are not made at frequent intervals the same as they are made in smaller articles. They come in the nature of occasional purchases. And it is very essential that the time between those occasional purchases should be bridged with other sales that will not allow the prospective purchaser to forget that your store is headquarters for a pint of all kinds.

SPECIALTIES IN STEADY DEMAND

The sale of specialty lines such as we have enumerated can be made steady sellers throughout the year, with one or two exceptions. Screen paint of course would not sell except at perhaps two seasons of the year—one when the screens are being put in during the spring and the other when they are being taken out. This, of course, is the season of the year to advocate that they be painted. It will protect the screens during the summer months. When they are removed in the fall it is necessary to paint them in order to protect the wire from the dampness that may be common during the winter months.

The advantage of keeping these specialty lines before the public lies in the fact that it keeps the paint users coming to your store regularly. In time they come to think of your store as the household paint store. If you are keeping up a ceaseless volley of sales talk about the advantage of using these various lines you are bound to win the attention of customers. In this way it is possible to create a need for these odd lines. With the staple lines of paint the dealer does not create that trade. He simply keeps in touch with the situation and is ready to seize it when it has ripened. The searing tendency of time is a faithful ally in creating anew a condition that should mean more sales of the staple lines. If the dealer fosters the sale of specialties he will be in line for the bigger orders.

On Ramsay's Paints

THE SUN NEVER SETS

Could you wish for any better guarantee for Profitable Paint and Varnish lines to carry?

STOCK NOW

the All-Canadian Line of Quality that has carried it abroad.

A. RAMSAY and SON Company

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TORONTO **MONTREAL** **VANCOUVER**

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WEEKLY PAINT MARKETS

MONTREAL

MONTREAL, June 13.—Viewing the first phase of the painting season in retrospect it has been a very good one indeed. The early outlook was such as to cause some anxiety in the matter of securing such supplies as were required to provide the trade with their needs. This was fortunately overcome and as a consequence the painting season opened in good time and much painting has been done over the country. The oil situation has been somewhat of an anxious one for some time but it is thought that with due attention to needs the crushers will have enough oil to meet reasonable demand. The only question is that of seed supply and this is somewhat limited. Turpentine is very strong and the markets have not improved to an appreciable extent over the week-end. One importer secured delivery of a carload. All tendencies are of a firm nature.

New Prices for Enamels and Shellacs

Montreal.

SHELLACS AND ENAMELS.—Announcement was made last week that an advance was effective at once for shellacs. This applies to B. H. Anchor, and the prices are now as follows: Barrels, per gallon, pure white, $4.65; five gallons, per gal., $4.80; gallons, $4.90. Pure orange for corresponding quantities is priced to the trade as follows: $4.25, $4.40 and $4.50, while No. 1 orange is $3.95, $4.05 and $4.15. B-H gas engine enamels, made in black and eight shades, are also on a revised list. Quarts are $1.25 each, net; pints 65c, and half pints, 35c.

May be Ample Linseed Oil to go Around

Montreal.

LINSEED OIL.—There is less seed at the head of the lakes than there was a year ago. This is estimated at about half what there was in 1917 on June 1. Supplies have been coming to hand but in very limited volume and this is expected to be the case for some time. On such a high market it is considered unlikely that crushers are going to provide a large surplus against probable demand. The past week has witnessed some fluctuation of seed prices, and within the past three days 12c advance per bushel was made and the market closed Tuesday at $3.75, July option. Seed may yet reach or go over the $4 mark before the season ends, is the opinion of one or two interested parties here. Demand is not quite so heavy. One paint firm is quoting on the basis of $1.77 for raw in 10-barrel lots, this reduction being usually made by them after the peak of the season has been reached. Notwithstanding this the general situation rules very firm.

Linseed Oil	Raw Imp. gal.	Boiled Imp. gal.
1 to 4 barrels	$1.79-$1.86	$1.81½-$1.88½
10 barrels	1.77	....

Shipment Turpentine But no Prices Yet

Montreal.

TURPENTINE.—Every source reports the same condition save one, and that is that turpentine still is as scarce as reported for the last few weeks. One importer states that a car has been received but this will not go far toward relieving the needs of the trade and particularly in view of the shortage that has so long existed. The outlook is none too promising for it seems that there is so much need upon the part of the government for naval stores that the probability of securing adequate supplies here will continue uncertain. In view of the circumstances and because most sources are out of stock no prices whatever are yet being quoted. Improvement is still looked for within another week.

Turpentine—	Per Imp. Gallon
1 to 4 barrels	....
5 barrels and over	....

Small quantities 10c advance over 1 bbl. prices.

Putty is Held on Unchanged Basis

Montreal.

PUTTY.—The markets are steady and there is the usual amount of trading. This is for such lots as are required to meet the routine trade demands, and while there is no revision of price all prices are fully maintained on a firm basis with every indication of the markets holding. Prices are as follows:

	Per 100 lbs.		
Standard Putty—	5 ton	1 ton	Less
Bulk, in barrels	$4.00	$4.15	$4.35
Do., ½ barrels	4.15	4.30	4.50
Do., 100 lb.	4.85	5.00	5.20
Do., 25 lb.	4.85	5.00	5.20
Do., 12½ lb.	5.10	5.25	5.45
3 and 5 lb. tins	6.85	7.00	7.20
1 and 2 lb. tins	7.35	7.50	7.70

Pure linseed oil putty, $2.00 per 100 lb. advance on above prices.

Glaziers' putty—$1.60 per 100 lb. advance on above prices.

Terms: 2%, 15 days, net 60.

Some White Lead in Oil is Selling

Montreal.

WHITE LEAD IN OIL.—There is not much interest to record as applying to the markets. Many express the increasing demand for mixed paints which seems to reflect in a decreased use of white lead in oil. The strong position of the oil markets is such as to discourage the extensive use of white lead when paint can be bought ready mixed on its present basis. Quotations still are as follows: Five ton lots per 100 pounds, $15.50; one ton lots $16, and less quantities $16.35.

Active Needs for Paint Have Been Well Met

Montreal.

MIXED PAINT.—The trade has been well taken care of this year, considering the difficulties faced by the paint men. The early shortage of certain basic materials was overcome and the retailer has been thus able to get his supplies from time to time with little delay ensuing. Normal or even above normal demand continues for the regular lines, and all have experienced an early season which gave results of a satisfactory nature. Prices are firm but unchanged.

TORONTO

TORONTO, June 13.—Interest centers in turpentine during the week which records an advance of 5c per gallon in addition to increased uncertainty with regard to the future. A narrowing of the range on linseed oil is also noticeable in quotations for the week, the decided strengthening of the seed market proving a factor in this. Mixed paints continue to move out freely with prices unchanged. Paris green is moving out now though some trouble in getting supplies is reported in some quarters. Business generally is considered excellent.

Range Narrows on Linseed Oil

Toronto.

LINSEED OIL.—The range of prices named on linseed oil shows a narrowing tendency during the week and the market is decidedly firm. One source intimated that on spot delivery of oil they

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Your oldest customer long ago knew the value of Canada Paint. The same satisfactory results obtained then are being obtained to-day. Life-long satisfaction is a big accomplishment and this we are producing with Canada Paint and C.P. Products. Satisfied customers bring more business. They make you a successful merchant. Insure sales in all other lines of merchandise you handle by stocking "Canada Paint."

THE CANADA PAINT CO.

LIMITED

Makers of the

Famous Elephant Brand White Lead

572 William Street, Montreal 112 Sutherland Avenue, Winnipeg

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would not want to quote less than $1.92 for raw, which is 2c above highest quotation shown below. The movement of seed shows little improvement and crushers generally are behind with their orders. Cash prices on No. 1 N.W.C. flax on the Winnipeg exchange advanced from $3.58½ per bushel last Wednesday to $3.81 yesterday, this element proving a factor in stiffening quotations. Business is reported good, though shipments must depend on deliveries from the mills.

	Raw Imp. gal.	Boiled Imp. gal.
1 to 2 bbls.	$1.86-$1.90	$1.88½-$1.93
3 to 5 bbls.	.....	.....
6 to 9 bbls.	.....	.....

Less than barrel lots 10c per gallon higher than single barrel price.

Turpentine Records Substantial Advance

Toronto.

TURPENTINE.—A substantial advance has been made in the quotations prevailing on turpentine and the strength of the market at primary points would indicate that even higher levels are likely to be reached. The curtailment in production due to the diverting of the labor in Southern States to more specific war work is a decided factor in the present strength of the market. This may be further determined when it is known that some producers are not quoting at the present time at all. Some shipments of turpentine have reached the local market but supplies are not available in very liberal quantities. Quotations show the following range:

	Imp. Gal.
1 barrel	$0 78-$0 85
2 to 4 barrels	....- ....
5 gallon lots	....- 0 95

White Lead in Oil Holds Steadily

Toronto.

WHITE LEAD IN OIL.—The market on white lead in oil shows no further revision during the week and prices are holding steadily at figures named last week. A fair amount of business is moving but difficulty in securing ample supplies of linseed oil in some quarters is restricting sale of white lead in oil to some extent, it is said. The present range of quotations on pure, in ton lots is $16.25 per 100 pounds, with smaller quantities selling at $16.60 per 100 pounds.

Mixed Paints Enjoy Continued Activity

Toronto.

MIXED PAINTS.—Sales of mixed paints are very actively maintained and reports from all sources indicate a very satisfactory volume of business being transacted. Retailers seem to be going after trade far more aggressively and their liberbal buying is a tribute to the success they are having with their various selling campaigns. Prices have shown no change during the week, figures being as shown in current market quotations.

Glass Trading Light; Putty Unchanged

Toronto.

GLASS, PUTTY.—Trading in glass is rather quiet at the present time and dealers are experiencing no difficulty in taking care of orders. Stocks are in very fair shape and some shipments are coming along, sufficient to maintain the range of sizes under present conditions. The discount remains the same at 25 per cent. with lists unchanged, as shown in current market quotations. No new item of interest has developed in the situation as regards putty. The demand is only fair and prices unchanged at levels established last week as follows: Standard bulk in casks, $4.60; 100 lb. drums, $5.35-$5.45; bladders in barrels, $5.50-$5.70 per 100 lbs. Pure putty takes an advance over standard of $2.00 per 100 lbs.

Paris Green Moving; Supplies Held Up; Brooms

Toronto.

PARIS GREEN, BROOMS.—A splendid movement of Paris green has been apparent during the past couple of weeks, but in some sources there are indications that supplies are somewhat hard to get through. The big sale of this develops during the next few weeks, and efforts to get all booked orders away to retailers are being aggressively adopted. The situation in respect to brooms continues firm and it has been found necessary by some manufacturers to eliminate all the better grades temporarily at least, until the new crop of corn is harvested. Further advances in prices are hinted at but no definite action has yet been taken in this regard.

WEEKLY MARKET REPORTS

(Continued from page 51.)

do not represent any very large percentage of the total output.

Production

Production of pig iron in May was at the rate of about 40,900,000 gross tons a year, or somewhat less than was estimated in many quarters, estimates of the average rate running up to 42,000,000 tons. However, the May rate was the greatest on record, barring October, 1916. On the basis of pig iron, it may be estimated that the output of steel ingots was at the rate of at least 43,000,000 tons a year. Under the new order of things, brought about by the 100 per cent. pledge for war efficiency, the production of ingots is stimulated while the production of finished rolled products is curtailed, relative to ingots. This comes about by the mills melting up as scrap such material as shell discard steel and sheet bar crop ends, whereby this material is weighed over again in ingot form whereas under former practice the material was rolled into merchantable form, shell discard steel making light rails, concrete reinforcing bars, bedstead angles, etc., while sheet bar crops were piled and rolled into sheets suitable for certain purposes, not particularly exacting.

Manufacturing conditions in the iron and steel industry as a whole are fairly satisfactory, and somewhat better than was expected last winter could be the case at this time. Transportation facilities are practically adequate. Coke supplies to blast furnaces are a trifle scant, but the large amount of new by-product coking capacity about to come in should entirely right that situation. Labor supply is not altogether adequate and is probably restricting production by a very few per cent. The iron and steel industry, however, is running at only about 5 per cent. below the best it could do were all conditions altogether favorable.

No Black Sheets for Canadian Jobbers

"There appears to be no provision whatever for ordinary jobbing or manufacturing requirements in steel sheets until such time as the recent order of the United States government is withdrawn or modified," stated A. T. Enlow, president of the Dominion Sheet Metal Company, Limited, of Hamilton. "We understand Canadian requirements will receive the same treatment as those originating in the United States. The order of the War Industries Board announces that all steel-producing plants are taken under government control in regard to the production of steel and distribution will be given preference according to the following schedule: (a) Ships, aircraft, munitions; (b) military and navy supplies and operations; (c) steel for production of fuel for essential uses; (d) steel for production of food and for collateral industries; (e) steel for manufacturing, railroads, public utility."

To Standardize Tire and Rim Sizes

Formal approval was given recently at a joint meeting of the directors of the National Automobile Chamber of Commerce and the war service committee of the rubber industry to the plan to simplify and standardize pneumatic tire and rim sizes. This suggestion was made by the commercial economy board of the Council of National Defence. This plan reduces the number of sizes from approximately 200 to 28, thereby conserving manufacturing facilities, reducing capital invested in raw materials and finished products and giving better service to automobile owners by eliminating a lot of unnecessary sizes and styles.

Sometimes it is not possible to give him a range to choose from. It is advisable to restrict the range as much as possible. There should be enough variety, but not too much.

MORE IMPORT EMBARGOES ON THE WAY?

IMMEDIATE effect on your business of the existing embargoes on imports from the United States is rightly your first consideration to-day, but shrewd business men are looking ahead so as to prepare for what may happen. By studying the purpose of these embargoes, and their relation to the Victory Loan, and the Banks you will gain valuable fore-knowledge of conditions affecting Canadian business in the near future. Here is something to know which will help you:

In THE FINANCIAL POST dated June 8th there appears a special front page article under the title

"Exchange Rate Goes Up in Face of Embargoes"

From this article you can get quickly a thorough grasp of the situation. It may mean real money to a keen business man to read this article, and size things up for himself from the accurate facts there given. But THE POST contains much more in the way of really valuable factful help for business building under present conditions. Just run over these headlines from the issue of June 8th:

Canadians Cut Wood and Carry Water to Pay Alien Taxes.
The West is Exercised Over the Fruit Prohibition.
New Breaking Checked in West — Labor Problem Serious.
Graft Charges Against Heads of Canadian Car.
Readjustment of Wages—An After-War Labor Issue.
Canada's Credit Being Shaken by Legislation.
War Tax Cutting into Dominion Steel Profits.
News of Securities—15 Columns of Essential Facts.
Policy of Banks Regarding Loans to Farmers.
Shipbuilding and After-the-War Adjustment.
Farm Land Values Must Not be Inflated.
Canada and U.S. Trade Position Improving.
Boom Days for Canning Plants—Coast to Coast.

These are by no means all THE POST'S contents of interest to alert men of business. Here is what a business organizer in one of the most important industrial sections of Canada says of THE POST:—

"I would not miss your paper for a very great deal. I find it really all that is necesary to keep me very intelligently posted on such Dominion-wide considerations as really matter."

Try THE POST by subscription for a time and note its power to help your business development. Get THE POST each week and go into it thoroughly. Just fill out this form for trial subscription:—

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153 University Ave., Toronto.

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These well-known Brands stand for quality first and foremost. Handle the best—it pays, because it means satisfied customers.

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"Indruroid," "Winner," "North Star," "Klingon."

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Ask for Price List and Samples.

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CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION

Dominion Metallics — B.B. Caps, 25% B.B. Caps, 20%; 22 short, black, 22 long black, 22 long, smokeless, 20%; 22 short lesmok or 22 long lesmok, 20%; 22 short, smokeless, 30%; 22 long rifle, black, 22 long rifle, smokeless, 7½%; other rim fire, 10%; center fire pistol, add 35% list; center fire sporting, add 60%; shot cartridges, same as ball; brass shot shell, 20%; primers, add 35% list; empty shot shells, 5%; blanks, add 25%; bullets, add 40%.

Terms: Net 90 days, or 2% discount for cash in 30 days.

"Dominion" Loaded Paper Shells "Crown" Black Powder, 10% on list; "Sovereign" Bulk Smokeless Powder, net list; "Regal" Dense Smokeless Powder, net list; "Imperial" Shells, both Bulk and Dense Smokeless Powder, net list; "Canuck" Smokeless, net list; Empty Shells, 5%; 90 days net.

F.O.B. Montreal, Toronto, London, Hamilton.

AMERICAN AMMUNITION

List Prices.

Subject to 10% advance on list.

B.B. caps, $3.50 per M.; B.B. caps, concave ball, $4.40; 22 short, $5; 22 long, $6; 22 long rifle, $7; 22 short smokeless, $5.35; 22 long smokeless, $7.50; 22 long rifle, smokeless, $8.75 per M.

Sporting Cartridges—Centre Fire Smokeless 303 Winchester, $72.25 per M.; 303 Savage, $72.25; 303 British, $95; 32 Winchester special, $72.25; 38-55 Winchester, $76; 401 Winchester self-loading, $76 per M.

Primers—Nos. 1, 1½ and 2½, $3.60; Nos. 1 and 2 (100 in box), $3.80; Nos. 1-W, 1½-W, 2½-W and 3-W. and 5, and 5½, 100, in box, $3.80; Berdan Nos. 1, 1½, 2 (250 in box), $3.60; Berdan Nos. 1, 1½, 2 (100 in box), $3.80; new No. 4, $5.50; U.M.C., 33, $5.50.

Shot, standard, 100 lbs., Toronto, $17.35-$19.75; Montreal, $18; net extras, as follows, subject to cash discount only: Chilled, $1.50; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

AUGER BITS

Standard List Prices per dozen.

3/16.....	$ 6.00	18/16.....	$12.00
4/16.....	5.00	19/16.....	14.00
5/16.....	5.00	20/16.....	14.00
6/16.....	5.00	21/16.....	16.00
7/16.....	5.00	22/16.....	16.00
8/16.....	5.00	23/16.....	18.00
9/16.....	6.00	24/16.....	18.00
10/16.....	6.00	25/16.....	21.00
11/16.....	7.00	26/16.....	21.00
12/16.....	7.00	27/16.....	24.00
13/16.....	8.25	28/16.....	24.00
14/16.....	8.25	29/16.....	27.00
15/16.....	9.50	30/16.....	27.00
16/16.....	9.50	31/16.....	30.00
17/16.....	12.00	32/16.....	30.00

Discounts from Standard List prices:

Beaver, 57½ to 60%; London, 60%.
Ford's Auger Bits, 35 to 27½%.
Gilmour Auger Bits, 47½%.
Gilmour Car Bits, 37½%.
Gilmour Eye Augers, 35%.
Gilmour Ship Augers, 12½%.
Rockford Auger Bits, 50 and 10%.
Irwin Auger Bits, 15% to 17½% off list in Catalogue No. 10, 1905.

F.O.B. Toronto, Montreal London and Hamilton.

AXES

Single Bits, doz.....	$14 00	$16 00
Double Bit	16 50	19 50
Boys' Axes	12 00	14 00
Hunters' Axes	11 00	12 00
Bench—No. 2, doz...	12 50	13 20
No. 3, doz...	13 50	14 20
No. 4, doz...	14 50	15 25

	Single Bit	Double Bit
Sager	$15 00	$20 00
Dominion Pride.....	14 50	19 50
St. Clair handled...	15 50	....
Sager Boys	12 50	....
Kitchener Boys	12 00	....
Sager Hunters	11 50	....
Kitchener Hunters'...	11 00	....

F.O.B. Montreal, Toronto, Hamilton, London.

BABBITT

Prices on babbitt fluctuate with the metal markets and prices are quoted on application. Prices range from 14c to $1.15 a lb.

BELTING (Leather)

Discounts apply to Revised List of Feb. 14, 1907.
Extra Quality, 30, 5%.
Standard Quality, 40%.
Side Lace Leather, lb..$1.40-$1.75
Cut Lace Leather, lb... 1.60- 1.95

F.O.B. Montreal, Toronto.

BELLS (Farm)

No. 1 x 40, lb...............	$4 00
No. 2 x 50 lb...............	5 00
No. 3 x 60 lb...............	7 50
No. 4 x 100 lb..............	10 00

F.O.B. Montreal, Toronto.

BOLTS AND NUTS

Discounts apply to list of Feb. 1, 1913.

Carriage Bolts ($1 list), ⅜ in. dia. and smaller, 10%.
Carriage Bolts ($1 list), 7-16 dia. and larger, net list.
Machine Bolts, ⅜ in. dia. and smaller, 10%.
Machine Bolts, 7-16 in. dia. and larger, net list.
Sleigh Shoe Bolts, all sizes, net list.
Coach and Lag Screws, 25%.
Skein Bolts, 20%.
Square Head Blank Bolts, net list.
Bolt Ends, net list.
Plow Bolts, net list.
Elevator Bolts, net list.
Fancy Head Bolts, net list.
Shaft Bolts ($3 list), net list.
Step Bolts, large head ($3 list), net list.
Whiffletree Bolts, net list.
Nuts, square, blank, add to list $1.50.
Nuts, square, tapped, add to list $1.75.
Nuts, hexagon, blank, add to list $1.75.
Nuts, hexagon, tapped, add to list $2.
Stove bolts, 55%.
Tire bolts, 35%.
Terms: 2% off 30 days from date of shipment.

F.O.B. Montreal, Toronto, Hamilton, London, Ont.

BORAX

Lump Crystal Borax, lb....14-14½
F.O.B. Montreal, London, Toronto.

BRASS Per lb.

Spring sheets, 24 gauge and heavier, base $0 43
Rods, base ½ to 1 in. round..38-40
Tubing, seamless base......45½-50
Tubing, iron pipe size, base ¾ in. and up to 3 in.....45½-50
Copper tubing, iron pipe size, base ¾ in. up to 3 in.....47½-53

F.O.B. Montreal and Toronto.

BOILERS (Range)

30-gal. extra heavy ......$14.50-$17
30-gal. Standard 14 00

F.O.B. Montreal and Toronto.

BOARDS (Wash) Zinc

	Doz.
Pony	$2 25
Improved Globe	4 90
Neptune	4 90
Standard Globe	4 90
Original Globe	5 40
Jubilee	5 50
Newmarket King	5 50
Diamond King (glass)......	6 00
Western King (enamel) ...	7 00
Beaver (brass)	7 00

F.O.B. Newmarket

BUTTS Wrought Steel:—

No. 840	5%
No. 800	2½%
No. 838	5%
No. 808	5%
No. 804	15%
Nos. 802, 842, 844..........	5%
Nos. 810 and 814..........	net list
No. 830	2½%

F.O.B. Toronto, Montreal, London, Hamilton.

Spring Butts

Chicago Spring Hinges, List.
Triplex Spring Hinges, 20-10-5%.
Chicago Mortise Floor (5000), 33 1-3%.
Chicago Relax Floor (6000), 25-10-10-7½%.
Chicago Premier (4000), 16 2-3%.
Chicago Ajax (3000), 16 2-3%.
Chicago Fire Station, add 10% to list.
Lavatory Door Hinges, 20-5%.
Chicago Screen Door (2000), 40-7½%.
Chicago Screen Door (3000), 16 2-3 and 5%.
Non-Hold Back Screen Door, on application.

F.O.B. Chicago.

CANS

For discount on milk and cream cans, etc., see list under head of wares, etc.

CHAIN	B.B. Fire Welded Proof Coil Mont'l	Tor'to	B.B.B. Fire Welded Mont'l	Tor'to
3-16 in...	$22.75	$19.85	$.....	$.....
¼ in. ..	16.75	15.25	21.75	20.25
5-16 in...	14.15	13.65	19.00	17.00
⅜ in. ..	13.00	12.75	15.90	16.50
7-16 in...	12.75	12.45	15.65	16.00
½ in. ..	12.50	12.15	15.50	15.75
9-16 in...	12.50	12.15	15.50	15.75
⅝ in. ..	12.35	12.00	15.25	15.50
¾ in. ..	12.25	11.85	15.10	15.25
⅞ in. ..	12.05	11.65	15.00	15.25
1 in. ...	11.90	11.50	14.85	15.25

Electric Welded

	B.B.		B.B.B.	
3-16 in...	$16.95	$17.40	$.....	$.....
¼ in. ..	13.15	13.30	13.75	15.55
5-16 in...	11.85	11.75	12.00	14.00
⅜ in. ..	11.65	10.50	11.75	12.75
7-16 in...	10.45	10.50	11.75	12.75
½ in. ..	10.20	10.50	11.75	12.75
⅝ in. ..	10.10	10.50	11.75	12.75
¾ in. ..	9.95	10.50	11.75	12.75

Montreal and Toronto.

American Proof Coil Chain

	B.B.	B.B.B.
3-16 in.	$16.75	....
5-16 in.	12.00	$12.75
⅜ in.	11.00	11.90
7-16 in.	10.75	11.70
½ in.	10.50	11.60
⅝ in.	10.35	....

Electric Welded B.B.B.—Chain, ¼ in., $13.75; 5-16 in., $12 F.o.b. Toronto.

Cow ties, 12½-15%; trace chains, net list; dog chains, 25 to 32½%; halter chains, 25 to 32½%; tie-out chains, 50%; stall fixtures, net list; breast chains, 2½%. F.O.B. Montreal, Toronto, Hamilton, London.

CEMENT

Cement, per bbl., $2.70 in carlots; $3.25 bbl. in small lots.

Paris plaster, five-barrel lots, $3.25; single barrel, $3.25.

F.O.B. Toronto.

CHURNS

List price hand churns:—No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.

List prices power churns:—No. 0, $11; No. 1, $11; No. 2, $12; No. 3, $13; No. 4, $17; No. 5, $20.

Discount of 20% f.o.b. Toronto, Hamilton, Fergus, London, St. Marys.

Discount of 17½% f.o.b. Montreal, Ottawa, Kingston.

St. John, N.B., 20%.

CHOPPERS, FOOD

Universal (doz.)—

No. 0	$17.75
No. 1	21.50
No. 2	27.00
No. 3	35.00

F.O.B. Montreal, Toronto.

Russwin—

No. 0....................	$17 70
No. 1....................	21 70
No. 2....................	24 95
No. 3....................	34 60

CLOTHES LINE (Galvanized)

No.	Per 1000 ft.
17—7-strand, 100 ft. lengths..	$6 80
17—7-strand, 50 ft. lengths...	7 00
18—6-strand, 100 ft. length...	5 40
18—6-strand, 50 ft. lengths...	5 45
19—6-strand, 100 ft. lengths..	4 75
19—6-strand, 50 ft. lengths..	5 00

F.O.B. Montreal, Toronto, London.

COPPER

	Montreal	Toronto
Casting ingot, see weekly report.		
Bars, ½ to 2 in.....	$42 50	$43 00
Plain sheets, base 16 oz. and heavier....	46 00	44 00
Copper sheet, tinned, 14x60 in., 14 oz...	48 00	....
Copper sheet, planished, base 16 oz. and heavier	57 00	45 00
Braziers' in. sheets, 6x4 base	45 00	44 00

Above prices are full sheets and bars. Cut sheets and bars are 5c per lb. higher.

COMBS

Curry combs, list, plus 25%.
F.O.B. Montreal, Toronto, Hamilton, London

CORD (SASH)

No. 6, lb.	72
No. 7, lb.	71
Nos. 8, 9, 10, 12	70

F.O.B. Montreal, Toronto, Hamilton, London

CANADA PLATES

Prices nominal.	Montreal	Toronto
Ordinary, 52 sheets.	$11 75	$ 8 50

Galvanized

	Apollo	Crown	Gorbals
18x24x52	......	....	....
60	......	....	....

CHARCOAL, TIN PLATES

M.L.S. and Famous—	Per box
IC, 20x28 base	$28 00
IX, 20x28 base (nominal)...	32 00
IXX, 20x28 base (nominal)..	36 00
IXXX, 20x28 base (nominal)	40 00

F.O.B. Toronto

Raven and Murex Grades—

IC, 20x28 base, 112 sheets..	$40 00
IX, 20x28 base, 112 sheets..	39 00
IXX, 20x28 base, 56 sheets..	20 00
IXXX, 20x28 base, 56 sheets	21 00

(Nominal) f.o.b. Montreal.

TERNE PLATES

I. C, 20 x 28, 112 sheets.. .....
F.O.B. Montreal.

COKES, AMERICAN

Bessemer Steel—
20x28 IC, 112 sheet 30 00
F.O.B. Montreal.

"DOMINION CROWN BEST"—DOUBLE COATED TISSUE

	Nominal
IC, 14x20 base	$20 00
IX, 14x20 base............	18 75
IXX, 14x20 base	19 50

F.O.B. Montreal.

CLOCKS

Big Ben	$2 92
Good Morning, each	1 15
Lookout	1 45-1 50
Sleepmeter	1 65

F.O.B. Montreal, Toronto, London, Hamilton.

CROWBARS, $8.50-$9.50 per 100 lbs.

DRILLS

Bit Stock Drills, 30 to 37½%.
Rd. Shk., 30 to 37½%.
Wood Drills, 37½%.

DOORS, SCREEN

Kasement, No. 1, $24.84 to $27.24 doz.; No. 2 and 3, $28.20 to $30.00 doz. F.O.B. Toronto.

EMERY CLOTH

See under Sandpaper.

ENAMELWARE

See prices under heading Wares, etc.

BABBITT METAL
SOLDER
SHEET LEAD
LEAD PIPE
INGOT TIN
PIG LEAD
THE CANADA METAL CO. LIMITED
TORONTO

SPECIALISTS

Some doctors are just doctors. Some doctors are specialists. Did you ever go to a doctor who prescribed for you, and the beastly stuff cost you $3.00, and after shaking and taking you felt worse? Another visit and the doctor said: "We will try something else"—another $3.00 and results as before.

One visit to a specialist who can diagnose your case correctly and prescribe what is necessary and all is well.

There are doctors and specialists in every business. A Specialist in white metal alloys never needs to experiment with his customer. All experimenting has been done long ago and that is why we

THE CANADA METAL CO., LTD., ARE SPECIALISTS.

All experiments are conducted by our own chemists in our own laboratories, and whether you are interested in

BABBITT METALS—SOLDER—SHEET LEAD—LEAD PIPE

or any other white metal alloy, you cannot do better than get in touch with us. You will never be advised to "try something else." You will get exactly what you want the first time.

THE CANADA METAL CO., LIMITED

Hamilton Montreal TORONTO Winnipeg Vancouver

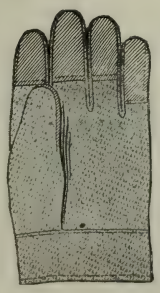
Stock These Gloves. They Sell Themselves

TAPATCO COTTON GLOVES
REGISTERED BRAND TRADE MARK

It is a delight to many dealers the way TAPATCO cotton gloves sell—simply on reputation. You will surely be asked for them often—these gloves that sell themselves—and if you have a full stock you will sell more of them.

TAPATCO Cotton Gloves are made in Band Top, Knit Wrist and Gauntlet Styles, light, medium and heavy weights.

Jersey Gloves and mitts in Oxord, Tan and Slate and a leatherette glove that is a winner. Let them work for you. Order from your jobber now.



The American Pad & Textile Co.
CHATHAM, ONT.

P X H
TRADE MARK

FILES

HARD AS A DIAMOND
AND
STRAIGHT AS A STRING

TWO BRANDS
ONE QUALITY—THE BEST
They Cut Faster and Wear Longer

PORT HOPE FILE MFG. CO.,
LIMITED
PORT HOPE :-: ONTARIO
"Ask your jobber"

IMPERIAL
TRADE MARK

If interested, tear out this page and keep with letters to be answered.

FILES AND RASPS

Discounts below apply to list of Nov. 1, 1899.

	%
Great Western, Amer.	50
Kearney & Foot, Arcade	50
J. Barton Smith, Eagle	50
P.H. and Imperial	50
Disston Brand	40
Globe	50
Nicholson	30-32½
Black Diamond	32½
Delta Files	37½

F.O.B. Toronto, Montreal, London, and Hamilton.

FITTINGS

Cast iron fittings, 10% off list. Malleable bushings, 20-25%; cast bushings, 20-25%; unions, 35%; plugs, 17½-20% off list. Net prices: Class B, black, 24-26c lb.; Class C, black, 16-17c lb.; galvanized. Class B, 34-36c lb.; Class C, 24-26c lb. For fittings by the pound add 12%. F.o.b. Toronto and Montreal.

GRILLS, ELECTRIC

Single heat, round $6 00
Three heat, round 7 15

F.o.b. Toronto.

GRINDSTONES Per 100 lbs.

Over 40 lbs. and 2 in. thick 1.80-2.25
Under 40 lbs. 1.90-2.35
Bi-Treadle, each 6.25

F.o.b. Toronto.

HALTERS (SNAP AND RING)

	Doz.
Russet rope shank, 1"	$11.25-$12.75
Russet rope shank, 1¼ in.	13 85
Black rope shank, 1 in.	13 75
Black rope shank, 1¼ in.	12.50- 13.85
Hand sewn, no shank, 1 in.	17.40
Hand sewn, no shank, 1¼ in.	20.20

Halters (Sisal).

7-16 in. gross, $24; 9-16 in., $36. F.o.b. Toronto. London—7-16 in., $2.10 doz.; ½ in., $2.65 doz.

HAMMERS, SLEDGE

Can., 5 lbs. and over, cwt...$17 50
Masons, 5 lbs. and over, per cwt. 20 00
Masons, 5 lbs. and under.... 22 50
Napping, up to 2 lbs. 25 00

F.o.b. Montreal, Toronto, Hamilton, London.

HANDLES (WOOD)

All hickory handles, 10%. All neckyokes, whiffletrees and doubletrees, 10%. All ash and maple handles, wood hay rakes, horse pokes, 20%.

F.o.b. St. Thomas, London, Strathroy, Toronto.

HANGERS, BARN AND PARLOR

	List
Atlas, No. 0	12 50
Atlas, No. 1	12 95
Atlas, No. 2	15 90
Stearns, 4 in.	7 40-7 65
Stearns, 5 in.	10 25-10 65
Perfect, No. 1	10 45
Perfect, No. 1½	13 20-13 80
Storm King and safety hangers, doz.	10 25-10 65
Steel track, 1¼ in.	9.00-12.00

F.o.b. Montreal, Toronto.

HEATERS, ELECTRIC

Majestic, 1 Burner 7 50
Majestic, 2 Burner 11 25

F.o.b. Toronto.

HINGES, TEE AND STRAP

Heavy, Net Prices.

	Strap	Tee
4-inch, dozen pairs	$2 34	$1 99
5-inch	2 89	2 50
6-inch	3 12	2 81
8-inch	4 22	3 21
10-inch	7 49	5 70
12-inch	9 28	9 05
14-inch	10 61	9 20
Light, List Prices.		
3-in., doz. pairs	$1 00	$1 00
4-in., doz. pairs	1 20	1 10
5-in., doz. pairs	1 40	1 30
6-in., doz. pairs	1 70	1 50
8-in., doz. pairs	2 50	1 80
10-in., doz. pairs	3 50	2 40

Discount 20 and 2½% off list.

Screw Hook and Strap Hinge—
Under 12 in., per 100 lbs.... 8 00
Over 14 in., per 100 lbs..... 7 50
Extra hooks for above ⅝ in., per lb. 8
Extra hooks for above, ¾ in., per lb. 7¾

F.o.b. Toronto, London, Hamilton and Montreal.

HAY KNIVES

Spear Point $14 00
Lightning 12 50
Heath's 12 50

HOES, Grub $7.25

HOOKS, GRASS.

	Canadian	English Fox
No. 2, per doz.	$3 40	$5 00-$5 50
No. 3, per doz.	3 50	5 50- 6-40
No. 4, per doz.	3 50	6 00- 7 40
Little Giant	5 25	....- ....
Berden	5 25	....- ....

F.o.b. Montreal, Toronto.

HORSESHOES Price per keg

Patterns	Sizes made	No. 2 and larger	No. 1 and smaller Less 20c
Light iron	*0-7	$6 25	$6 50
Long heel light iron	3-7	6 25	....
Medium iron	1-8	6 25	6 50
Heavy iron	6-8	6 25	....
Snow	1-6	6 50	6 75
New light "XL" steel	1-6	6 70	6 95
Featherweight "XL" steel	0-4	8 10	....
Special countersunk	0-4	8 60	....
Toe weight (front only)	1-4	9 10	....

*All sizes.

Packing—Up to 3 sizes in one keg, 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra. F.o.b. Montreal and Belleville.

Terms--Cash in thirty days, less 2% discount.

TOE CAULKS

Nos. 0, 1, 2 and larger, sharp and blunt, $2.25 to $2.90 box.

HOSE, LAWN Toronto

Corrugated, ½ in., 100 ft...$15 75
Corrugated, ⅝ in., 100 ft.... 18 75
Corrugated, ¾ in., 100 ft... 21 50
Corrugated, 1 in., 100 ft.... 31 50

Less 5% for full reels, 500 ft., F.o.b. Toronto and London.

HAT AND COAT HOOKS

Coppered wire, 3 in., 95c gross. F.o.b. Montreal, Toronto, Hamilton, London.

IRON AND STEEL.

See weekly report.

IRON, TINNED

Prices nominal. Subject to premium where stocks are obtainable.

72x30 up to 24 gauge, case lots ....
72x30, 26 gauge, case lots.. ....

Less than case, 50c per 100 lbs. extra. F.o.b. Montreal.

IRONS (SAD)

Mrs. Potts, No. 55, polished, per set 2.20-2.30
Mrs. Potts, No. 50, nickel-plated, set 2.30-2.40
Mrs. Potts, handles, japanned, doz. 1.30- 1.50
Sad irons, common, plain, 3, 4 and 5 lbs. 9 20
Sad irons, plain, 6 lbs. up.... 7 00
Sad irons, common, plated... 5 50
Princess Electric, each 3 35
Canadian Beauty Electric Irons—
Style A $3 75
Style B 4 12
Hotpoint Domestic Electric Iron, each 4 75
Gasoline Sad Irons, each.... 4 25

F.o.b. Montreal, Toronto, London, Hamilton.

LADDERS, ETC.

Step Ladders Per ft.

Crescent .... 19c ft.
Household .... 15½ ft.
Standard, 4-12 ft. .... 21c ft.
Electrician .... 30c ft.
Heavy duty .... 47c ft.
Extension .... 35c ft.

Common and Roped Extension.

Per ft.
Up to 32 ft. .... 21c ft.
34 to 44 ft. .... 24c ft.
London—32 ft., 18c; 34-44 ft., 20c.

Fire Ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

Single and Fruit Picking.

10 ft. to 16 ft............. 17c ft.
18 ft. to 22 ft............. 18c ft.
Chair ladders, each 2 00

F.o.b. Toronto, Hamilton, London, Montreal.

LANTERNS Per doz.

Short Globe, doz. $12 50
Jap'd Dash, doz............ 15 00
Search Dash, doz. X-ray.15.75-16.10
Little Bobs ....$2.10-$4.20
Copper, well japd., doz.... 18.25

F.o.b. Toronto, Hamilton, London, Montreal.

LANTERN GLOBES Dozen

Cold blast, short ....95c-$1.10
Cold blast ....95c-$1.10
3 doz. cases, 85-90c doz.; 6 doz. cases, 85c dozen.
Cold blast, short ruby.... 4.00-4.20
Cold blast, common ruby. 4.00-4.20

Less 5c a doz. in 6 doz. lots.

F.o.b. Toronto, London, Hamilton and Montreal.

LATCHES

Steel Thumb, No. 2, per doz. 1 90
Steel Thumb, No. 3, per doz. 2 50
Steel Thumb, No. 4, per doz. 4 70
Barn Door, No. 5, per doz. 2 55
Barn Door, No. 9, doz........ 4 70

F.o.b. Montreal, Toronto, London.

LEAD

For pig lead and lead and zinc products see weekly report.

MACHINES (WASHING)

	List Each
Canadian	9 00
Dowswell	9 00
Noiseless	15 50
Hamilton	11 00
Snowball	15 00
Momentum	16 50
New Century, style A	16 50
New Century, style B	18 00
Playtime, engine drive	19 50
Ideal Power	28 00
Seafoam, electric	102 00
Seafoam, engine drive	44 00
New Idea, electric	134 00
Sunshine	8 50
Popular, No. 1	9 50
Economic	11 50
Champion	17 00
New Excell-All	18 00
Blue Bell, without stand	16 50
Puritan Water Motor Washer, complete	28 00
Hydro, One Tub, engine drive	45 50
Low pressure water motor washer, each	30 00
Connor ball-bearing, with rack	18 50
I X L	18 50
Gem	16 50
Winner, plain	13 50
Connor Improved	9 00
Jubilee	15 00
Canada First	19 00

Discount, 40%. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

MALLETS Per doz.

Tinsmiths, 2½ x 5½ in.$1.00-$1.75
Carpenters', No. 3 .... 5.80
F.o.b. Montreal, Toronto, Hamilton

MATTOCKS

Cutter, doz. $12 00 $12 50
Pick doz. 12 00 12 50
F.o.b. Montreal, Toronto, London, Hamilton.

MOPS

Mops, O-Cedar, doz. net $12 00
Sprustex, No. 2, doz....$8 00 8 40
S.W. Mops, complete, doz. 4 25-4 85
Mop Sticks, doz., No. 8....1 55-1 85
Cast Head Mops, doz....... 2 00
Crescent, doz. 3 10
Crank wringing, doz. 6 25

F.o.b. Montreal, Toronto, Hamilton, London.

MOWERS, LAWN

Adanac 50%
Woodyatt 40%
Empress 40%
Mayflower 40%
Star, Ontario, Daisy 40%

F.o.b. Toronto, Guelph, London, Hamilton

NAILS

List adopted July 10, 1912.

Advances over base on common wire nails in kegs.

		2¾ inch	15c
1 inch	$1	3 inch	10c
1⅛ inch	1	3¼ inch	10c
1¼ inch	65c	3½ inch	10c
1½ inch	40c	4 inch	5c
1¾ inch	40c	4½ inch	5c
2 inch	30c	5 inch base.	
2¼ inch	30c	5½ inch base.	
2½ inch	15c	6 inch base.	

6½ to 12 inch-2 Ga. and heavier, 25c over base.

Standard Steel Wire Nails, f.o.b Toronto, London, Hamilton, Milton $5.20 base.

Freight equalized on above points

F.o.b. Montreal, Gananoque, Collingwood and Owen Sound, $5.25 base.

Freight equalized on above points

Windsor, Walkerville, Sandwich fo.b. factory points, carload freight allowed, $5.32½.

Sault Ste. Marie, Port Arthur, Fort William, $4.95-$5.25 base, f.o.b. factory; no freight allowance

Moulding, Flooring, Slating, Box, Fence, Barrel Nails, 25c per 100 lbs. over common nail price. Finishing Nails, 50c per 100 lbs. advance over common nail price Clinch Nails and Sash Pins, 75c per 100 lbs. over common nail price.

Miscellaneous wire nails, 60% off miscellaneous list, f.o.b. Toronto Montreal, Hamilton, London.

Cut Nails—Montreal, $5.70 base; Toronto, $5.65 base; London, $5.60; Hamilton, $5.65. No equalization of freights.

Roofing Nails — American, large head, keg, $8.50. London, $8.25.

F.o b. Montreal, Toronto, Hamilton London.

NAILS (HORSE)

Size	C Brand Per box of 25 lbs.
No. 3	$37 87½
No. 4	12 87½
No. 4½	11 62½
No. 5	4 87½
No. 6	4 62½
No. 7	4 37½
No. 8	4 37½

Why you should be a Jamieson agent

You would then be part and parcel of a business that is nearly three-quarters of a century old.

Tried and Proved

in making Paints and Varnishes. A steady stream of sales that net the dealer the profit that spells

Success

Our proposition is yours.

ASK ABOUT IT.

R. C. JAMIESON & CO., LIMITED
Montreal

Calgary **Established 1858** **Vancouver**
Owning and Operating P. D. DODS & CO., Limited

If interested, tear out this page and place with letters to be answered

No. 9 .... 4 12½
No. 10 .... 4 12½
No. 11 .... 4 12½
No. 12 .... 4 12½

Discount from above is 10% in small quantities and 10 and 5% in full boxes.

F.o.b. Montreal, Toronto, Winnipeg, Vancouver, St. John.

"M.R.M." BRAND

No.	Net Price List Lengths	Per box of 25 lbs.
3	1⅝"	$19 00
4	1¾"	9 00
5	1 15-16"	4 00
6	2⅛"	3 75
7	2 5-16"	3 50
8	2½"	3 50
9	2 11-16"	3 25
10	2⅞"	3 25
11	3 1-16"	3 25
12	3¼"	3 25

F.o.b. London, Hamilton, Montreal, Toronto

NETTING, POULTRY

List prices per roll of 50 lineal yards. Adopted March, 1909.

2-inch mesh and 19 ga. wire.

12 inch	$1 80	48 inch	$ 6 20
18 inch	2 65	60 inch	7 70
24 inch	3 40	72 inch	9 20
30 inch	4 00	84 inch	10 50
36 inch	4 75	96 inch	12 00
42 inch	5 50		

1½ inch mesh and 19 ga. wire.

12 inch	$3 50	42 inch	$10 50
18 inch	5 00	48 inch	12 00
24 inch	6 30	60 inch	15 00
30 inch	7 75	72 inch	18 00
36 inch	9 90		

1 inch mesh and 20 ga. wire.

12 inch	$4 00	42 inch	$12 00
18 inch	5 50	48 inch	14 00
24 inch	7 00	60 inch	17 00
30 inch	8 50	72 inch	20 00

¾ inch mesh and 20 ga. wire.

24 inch	10 50	36 inch	$15 00
30 inch	12 75		

½ inch mesh and 22 ga. wire.

24 inch	$16 50	36 inch	$24 00
30 inch	20 10		

Discounts at present quoted apply only to 1 and 2 inch mesh netting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Canadian netting 15% off list.

Montreal, 15% off list.

American netting, 10% off list.

	Per rod
Invincible—1640	$ 0 75
1848	0 85
2060	0 95

Put up in 10, 20 and 30-rod rolls. F.o.b. Montreal.

OAKUM

Best (American) $21 00
U.S. Navy (unspun) ....
Clipper (spun) 21 00
Clipper (unspun) 19 50
U.S. Navy, Eng., (unspun).. .....
U.S. Navy, Eng., (spun).... .....
Plumbers (spun) $8 00 $10 50

F.o.b. Montreal, Toronto

OIL

	Montreal	Toronto
Royalite	0 19	0 18
Palacine	0 22	0 21
Gasoline, gal.	0 34	0 33
Black oil (Summer)	0 16	0 15
Black oil (Winter)	0 18	0 15½
Imperial Cylinder	....	0 66½
Capital cylinder	0 50½	0 49½
Machine oil, regular grades	25½-42	26½-36½
Standard gas engine oil	38½	0 42½
Paraffine	0 21	0 24
XXX machine	0 24½	0 38½
Fuel oil, bbls.	0 14½	0 13½
Fuel oil, tank cars	0 13	0 12

OLD MATERIALS

See weekly report.

PACKING Per lb.

Fine jute $0 15
Coarse jute 0 12
Hemp 0 34
Square braided hemp 0 38
No. 1 Italian 0 44
No. 2 Italian 0 36

F.o.b. Montreal and Toronto.

PAPER Per 400-ft. roll

Dry Fibre, No. 1 roll 1 10
Dry Fibre, No. 2 roll 0 59
Anchor Brand 1 10
Glazed sheeting 0 59
Tarred Fibre, No. 1 roll 1 25
Tarred Fibre, No. 2, roll 0 72
Surprise Fibre 0 66
Tarred felt, per cwt.......3.30-3.45

Asbestos sheeting (per 100 lbs.) 0 12 0 14
Carpet Felt, 16 oz., per 10 lbs. $4 50 $5 50

F.o.b. Toronto, Hamilton, London, Montreal, freight equalized thereon.

PICKS—

Clay—

5 to 6 lbs., doz.	$10 75	$11 80
6 to 7 lbs., doz.	11 50	12 60
7 to 8 lbs., doz.	12 25	13 50

Rock—

7 to 8 lbs., doz.............. 12 25

F.o.b. Montreal and Toronto.

PINS, CLOTHES

Per case
5 gross, 4-in. (loose)......95c-$1.10
4 gross (cartons), 4½-in.......$1.00

F.o.b. Montreal and Toronto.

PIPE, STANDARD WROUGHT

Effective Feb. 26, 1918.

Standard Buttweld

	Black	Galvanized
	Per 100 feet	
⅛ in.	$ 6 00	$ 8 00
¼ in.	5 16	7 29
⅜ in.	5 16	7 29
½ in.	6 55	8 12
¾ in.	8 28	10 41
1 in.	12 24	15 39
1¼ in.	16 56	20 82
1½ in.	19 80	24 89
2 in.	26 64	33 49
2½ in.	42 72	53 53
3 in.	55 85	70 00
3½ in.	70 84	87 86
4 in.	83 93	104 10

Standard Lapweld.

	Black	Galvanized
2 in.	29 60	36 08
2½ in.	44 46	54 70
3 in.	58 14	71 53
3½ in.	72 68	90 62
4 in.	86 11	107 37
4½ in.	97 79	122 56
5 in.	114 00	142 82
6 in.	147 80	185 28
7 in.	192 80	241 57
8 L in.	202 50	253 75
8 in.	233 30	292 32
9 in.	279 50	350 18
10 L in.	259 20	324 80
10 in.	333 70	418 18

Terms 2% 30 days, approved credit.

Prices—Ontario, Quebec and Maritime Provinces. .. ....

While the foregoing prices on iron pipe are the nominal prices, it has been found in practice that prospective buyers should ask for quotations on sizes 2½ inches and larger on account of the shortage of these sizes and the extra difficulty of procuring supplies.

WROUGHT NIPPLES

4" and under, 45%.

4½" and larger, 40%.

4" and under, running thread 25%.

Standard couplings, 4" and under, 35%.

4½" and larger, 15%.

Terms 2% 30 days. Approved credit. Ontario, Quebec and Maritime Provinces.

PIPE (Conductor)

Plain	List
2 in., in 10-ft. lengths, list	$8 00
3 in., in 10-ft. lengths, list	9 70
4 in., in 10-ft. lengths, list	12 80
5 in., in 10-ft. lengths, list	17 50
6 in., in 10-ft. lengths, list	21 30

Discount 10%.

F.o.b. Toronto, Ottawa, Oshawa

PIPE, LEAD

See weekly report

PIPE (SOIL)

	Montreal %	Toronto %
Medium and extra heavy, 6" and under	35, 2½	35, 2½
8" soil pipe	30	30
Medium and extra heavy fittings, 6" and under	40, 2½	40, 2½

PIPE (STOVE)

See prices under Wares, etc.

PITCH

Pine, black, per bbl......... 4 75
Navy pitch, per bbl......... 6 50

F.o.b. Montreal, Toronto.

POLISH (O-Cedar)

4-oz. bottles, doz. ....$ 3 00
12-oz. bottles, doz...... ..... 6 00
1-qt. can, doz.............. 15 00
½-gal. cans, doz............ 24 00
1-gal. cans, doz............ 36 00

Discount, 33 1-3 per cent.

Liquid Veneer—

4 oz., doz. $2 00
12 oz., doz. 4 00
32 oz., doz. 8 40
64 oz., each 1 20
128 oz., each 2 10

F.o.b. Toronto, London.

PUMPS

Pumps, Well ....
Cistern Pumps ....
Set Lengths ....
Brass Lined Cylinders ....
Brass Body Cylinders ....

F.o.b. Montreal, Toronto, Hamilton, London.

RIVETS AND BURRS

Iron rivets, blacked and tinned, 25%; Iron Burrs, 25%.

Copper rivets, usual proportion of burrs, add 30%; burrs, add 50%.

Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¼-lb. pkgs., 2c lb. Coppered Rivets, net extras, 3c per lb.

F.o.b. Montreal, Toronto, London.

ROOFING Per square

Samson, 1-ply, roll 1 90
Samson, 2-ply, roll 2 50
Samson, 3-ply, roll 3 10
R. S. Special, 1-ply 1 25
R. S. Special, 2-ply 1 50
R. S. Special, 3-ply 1 75
Amazon, 1-ply 1 95
Amazon, 2-ply 2 25
Amazon, 3-ply 2 55
Everlastic, 1-ply 1 65
Everlastic, 2-ply 1 95
Everlastic, 3-ply 2 25
Good Luck, 1-ply 1 60
Good Luck, 2-ply 1 80
Good Luck, 3-ply 2 10
McCombe Sp., 1-ply 1 35
McCombe Sp., 2-ply 1 55
McCombe Sp., 3-ply 1 75
Black Cat, 1-ply 1 85
Black Cat, 2-ply 2 15
Black Cat, 3-ply 2 45
Liquid roofing cement, per gal. in barrels 0 27
5 and 10 gal. lots, per gal... 0 38
Coal Tar, bbl. ....$5.75-$6.00
Roofing Pitch, $1.05 to $1.10 cwt.

F.o.b. Toronto, London, Montreal.

ROPE Lb.

Pure Manila basis 39
British Manila basis......... 33
New Zealand hemp basis..... 33
Sisal basis 27½

Above quotations are basis prices ⅝ and larger diameter. The following advances over basis are made for smaller sizes:—Smaller than ⅝ and down to 7/16 dia.—½c above basis: ⅜ dia., 1c above basis: ¼ and 5/16 dia. 1½c above basis: 3/16 dia., 2c above basis.

Single lath yarn basis........ 27½
Double lath yarn............. 28
Yacht marline, tarred 57
Halyards 50
Hemp, deep sea line basis 50
Hemp, tarred ratline basis.... 43
Hemp, tarred bolt rope basis. 45
Marline and Houseline 45
Italian rope basis..On application

Cotton, ⅛ in.	0 73	0 77
5-32 in.	0 72	0 75½
3-16 in.	0 69	0 72½
¼ in. and up	0 68	0 71½

F.o.b. Toronto, Montreal, Brantford, London, Hamilton.

SANDPAPER

B. & A. sandpaper, 10% to 15% on list

B. & A. emery cloth, 5% on list.

B. & A. sandpaper in rolls, 33 1-3 per cent. on list. F.o.b. Toronto, Montreal.

SCALES

Champion—	Scale List	Stamping extra
4 lb.	$ 5 50	$0 20
10 lb.	7 50	0 30
240 lb.	12 50	0 50
600 lb.	28 00	1 00
1200 lb.	35 00	1 00
2000 lb.	50 00	1 00
2000 lb. Drop lever	57 00	1 00
10-lb. Household	5 00	0 10
25-lb. Household	6 00	0 30

Champion list prices subject to a discount of 10%; Standard scales, 20% discount; Weigh Beams, 10% discount. No discount allowed on stamping charge. F.o.b. Toronto, Montreal, Hamilton.

SCYTHES Doz.

Cast Steel $12 50
Golden Clipper 13 50
Little Giant 14 50
Little Giant, Genuine 15 00

F.o.b. Toronto, London

SNATHS Doz.

00 Patent $12 50
1 .... 12 00
2 .... 11 50
3 .... 10 50

SCREWS

Discounts off Standard List adopted Aug. 1, 1903.

Wood, F. H., bright 72½
Wood, R. H., bright 67½
Wood, O. H., bright 67½
Wood, F. H., brass 37½
Wood, R. H., brass 32½
Wood, O. H., brass 32½
Wood, F. H., bronze 27½
Wood, R. H., bronze 25
Wood, O. H., bronze 25
Square cap 20
Hexagon cap 20

F.o.b. Toronto, Hamilton, London and Montreal.

Wooden Bench Screws

Dozen $7 00

SHEETS, BLACK

See Montreal and Toronto report

SHEETS, CORRUGATED

See weekly report.

SHEETS, GALVANIZED

Premier Galvanized Per 100 lbs.

10¾ oz. $9 25
U.S. 28 .... 8 95
U.S. 26 .... 8 65
22 and 24 .... 8 50
18 and 20 .... 8 35
16 .... 8 20
14 .... 8 10

F.o.b. Hamilton and Toronto.

Colborne Crown — 16-20 gauge, $12.55; 22-24 gauge, $12.75, 26-gauge, $13; 28 gauge, $13.25. Less 25c in cash lots. F.o.b. Montreal.

Apollo Brand	Montreal	Toronto
14 gauge	$12 05	$ 8 10
16 gauge	12 05	8 20
18-20 gauge	10 30	8 35
22-24 gauge	10 46	8 50
26 gauge	.....	8 65
28 gauge	.....	8 95
10¾ ozs.	11 05	9 25

Add 20c for less than ton lots.

B.W. gauge	Queen's Head	Fleur-de-Lis	Gorbals "best-best"
16	$12 55	$12 55	$ 8 70
18-20	12 55	12 55	8 85
22-24	12 25	12 25	9 05
26	12 25	12 25	9 25
28	13 00	13 00	9 65
10¾ oz.	.....	.....	10 00

Less 25c in case lots.

F.o.b. Montreal.

SHINGLES Per sq.

Standard galvanized $10 25

Shipping weight, 90 lbs.

Standard painted 8 00

Shipping weight, 80 lbs.

Discount 7½%.

F.o.b. Toronto, Ottawa, Oshawa

SIDING METAL

Standard galvanized $8 75
Standard painted 7 00

Discount 7½%.

F.o.b. Montreal, Toronto, Ottawa, Oshawa.

SOLDERING COPPERS

Base, 3-8 lbs., 64c lb. F.o.b. Toronto and Hamilton.

SOLDER, BAR

See Weekly Report.

STAPLES

See Wire Products.

STOVES

Oil Burning Cooking Each

Perfection 2-burner $12 75
Perfection 3-burner $16 50
Perfection 4-burner 21 00
No. 22G oven for above stoves 5 00
McClary Glass Front Oven No. 70 .... 4 25
Detroit Glass Front Oven No. 85 .... 4 50

F.o.b. Sarnia, London, Toronto, Ottawa

Oil Burning Heaters. List

No. 525 (125), each........ 6 50
No. 530 (130), each........ 7 25
No. 630 (230), each........ 9 25

F.o.b. Toronto, Sarnia, London, Hamilton, Ottawa.

Discount 25% off list.

Mr. Potato Bug is on his annual rampage

The bug season is on and it's up to you to have your stock of Paris Green in shape to meet the heavy demand that is bound to be made upon it. Last year the supply was far below the requirements with a resultant heavy loss of potatoes. This unfortunate experience will cause a heavier-than-usual demand this year. Dealers best prepared will net the most sales.

We are the manufacturers of

Munro's Pure Paris Green

which is of greater strength than the Government Standard requires. Our advice to you is to order *at once*. The supply is limited and the demand will be unusually heavy.

Munro's Pure Paris Green is put up in ½ and 1-lb. papers, ½ and 1-lb. tins, 25 and 50-lb. drums, 250-lb. kegs and 600-lb. barrels.

Order to-day either direct from us or from any jobber listed here.

McARTHUR, IRWIN, LIMITED

MONTREAL ESTABLISHED 1842 TORONTO

STOCKED BY: Bond Hardware Company, Limited, Guelph, Ont.; Whites, Limited, Collingwood, Ont.; Wood, Alexander & James, Limited, Hamilton, Ont.; Steward & Wood, Limited, Toronto; A. Chown & Co., Kingston, Ont.; W. B. Dalton & Son, Limited, Kingston, Ont.; Thos. Birkett & Son Co., Limited, Ottawa, Ont.; Joseph Lacombe & Fils, Sherbrooke, P.Q.; Herman Young & Co., Quebec, P.Q.; Jos. Lemieux, Enrg., Quebec, P.Q.; Robertson, Foster & Smith Co., Limited, St. John, N.B.; Crowell Bros., Limited, Halifax, N.S.

SPADES, SHOVELS AND SCOOPS

	1st Grade	2nd Grade	4th Grade
Plain Back Shovels and Spades....	50%	50%	50%
Draining Tools	50%	50%	....
Hollow Back Scoops	50%	....	50%
Sand Shovels	50%	....	50%
Hollow Back Shovels	50%	....	50%
Hollow Back Coal Shovels	50%	....	50%
Riveted Back Scoops	50%	50%	50%
Miners' Spring Point Shovels	50%	....	....

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List; Black List prices being as follows:

BLACK LIST PRICES

Plain Back Shovels and Spades..	$29.00	$28.00	$25.00
Draining Tools, No. 2, black	29.00	27.50	....
Hollow Back Scoops, No. 2, black.	34.50	....	32.00
Coal Shovels, Hollow Back, No. 2, black	32.00	....	30.00
Sand Shovels, No. 2, black	27.50	....	24.00
Hollow Back Shovels, No. 2, black	27.50	....	24.00
Riveted Back Scoops, No. 2 black	37.50	35.50	34.00
Miners' Spring Point Shovel, No. 2, black	36.50	....	....

NET EXTRAS—

For each size larger than No. 2, add 25c dozen net.

Full polished ....$1.00 per dozen net

Half polished .... 50c per dozen net

F.o.b. London, Hamilton, Toronto, Gananoque, Ottawa, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon.

SWEEPERS, CARPET Bissell's Doz.

American Queen, Nickeled Fittings, Cyco Ball Bearing $43 00
Boudoir, Nic., Cyco B.B..... 40 00
Club, Jap. Cyco Bearing 96 00
Champion, Nickeled Fittings 35 00
Champion, Japanned Fittings 31 00
Elite, Nic., Cyco B.B....... 46 00
Grand, Nic. ,Cyco B.B....... 56 00
Grand, Jap., Cyco B.B..... 52 00
Grand Rapids, Nic., Cyco B.B. 40 00
Grand Rapids, Jap., Cyco B.B 36 00
Parlor Queen, Nic., Cyco, B.B. 46 00
Princess, Nic., Cyco B.B... 41 00
Standard, Nickeled Fittings 37 00
Standard, Japanned Fittings 33 00
Universal, Nic., Cyco Bearing 38 00
Universal, Jap., Cyco Bearing 34 00

SWEEPERS, VACUUM Bissell's Doz.

Grand Rapids, Nic.......... $84 00
Household, Jap. 72 00
Superba, Nic. 99 00

F.o.b. factory Niagara Falls, Ont., and other jobbing points in Eastern Canada.

SWEEPERS (ELECTRIC)

Steel frame 33 75
Aluminum frame 41 25
Attachments, set 7 50

F.o.b Toronto, Hamilton, London.

TACKS Discount

Wire Tacks ....60 and 10%
Revised Hardware Tack List adopted Jan. 1, 1916 ....60 and 15%
Double pointed tacks....60 10%
Shoe findings list adopted July 5, 1917—Net list.
List of Capped Goods adopted Jan. 1. 1916..60 and 15%

F.o.b. Toronto, Hamilton, Montreal, London.

TINNERS' TRIMMINGS

See prices under head of Wires.

TOASTERS, ELECTRIC

Upright, with rack $4 00

TOOLS, HARVEST

Waverly, Wellandvale, Rixford, Maple Leaf, Bedford, 17½% discount. Samson, 12½% discount. F.o.b. Montreal, Toronto, Hamilton. London.

TROUGH (EAVE)

O. G. Square bead and half round.

Size in girth		Per 100 ft.	
8 in.....	$ 6 90	15 in.....	$12 50
10 in.....	7 70	18 in.....	16 00
12 in.....	9 10	Discount 10%.	

F.o.b. Toronto, Oshawa, Ottawa

TRAPS (GAME) Doz. with chain

Victor, No. 1 .... 2 20
Jump, No. 1 .... 2 95
Hawley & Norton, No. 1.... 3 45
Newhouse, No. 1........... 4 70

F.o.b. Toronto, London, Hamilton, Montreal.

TWINE (BINDER) Per lb.

500 ft. $0 23½
550 ft. 0 25¼
600 ft. 0 26½
650 ft. 0 28

In 5-ton lots ¼c discount from above; 10 tons and upwards, ¼c discount. Freight paid on 300 lbs. and over to nearest station.

F.o.b. Montreal, Toronto, Brantford, Hamilton, London

TWINE (COTTON)

3-ply wrapping, lb..........69-72
4-ply, wrapping, lb..........73-76

F.o.b. Toronto, Hamilton, London.

WOOD TUBS

No. 0, per dozen $19 80
No. 1, per dozen 17 60
No. 2, per dozen 15 40
No. 3, per dozen 13 20

F.o.b. Newmarket

VALVES %

Ground work 50
Compression work, standard.. 52
High grade 45
Cushion work 46
Fuller work, standard 50
High grade 43
Basin cocks. No. 0 standard.. 46
High grade 46
Bath cocks 53
Flatway stop and waste cocks, standard 53
High grade 50
Roundway Stop and Waste Cocks, standard 53
High grade 50
Brass Steam Cocks, standard.. net
Radiator valves, standard.... 15
High grade 7½
Globe, angle and check valves, standard 10
Do., high grade 7½
Patent quick opening valves.. 35

F.o.b. Toronto

WARES, ETC.

Scotch Grey Ware, 50, 5%.
Colonial, 33 1-3%.
Imperial Ware, 33 1-3%
Pearl, 33 1-3%.
Premier, 10%.
Canada Ware, 10%.
Diamond, 10%. White Ware, 50%.
Japanned Ware, list plus 20%.
Japanned Ware, White, list, plus 30%.
Plain and Jap. Sprinklers, list plus 20%.
Stamped Ware, plain, 50%.
Stamped Ware, retinned, 45%.
Copper Bottoms, list, plus 10%.
Tinners' Trimmings, plain, 50%.
Tinners' Trimmings, retinned, 45%.
Tinners' Trimmings, general, list plus 10%.
Factory Milk Cans, list plus 50%.
Milk Can Trimmings, list, plus 60%.
Cream Cans, list ,plus 25%.
Railroad Cans, list, plus 20%.
Pieced Tinware, C.B., list, plus 50%.
Sheet Iron Ware, list, plus 10%.
Pieced Ware, ordinary, list, plus 30%. Fry Pans, 40 and 10%.
Spiders, steel, 10%; cast iron, 17½%.
Fire Shovels, Japanned, list, plus 10%.
Steel Sinks, painted, list, plus 10%
Steel Sinks, galvanized, list plus 15%.
Light Galv. Pails and Tubs, list plus 20%.
Heavy Galv. Pails and Tubs, list, plus 10%.
Garbage Pails, list, plus 10%.
Jap. Coal Hods, list, plus 25%.
Galv. Coal Hods, list, plus 40%.
Paper Lined Boards, 40 and 5%.
Wood Lined Boards, 30 and 10%.
Stove Pipe, patent, per 100, 6 in., $20.36; 7 in., $21.83.
Common, made-up, per 100, 5 and 6 in., $21.00; 7 in., $23.00.
Polished, made-up, per 100, 5 and 6 in., $23.00; 7in., $25.00.
Stove Pipe Thimbles, 50, 10%.
Copper Boilers, list, plus 10%.
Copper Tea Kettles, list, plus 10%.
Copper Tea Kettles, 3 doz. lots, list, plus 10%, less 10%.
Copper Tea and Coffee Pots, list, plus 10%.
Copper Tea and Coffee Pots, in 3 doz. lots, list, plus 10%, less 10%.

F.o.b. Montreal, Toronto, London, Hamilton.

WASHERS, IRON

Full box, 10% on list. Net prices per 100 lbs.: ¼ in., $21.80; 5-16 in., $18.50; ⅜ in., $16.30; 7-16 in., $13.55; ½ in., $13; 9-16 in., $12.15; ⅝ in., $11.70; 11-16 in., $11; 13-16 in., $11.70; 15-16, $11.70; 17-16 in., $11.70; 50 lbs. of one size, $2 per 100 lbs. less.

F.o.b. Montreal, Toronto, London

WEIGHTS, SASH

	Tor'to	Lond'n	Mont'l
Sectional, 1 lb. per 100 lbs...	$5 15	$4 25	$5 35
Section, ½ in. per 100 lbs...	5 15	4 50	5 35
Solid, 3 to 30 lbs., per cwt..	3 60	3 50	4 00

WHEELBARROWS

Navvy, steel wheel, doz..37.50-51.50
Garden steel wheel, doz.51.00-75.00
Light garden, doz. 37.00-54.00

F.o.b. Montreal, Toronto, London.

WIRE PRODUCTS

F.o.b. Toronto, London, Hamilton, Montreal

Cut Hay Baling Wire Per 100 lbs.

No. 9 .... $6 60
No. 10 .... 6 65
No. 11 .... 6 70
No. 12 .... 6 85
No. 13 .... 6 95
No. 13½ 6 95
No. 14 .... 7 10
No. 15 .... 7 35

Stovepipe Wire

No. 18 .... 8 25
No. 19 .... 8 75

Hay Wire in Coils

No. 13 .... 6 80
No. 14 .... 6 90
No. 15 .... 7 05
No. 16 .... 7 20

Smooth Steel Wire.

Nos. 0-9 gauge, base 6 25

Extras over base sizes on smaller gauges are as follows:

No. 10, 6c extra; No. 11, 12c; No. 12, 30c; No. 13, 30c; No. 14, 40c; No. 15, 55c; No. 16, 70c extra.

Extra net per 100 lbs.—Oiled wire 10c; spring wire, $2.50; bright, soft drawn, 15c; charcoal (extra quality), $1.25; packed in casks or cases, 15c; bagging and paperings, 10c; 50 and 100-lb. coils, in 25-lb. coils 15c; in 5 and 10-lb. coils, 25c; in 1-lb. coils, 50c; in ½-lb. coils, 75c; in ¼-lb. coils, $1.

Fine Steel Wire

List Price on Fine Steel Wire

No. 17......	$5 00	No. 26....	$ 9 50
No. 18......	5 50	No. 27....	10 00
No. 19......	6 00	No. 28....	11 00
No. 20......	6 65	No. 29....	12 00
No. 21......	7 00	No. 30....	13 00
No. 22......	7 30	No. 31....	14 00
No. 23......	7 65	No. 32....	15 00
No. 24......	8 00	No. 33....	16 00
No. 25......	9 00	No. 34....	17 00

For prices of fine steel wire add 45% to above list.

Extra net

List of extras in 100-lb. lots, net

Tinned wire, Nos. 17-25 .... $3 00
Nos. 26-31 .... 5 00
Nos. 32-34 .... 7 00
Coppered 0 75
Oiling 0 10
In 25-lb. bundles 0 15
In 5 and 10-lb. bundles.... 0 25
In 1-lb. hanks 0 25
In ½-lb. hanks 0 28
In ¼-lb. hanks 0 50
Packed in casks or cases.... 0 15
Bagging or papering......... 0 16

Oiled and Annealed Wire

No. 10 .... $6 45
No. 11 .... 6 47
No. 12 .... 6 55

Wire Bale Ties

No. 12 .... $ 75
No. 13 .... 6 85
No. 13½ 6 90
No. 14 .... 7 00
No. 15 .... 7 20
No. 16 .... 7 45

Fence Wire. Toronto

Barb ....$6.25-$6.50
No. 9 pl. galv........... 5.35- 5.90
No. 12 pl. galv.......... 5.50- 6.00
No. 13 pl. galv.......... 6.00- 6.15
No. 9 coil sp............ 5.50- 5.90
No. 12 coil sp........... 5.80- 6.20

Quotations are at times made on wire at lower figures than the general market by jobbers having large stocks to dispose of.

Fence Staples

Fence staples, bright $5 50
Fence staples, galvanized.$6.25-6.50

In 25-lb. boxes add 25c extra

Poultry Netting Staples

Poultry netting staples, galvanized, list $12 00

Less discount of 12½%.

Bright poultry netting staples $1.10 less than galvanized after discount has been made.

Copper and Brass Wire

Copper wire list, plus.........10%
Brass wire, 3 to 24 gauge, add 40%
25 to 36 gauge, add 25%

Wire Cloth

Black Fly Screen Cloth, per 100 sq. ft. in 100-ft. rolls...$3 50
In 50-ft. rolls 3 55
Galvanized, per 100 sq. ft. in 100 ft. rolls 4 75 5 50
Bronze, sq. ft. 0 14

F.o.b. Toronto, Hamilton, London.

Wire Goods

Discounts apply to list adopted Nov. 20, 1916.

Bright Screw Eyes Suits, A.B.C.M. 82½%
Bright Iron Gate Hooks and eyes 82½%
Bright square cornered screw hooks, and stove pipe eyes 82½%
Brass, screw eyes suits, A.B.C. 70%
Brass Screw Hooks 70%
Brass Gate Hooks and eyes 70%

F.o.b. Toronto, Montreal, London, Hamilton.

WRINGERS

Royal Can., 11 in., doz. list $84 72
Eze, 11 in., per doz. 91 80
Trojan, 12 inch 185 00
Favorite 511E 105 80
Unexcelled, 1041E 129 60
Easy Work 90 50
Challenge, 3111E 94 30
Gem, 141E 91 80
Sunlight, 111E 82 80
Ottawa, 341E 103 30
Empire, 11 in. 93 80
Superior, 11 in. 84 80
Majestic, 11 in. 88 00
Perfect, 11 in. 97 50
Bicycle, 11 in. 103 30
Daisy, No. 2 .... 114 72
Daisy, No. 1 .... 105 84
Maple Leaf No. 2 .... 103 20
Maple Leaf No. 1 .... 94 32
Sun 78 90
Rapid 82 80
Universal 63 00
Eureka, 10 in. 65 00
Eureka, 11 in. 71 00
Eclipse 97 70

Discount off above list, 40%.

Freight equalized on shipments of ¼ doz. and upwards on Montreal, Toronto, Kingston, Hamilton, London, St. Mary's.

For zinc products and zinc sheets See weekly report.

WRENCHES

Trimo—	Doz. net		Doz. net
8 in.....	$14 20	18 in.....	$31 50
10 in.....	15 75	24 in.....	45 70
14 in.....	22 00		

Coes—	Doz. net		Doz. net
6 in....	$13 00	15 in....	$31 20
8 in....	15 60	18 in....	41 60
10 in....	18 20	21 in....	50 70
12 in....	23 40		

Stillson—	Each	Dozen Net	
6 in.	$1 10	$12 00	$12 50
8 in.	1 25	13 50	14 00
10 in.	1 40	15 00	15 60
14 in.	1 95	21 00	21 85
18 in.	2 75	30 00	31 20
24 in.	3 95	43 50	45 25
36 in.	....	81 00	84 25
48 in.	....	....	124 80

PLATE A210

EMPIRE CLOSETS

Every Merchant Plumber is interested in seeing his customer get the best that the market affords.

It means better profits and satisfied customers.

Empire Vitreous China Closet Combinations are durable, neat in appearance and silent in operation.

Oak and Vitro Closet Outfits carried in stock.

We can make prompt shipment of all lines of plumbing and heating material.

Empire Mfg. Co., Limited
London Toronto

CARTER'S

The Best Quality of Genuine Dry Red Lead and Genuine Dry Powdered Litharge

Paper manufacturers want a Red Lead to protect their steam and water pipes, and a Litharge to reline their digesters. Rubber and Color Makers need them. Shipbuilding firms must have them. Railways and Ironworks use them. Are you ready to supply the requirements of such firms in your district. Also

YOUR PAINTER

must have Genuine Red Lead and Litharge to meet his requirements. Do not delay in putting in a stock or you will lose good business which is rightly yours.

The Carter White Lead Co. of Canada, Limited, 91 Delorimier Avenue, Montreal

YOU'LL MAKE MONEY ON THESE BECAUSE—

BLACK DIAMOND Tarred Felt
JOLIETTE and CYCLONE Brands
Sheathings, Roofings and all lines of Building Paper are of the best material and sure to secure repeat orders.

Saves money for your customers. They'll reciprocate—by giving you their business in other lines.
We also sell you wrapping papers of all descriptions.
All kinds of Sheathing made at our own mills. Our reputation is behind all these Brands.

ALEX. McARTHUR & COMPANY, LIMITED

82 McGILL STREET, MONTREAL

The Oribo Mfg. Co., Limited, Winnipeg, is our Sole Selling Agent for the Northwest Provinces

If interested, tear out this page and keep with letters to be answered.

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE

Colors and white—2½-lb. packages, $8.60 for 100 lbs.; 5-lb. packages, $8.40 for 100 lbs. F.o.b. Montreal, Toronto, London.

BEESWAX

	Per lb.
Small quantities	$0 45
Larger quantities	0 40

F.o.b. Toronto.

BLUE STONE

	Montreal	Toronto
Per lb.	13-14	14-16

BRONZING LIQUID

Bronzing liquid, No. 1	$1.50-$2.00
Banana oil, gal.	3.50- 7.00

F.o.b. Montreal, Toronto.

BRUSHES

Weighted, 15 lbs., each	$1.35 $2.00
Weighted, 20 lbs., each	1.60- 2.25
Acme, 15 lbs., each	1.75
Acme, 20 lbs., each	2.00
Acme, 25 lbs., each	2.35

F.o.b. Toronto.

COATING

Cement Coating	$3 00	$3 75

F.o.b. Montreal, Toronto.

COLORS (DRY)

	Per lb.
Raw Umber, No. 1, 100-lb. kegs	0 07
Do., pure, 100-lb. kegs	0 15
Burnt Umber, No. 1, 100-lb. kegs	0 07
Do., pure, 100-lb. kegs	0 15
Raw Sienna, No. 1, 100-lb. kegs	0 07
Do., pure, 100-lb. kegs	0 15
Burnt Sienna, No. 1, 100-lb. kegs	0 07
Do., pure, 100-lb. kegs	0 15
Imp. green, 100 lb. kegs	0 23
Chrome green, pure	0 25
Chrome yellow	17-31
Brunswick green, 100 lb. k.	0 12
Indian red, 100-lb. kegs	0 15
Indian red, No. 1, 100 lb. k.	0 06
Venetian red, best bright	0 04
Venetian red, No. 1	0 02½
Drop black, pure dry	0 15
Golden ochre, 100 lb. kegs	0 06½
White ochre, 100 lb. kegs	0 04
White ochre, barrels	0 03
Yellow ochre, barrels	2½-3¼
Spruce ochre, 100-lb. kegs	4c-6c
Canadian red oxide, bbls.	2 -2¼
Super magnetic red	2¼-2½c
Vermilion	0 40
English vermilion	2 50

F.o.b. Montreal, Toronto.

COLORS IN OIL, PURE

1 lb. tins—

Venetian red	0 15
Indian red	20-26
Chrome yellow, pure	45
Golden ochre, pure	22
French spruce ochre, pure	16-18
Chrome green, pure	18-26
French permanent green, pure	28
Signwriters' black, pure	25
Lampblack	0 24
Marine black, 5 lb. irons	0 17

F.o.b. Montreal, Toronto.

ENAMELS (White)

	Gal.
Duralite	6 50
Albagloss	6 05

GLUE

	Per lb.
Brantford All Round Glue—	
Case No. 7—50-lb. pkgs.	$28 00
Case No. 8—100 ½-lb. pkgs.	31 00
Case No. 9—200 ¼-lb. pkgs.	38 00
Discount.	
French medal (prices withdrawn)	
English common sheet	32-34
English prima	35-38
White pigsfoot	0 50
Cake bone, 112-lb. bags	0 35
Hide, 112-lb. bags	0 45
Gelatine, 112-lb. bags	45-60
Ground glues, 112-lb. bags, No. 1	28-30
Ground glue, No. 2, 112-lb. bags	22-24
Do., No. 2, less than bags	24

GLASS

Per 100 ft.	Single Thick	Double Thick
Under 25	$16 80	$22 90
26 to 34	17 60	24 85
35 to 40	18 35	26 40
41 to 50	23 50	30 00
51 to 60	24 60	30 80
61 to 70	26 50	32 70
71 to 80	29 70	35 40
81 to 85	....	45 45
86 to 90	....	48 85
91 to 94	....	49 80
95 to 100	....	58 55
101 to 105	....	65 35
106 to 110	....	73 10

Discount box glass, 25%.
Cut lights, 10%. Cash 2%.
F.o.b. Montreal, Toronto, London, Hamilton.

GLASS, PLATE

	Sq. foot
Plates up to 1 foot, each	$0 80
Plates from 1 to 2 feet, each	0 90
" 2 to 3 "	0 95
" 3 to 4 "	1 15
" 4 to 5 "	1 35
" 5 to 7 "	1 50
" 7 to 10 "	1 70
" 10 to 12 "	1 75
" 12 to 15 "	1 85
" 15 to 25 "	1 95
" 25 to 50 "	2 15
" 50 to 75 "	2 20
" 75 to 90 "	2 25
" 90 to 100 "	2 30
" 100 to 120 "	2 60
" 120 to 140 "	2 90
Plates 101 to 110 wide containing not over 100 ft. each	3 00
Plates 111 to 120 wide containing not over 100 ft., each	3 40
Plates 101 to 110 wide containing over 100 ft., each	3 40
Plates 111 to 120 wide containing over 100 ft., each	3 75

Trade Discount, 25%.
City deliveries, 33 1/3%.
Montreal, London, Hamilton, Toronto, Kitchener.

GLAZIERS' POINTS

Zinc coated, $1.56-$1.62 per doz. packages 6 lbs. gross.

Zinc, pure, prices withdrawn.

F.o.b. Montreal, Toronto.

LEAD, WHITE (Ground in oil.)

Prices are per 100 lbs. in ton lots. Less than ton lots are 35c per 100 lbs. higher than quoted below.

	Montreal	Toronto
Anchor, Pure	$16 00	$16 25
Crown Diamond	16 00	16 25
Crown, Pure	16 00	16 25
Green Seal	16 00	16 25
Tiger, Pure	16 00	16 25
Ramsay's Pure	16 00	16 25
Moore's Pure	16 00	16 25
O.P.W. Dec. Pure	16 00	16 25
Red Seal	16 00	16 25
Decorators' Pure	16 00	16 25
O.P.W. English	16 20	16 45
Elephant, Genuine	16 60	16 75

B.B. Genuine Lead, less than tons, $18 Toronto; $17.20 Montreal. Ton lots 5% off; five-ton lots 10% off.

LEAD (RED DRY)

Genuine, 560-pound casks, per cwt.	$14 00	$14 50
Genuine, 100-pound kegs, per cwt.	14 75	15 50
Less quantity	16 00	17 00

F.o.b. Montreal, Toronto.

LEAD, ARSENATE OF

	Dry, Pound	Paste, Pound
Barrels, 600 lbs.	....	0 24½
Half bbls., 300 lbs.	....	0 24¾
100s	0 45	0 25
50s	0 45½	0 25½
25s	0 46	0 26
10s	0 47½	....
5s	0 49½	0 29½
2s	....	0 31
1s	0 52	0 32½

F.o.b. Toronto, Montreal and Hamilton

MURESCO

Tints, 5-lb. packages, per 100 lbs., $8.40; white, 5-lb. packages, $7.80.
F.o.b. Toronto.

LINSEED OIL

For prices see weekly report.

PAINTS, PREPARED

	Price per gallon
Elephant, white	3 70
Elephant, colors	3 45
B.H. English, white	3 80
B.H. English, colors	3 70
B.H. Floor	3 05
B.H. Porch Floor	3 70
Minerva, white	3 60
Minerva, colors	3 40
Crown Diamond, white	3 55
Crown Diamond, colors	3 45
Crown Diamond, floor	2 95
B.H. Fresconette, white	3 35
B.H. Fresconette, colors	3 25
Moore's House Colors, white	3 50
Moore's House Colors, colors	3 40
Moore's Egyptian Paint, all colors	2 75
Moore's Floor Paint	2 90
Moore's Sani-Flat	3 00
Jamieson's Crown Anchor	3 30
C.P.C. Pure, white	3 80
C.P.C. Pure, colors	3 70
O.P.W. Canada Brand, white	3 70
O.P.W. Canada Brand, colors	3 40
O.P.W. Canada Brand, floor	2 95
O.P.W. Flat Wall, white	3 20
O.P.W. Flat Wall, colors	3 00
Ramsay's Pure, white	3 65
Ramsay's Pure, colors	3 35
Martin-Senour, 100%, white	3 80
Martin-Senour, 100%, colors	3 70
Martin-Senour, Porch Paint	3 70
Martin-Senour, Neutone, white	3 35
Martin-Senour, Neutone, colors	3 25
Senour's Floor Paint	3 15
Sherwin-Williams, white	3 80
Sherwin-Williams, colors	3 70
Flat Tone, white	3 35
Flat Tone, colors	3 25
Lowe Bros. H.S., white	3 80
Lowe Bros. H.S., colors	3 70
Mellotone, white	3 50
Mellotone, colors	3 35
Sanitone, white	3 35
Maple Leaf, white	3 80
Maple Leaf, colors	3 70
Maple Leaf, floor	3 15
Maple Leaf, flat wall	3 25
Pearcy's Prepared, colors	2 75
Peacy's Prepared, white	3 15

F.o.b. Montreal, Toronto.

PARIS GREEN

	C.P. Berger's and Munro's Per lb.	
In barrels, about 600 lbs.	0 60¼	0 61
In arsenic wegs, 250		
In 50 lb. and 100 lb. drums	0 61¼	0 62
In 25 lb. drums	0 62¼	0 63
In 1 lb. packets, 100 lbs. in case	0 64¼	0 65
In ½ lb. packets, 100 lbs. in case	0 66¼	0 67
In 1 lb. tins, 100 lbs. in case	0 66¼	0 67

Above prices f.o.b. Montreal, Quebec, Moncton, St. John and Halifax. Toronto, Hamilton, London, Yarmouth and P.E.I. are ¼c per lb. higher. Terms one month net or 1% in 15 days.

PASTE WOOD FILLER

	Pound
1 lb. cans	16-19
2 lb. cans	16-19
5 lb. cans	15-19
12½ lb. cans	14-15
25 lb. cans	14-15

F.o.b. Montreal, Toronto.

PUTTY

	Standard Less than tons Montreal	Toronto
Bulk, in casks	$4 35	$4 60
Bulk, 100-lb. drums	5 20	5 35-5 45
Bulk, 25-lb. drums	5 20	5 45
Bulk, 12½-lb. irons	5 20	5 50-5 70
Bladder, in bbls.	5 20	5 50-5 70

Ton lots standard are 20c per hundred pounds less.

Pure Putty, $2 cwt. advance.

London and Hamilton prices same as Toronto.

SHELLAC

Pure White, gal.	$4 40-$4 90
Pure Orange, gal.	4 15- 4 50

Gum Shellac, TN, 74-76c lb.; finest orange, 79-95c; bone dry white, 82-85c F.o.b. Toronto, London.

PAINT AND VARNISH REMOVER

Taxite, 1 gal. cans	3 00
B.H. Vanisher	$2 75
Cumoff	3 00
Takof	3 25
O.P.W. Presto	3 00
Lingerwett	2 80-3 25
Solvo	3 00

F.o.b. Montreal, Toronto.

TURPENTINE

See weekly report elsewhere in this issue for prices.

SLATING

	Gal.
Liquid Slating, B.B.	$2 20

VARNISHES

	Per gal. cans
No. 1 Furniture, extra, barrels, $1.10-$1.21 gal.; gal. tins	$1.32-$1.45
B.H. Stovepipe Varnish, ½ pints, per dozen	1 54
Depend-on, list	8 25
B.H. Maritime Spar, list	7 90

Everlastic, Depend-on and Maritime Spar subject to discount of 40%.

Elastilite	2 90
Graniline Floor Finish	2 90
Hydrox Spar	3 65
Sun Varnish	2 64
Sun Spar	4 50
Sun Waterproof Floor	3 02
Jasperite Interior and Exterior	2 65
Jasperite Pale Hard Oil	1 90
Jasperite Indestructo Floor Finish	2 65
Jamieson's Copaline	3 02
M-S Marble-Ite Floor	3 29
M-S Wood-Var	3 29
M-S Double Spar	4 57
M-S Finest Interior	3 36
Elastic Interior	2 64
Mar-not	3 52
Quick Action House	2 47
Rexspar	4 62
Sear-Not	3 24
Kyanize Spar	4 95
Kyanize Cabinet Rubbing	3 85
Kyanize Interior	3 85
Luxeberry light	3 30
Luxeberry granite	3 52
Luxeberry spar	4 95
Ramsay's Universal	2 64

F.o.b. Montreal, Toronto.

WATER PAINTS

Opalite, 300 lb. bbls.	0 13½
Opalite, 100 lb. kegs	0 14
1 gal. packages, per pkg.	0 75
½ gal. package, per pkg.	0 40
Coralite, 5-lb. pkgs., white	0 07
Coralite, 5-lb. pkgs., colors	0 07½
B.H. Frescota, 5 lbs. white, $6.50; colors	7 00

F.o.b. Montreal, Toronto.

WASTE

Cream, Polishing	$0 21

WHITE

XXX	0 20
XX	0 18
X	0 17
XC	0 16
Japanese	0 15
XXX Extra	0 21
X Grand	0 19½
XLCR	0 18½
X Empire	0 17½
X Press	0 16

COLORED

No. 5	15
No. 1	14
No. 7	13
No. 1A	11½
No. 1B	10½
Fancy	16½
Lion	15
Standard	13½
Popular	12
Keen	10½

Above lines subject to trade discount for quantity.

WAX

	Per lb.
C. & B. Floor Wax	$0 35
B.H. Wax	0 35
Ronuk Floor Wax, lb.	0 38
Berry Bros.	0 34
Imperial Floor Wax	0 40
Anchor	0 33
O.P.W. Lion Brand	0 35
Old English	0 46-0 53
Johnsons	0 46-0 57
Jamieson's liquid wax, gal.	2 75
Gold Medal	0 42
Ramsay's	0 30
S. & W.	0 40

F.o.b. Montreal and Toronto.

WHITING

Plain, in bbls.	$2 50

F.o.b. Montreal, Toronto, London

Gilders, bolted, in bbls.	3 00

WOOD ALCOHOL

	per gal.
In five gallons	$1.80-$1.90
In barrels	- 1.70

$4 extra for barrels

F.o.b. Montreal, Toronto, London.

Reliability of Our Warranted Pure Linseed Oil

Means Saving

THE CANADA LINSEED OIL MILLS LIMITED · MONTREAL & TORONTO · WARRANTED PURE LINSEED OIL

To You

The Canada Linseed Oil Mills, Limited

MONTREAL AND TORONTO

RED **S** BRAND WINDOW GLASS

GLASS BENDERS TO THE TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

DON ROADWAY TORONTO

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863
Twelve Medals of Award at INTERNATIONAL Expositions.

INCORPORATED 1895
Special Grand Prize
GOLD MEDAL
Atlanta, 1895.

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY - - - - PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

If interested, tear out this page and keep with letters to be answered.

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, $11.00.

Shot, soft, per cwt., $17.20; chilled, $18.70; buckshot, $18.00; ball, $18.40.

Dominion Metallics—B.B. Caps, $2.80; C.B. Caps, $3.50; 22 Short Black or Lesmok, $4; 22 Long Black or Lesmok, $4.80; 22 Short Smokeless, $4.30; 22 Long Smokeless, $6; 22 Long Rifle Black, $5.60; 22 Long Rifle Smokeless, $7 per M. net. Center Fire Pistol, 22%; Center Fire Sporting, 25% off American list.

American Metallics—B.B. Caps, $3.06; C.B. Caps, $3.85; 22 Short Black, $4.35; 22 Long Black, $5.25; 22 Long Rifle Black, $7.70; 22 Short Smokeless, $4.69; 22 Long Smokeless, $6.55; 22 Long Rifle Smoke, $7.65 per M. net. Center Fire Pistol, 10% on list; Center Fire Sporting, 10% on list.

Loaded Shells—Crown Black Powder, 12 ga., $31; Sovereign Smokeless, 12 ga., $38; Regal Smokeless, 12 ga., $38; Nitro Club Smokeless, 12 ga., $41; Canuck Smokeless, 12 ga., $41 per M. net. Empty Paper Shot Shells, $14 per M.; Empty Brass Shot Shells, $6.65 per 100.

ANVILS

Peter Wright, 80 lbs. and up, 24c per lb.; clip horn, 25c lb.

Norris, 80 lbs. and over, 16c.

AXES

Single Bit	$14 50	$20 00
Double Bit	16 50	21 50
Broad axes	32 00	35 00

AUGER BITS

Standard List Prices per Dozen

3/16	$6 00	18/16	$12 00
4	5 00	19	14 00
5	5 00	20	14 00
6	5 00	21	16 00
7	5 00	22	16 00
8	5 00	23	18 00
9	6 00	24	18 00
10	6 00	25	21 00
11	7 00	26	21 00
12	7 00	27	24 00
13	8 25	28	24 00
14	8 25	29	27 00
15	9 50	30	27 00
16	9 50	31	30 00
17	12 00	32	30 00

Discounts from standard list prices

Irwin	10%
Gilmour	45%

BARS, CROW. $10.25 per 100 lbs.

BAR IRON

Bar iron.—$5.50 base; Swedish iron, $5.25; sleigh shoe steel, $5.80; spring steel, $6.50; machinery steel, $8.00; tool steel, octagon, 100 lbs., $13.

BELTING

Rubber, 6 in. and under, 25-2½%; over 6 in., 20%.

Agricultural or No. 1 leather belting, 47½% off list.

Standard, 30, 10 and 5% off list.

The "double" list is just twice the price of "single."

BELT LACING

In sides, tanned, $1.55 per lb.; cut, $1.75 per lb.; rawhide, sides, $1.50; cut, $1.70.

Blue Stone (Vitrol), 12c lb.

BOLTS

Carriage, ⅜ and smaller, 5%; 7-16 and larger, 5% on list; machine, ⅜ and under, 5%; 7-16 and over, 5% on list; machine set screws, 25%; plough bolts, 5% on list; stove bolts, 50%; shaft bolts, 5% on list; tire bolts, 25%; sleigh shoe bolts to ⅜ and smaller, 5% on list; 7-16 and up, 5% on list.

BORAX. Borax, per lb., 14c.

BUILDING PAPER

Tarred, $1.10 to $1.60 per roll, according to quality; plain, 80c to $1.45.

BUTTS

Plated—No. 241 Antique Copper and Dull Brass Finish

	Per pr.
2½ x 2½ in.	35
3 x 3 in.	37
3½ x 3½ in.	38
4 x 4 in.	47
4½ x 4½ in.	68
5 x 5 in.	80

Wrought Steel—

No. 840	Net list
No. 800	5% on list
No. 838	Net list
No. 804	5% off list

CHAIN

Coil, 3-16 in., $18.50; ¼, $13.65; 5-16 in., $12.20; ⅜, $11; 7-16, $10.70; ½, $10.40; 9-16, $10.40; ⅝, $10.25; ¾, $10.15; 1 in., $9.90. Logging, 5-16 in., 14c; ⅜, $12.80; ½, $12.20; tie-out, 47½%.

CHURNS

Barrel, No. 0, $7.20; No. 1, $7.20; No. 2, $8; No. 3, $8.80; No. 4, $10.40 each.

CLEVISES, MALL. 15c per lb.

CLOCKS—Alarm

	Each
Big Ben	$2 90
Baby Ben	2 90
America	1 25
Lookout	1 50
Sleepmeter	1 55

COPPER

Sheet and planished copper, 75c per lb. Tinned, 60c.

CORD SASH

Coils or Hanks

8, 9, 10	72c lb.

DRILLS

Bit stock, 35%; Blacksmith, ½ in. round shank, 20%.

EAVETROUGH

Eavetrough, per 100 ft., 8 in., $6.50; 10 in., $7.20; 12 in., $8.45.

Conductor pipe, 2 in., per 100 ft., $7.55; 3 in., $9.15; 4 in., $12.05.

ENAMELWARE

See Wares.

FILES

Globe	Discount 45%
Nicholson Gen.	Discount 30%

FITTINGS

Malleable	Black	Galv.
Class B	$ 27	$ 38
Class C	17½	27
Bushings	20%	..
Unions	30%	..
Nipples 4" and under	45%	..

FORMALDEHYDE

400-lb. bbls., 29c lb.; 200-lb. barrels, 30c lb.; 100-lb. barrels 31c lb.; 10-lb. jugs, $3.40 each; 5-lb. jugs, $1.90 each; 2-lb. jugs, 90c each.

GALVANIZED WARE

See Wares.

GLASS, WINDOW

	Single	Double
Up to 25 in.	$13 50	$18 50
26 to 40	14 50	21 00
41 to 50	18 50	23 75
51 to 60	19 50	24 25
61 to 70	20 50	25 75

GLASS (Plate)

Net list.

GLOBES—LANTERN

	Doz.
Short Pattern	$1 10
Cold Blast, regular	1 00

GRINDSTONES

Per 100 lbs., $2.75.

Mounted on steel frames, $5.00 to $6.75.

HARVEST TOOLS. 25%.

HINGES

Light T and strap, 10%.

Corrugated Strap Hinges — 4, $1.70; 5, $$2.10; 6, $2.85; 8, $4.60; 10, $7; 12, $10.75.

Corrugated Tee Hinges—4, $1.90; 5, $2.55; 6, $3.25; 8, $5.65; 10, $8.75; 12, $12.40.

HORSESHOES

Iron, No. 0 to 1, $7.35; No. 2 and larger, $7.10; snowshoes, No. 0 to No. 1, $7.60; No. 2 and larger, $7.35; steel, No. 0 to 1, $7.80; No. 2 and larger, $7.55; featherweight, $8.95.

IRON, GALVANIZED

	Premier	Apollo and "Fleur de Lis"
10¾ oz. or 28 Eng.	$10 90	$10 90
28 Am. or 26 Eng.	10 60	10 60
26 Am. or 26 special	10 30	10 30
24	10 15	10 15
22	10 15	10 15
18 and 20	10 00	10 00
16 Am.	9 85	9 85

IRONS, SAD

Common Sad Irons, 8 lbs., 11c per lb.; 4 lbs., 14c per lb.

Mrs. Pott's No. 55, set	$2 10
Mrs. Pott's No. 50, set	2 25

Mrs. Pott's common sad iron handles, $1.60 dozen. Mrs. Pott's improved, $2.10 a dozen.

JACKSCREWS

10% off list.

KNIVES—HAY

	Doz.
Heath's	$12 50
Lightning	12 50

LAMP CHIMNEYS

A, per case 8 doz., $7.80 per doz., $1.05; B, per case 6 doz., $6.50; per doz., $1.15.

LANTERNS

No. 2, plain	$13 00
No. 25, Dash-board	17 50
Short Globe, doz.	13 00

LEAD PIPE, $14.40.

LEAD WASTE, $15.40.

LATCHES—THUMB, STEEL

	Doz.
2	$2 10
3	2 80
4	4 90
Barn Door	
5	2 80
8	3 00
9	5 20

LINSEED OIL

See weekly report.

MACHINES—WASHING

	Each
Dowswell	$ 5 00
New Century B	10 15
New Idea	11 35
Snowball	9 00

MATTOCKS

Pick, $11; cutter, $11.

MOPS

	Doz.
O'Cedar Polish, No. 1	$12 00
O'Cedar Polish, No. 3	12 00
Self-Wringing	5 25

MOWERS—LAWN

	14 in.	16 in.
Woodyatt	$7 75	$8 25
Empress	10 00	10 60
Daisy	6 15	.....
Star	7 00	7 50

NAILS

Wire, f.o.b. Fort William, $5.60 base; Winnipeg, $6 base. Cut f.o.b. Winnipeg, $6.55.

NETTING—POULTRY

Net Prices Per Roll

1 in. mesh x	24 in.	$5 95
	30 in.	7 20
	36 in.	8 50
2 in. mesh x	24 in.	2 90
	30 in.	3 40
	36 in.	4 05
	48 in.	5 25
	60 in.	6 55
	72 in.	7 80

NETTING. Poultry, 15%.

Banner Netting, 24 in., $4.15; 36 in., $5.30; 48 in., $6.25; 60 in., $7.40; 72 in., $8.40.

NUTS

Square, small lots, blank, 4½c tapped, 4¾c advance on list; Hexagon, small lots, blank, 4¾c; Tapped, 5c advance on list; case lots all styles, 1c less than above.

OILS

"Buffolite," 24c; Ideal Thresher, 47c; "B" Castor machine oil, 38c; Buffalo engine gasoline, 37½c; Buffalo "A" gas engine oil, 50c; Royal gasoline, 37c; Family safety coal oil, 24½c; "Engoline" engine coil oil, 20½c; Summer black oil, 22½c; Kelso engine oil, 47c; Electro oil, 45c; Royalite oil, 20c; Standard gas engine oil, 48c; Prairie Harvester oil, 49½c.

PAINTS

Stephens' Out White, $3.95; Stephens' House, $3.85; Stephens' Floor, $3.30; Silkstone, $3.15; Stephens' Barn Paint, $1.70.

DRY COLORS

Yellow ochre, in bbl. lots, 3c; less than barrel lots, 4c; golden ochre, barrels, 4c less; than barrels, 5c; Venetian red, barrels, $2.50; less than barrels, $3.50; American vermillion, 20c; English vermillion, $3 per lb.; Canadian metallic oxides, barrel lots, 3½c; English purple oxide, in casks, 3½c; less quantities, 4c per lb. Red lead, kegs, $19; less quantities, 20c.

PICK, Clay, 6-7, $12.25 per doz.

POLISH—

O-Cedar—	Doz.
4 oz.	$2 00
12 oz.	4 00
1 quart	10 00
½ gal.	16 00
1 gal.	24 00
Liquid Veneer—	
4 oz.	2 00
12 oz.	4 00
1 quart	8 40
½ gal.	14 40

(Continued on second page.)

Each Succeeding Spring Means a *greater* Paint Turnover ?

Repeat orders and new business that swell Stephens Sales are merely the results we anticipated from the good-will begun the first day Stephens Paints were manufactured.

Year after year sales increase in volume — each succeeding year means a greater Paint turnover than ever before. And we always knew it would.

Stephens

If you are not satisfied with your paint for this Season, if you feel that your increase will not be as great as you deserve, get in touch with us at once.

Let us explain the Stephen proposition and tell you what it is doing for other dealers.

G. F. STEPHENS & CO., LIMITED

PAINT AND VARNISH MAKERS

WINNIPEG AND CALGARY

If interested, tear out this page and keep with letters to be answered.

Winnipeg Hardware Quotations—Continued

PIPE, WROUGHT IRON

Per 100 Ft.	Black	Galv.
¼ inch	$ 6 08	$ 8 42
⅜ inch	6 16	8 50
½ inch	7 83	9 63
¾ inch	9 95	12 38
1 inch	14 67	18 27
1¼ inch	19 88	24 75
1½ inch	23 76	29 57
2 inch	32 04	39 78
2½ inch	51 30	63 59
3 inch	67 05	83 16
3½ inch	84 92	.....
4 inch	100 62	.....
4½ inch	116 10	.....
5 inch	135 00	.....
6 inch	174 60	.....

PLASTER. Paris, per bbl., $4.50.

PLATES, CANADA

18x21 per box, half polish, $10.25; full polished, $11.75; 18x24, half polished, $10.25; full polished, $11.75; 20x28, half polished, $10.25; full polished, $11.75.

PLOW SHARES, 21c per lb.

POINTS

Landslide plow, 1½x14 in., $8 55 per dozen.

PUTTY

100-lb. irons	$5 70
25-lb. irons, per cwt.	6 30
1½-lb. tins	0 12

RIVETS AND BURRS

Iron rivets, 10%; copper, No. 7, 65c lb.; No. 8, 66c; No. 9, 69c; No. 10, 71c; No. 12, 76c.

Five-lb. assorted boxes, No. 8, 74c; No. 10, 79c lb.

Copper Burrs, No. 7, 65c; No. 8, 66c; No. 9, 69c; No. 10, 71c; No. 12, 76c.

ROPE

Sisal, 28¼c base; pure Manila, 39¾c base; British Manila, 33¾c base; lath yarn, 28¼c base; African hemp, 33¾c base; cotton rope, ¼ and over, 65c lb.

Tarred Marline Hanks, per lb., 50c.

SANDPAPER—

Star—	Quire	Ream
00, 0, ½	$0 38	$ 7 20
1	0 39	7 50
1½	0 43	8 10
2	0 46	8 70
2½	0 49	9 30
3	0 57	10 80
B. & A.—		
00, 0, ½	0 45	8 50
1	0 47	9 00
1½	0 50	9 60
2	0 55	10 50
2½	0 60	11 00
3	0 67	12 75

SASH BALANCES (Caldwell). Net list.

SAWS, BUCK

Happy Medium, $10.00; Watch Spring, $10.40; Lance Tooth or Lightning Blades, $10.90.

SCREWS

Bright iron round head, 60%; flat head, 65%; round head, brass, 25%; flat head, brass, 30%; coach, 20%.

SCYTHES—

	Doz.
Bramble	$13 25
Bush	13 25
Excelsior	14 50
Cast	12 50

SNATHS—

No. 2 loop	11 50
Bush	13 00

SWEEPERS, CARPET—

See list in regular "Current Market Quotations" Column, f.o.b. factory, Niagara Falls, Ont.

SWEEPERS, VACUUM—

	Doz.
Grand Rapids, Nic.	$ 87 00
Household, Jap.	75 00
Superba, Nic.	102 00

F.o.b. Jobbers' Warehouses, Winnipeg.

STEEL SHEETS, BLACK

10 gauge	$8 50
12 gauge	8 75
14 gauge	8 75
16 gauge	8 75
18-20 gauge	8 80
22-24 gauge	8 85
26 gauge	8 90
28 gauge	9 00

SHOVELS AND SPADES

Shovels—Fox and Olds, D.H., Sqr. Pt., $13.50 per doz.; D.H. Rd. Pt., $13.50 per doz.; L.H. Sqr Pt., $13.50; L.H. Rd. Pt., $13.50; Bulldog and Jones, D.H., Rd. Pt.,$15.50; D.H. Sqr. Pt., $15.50; L.H., Rd. Pt., $15.50; L.H., Sqr. Pt., $15.50; L.H., Rd. Pt., $15.50; Black Cat and Crescent Scoops—No 4, $17.00 doz.; No. 6, $17.50; No. 8, $18.00; No. 10, $18.50; Moose & Jones Scoops, No. 4, $18.25; No. 6, $18.75; No. 8, $19.25; No. 10, $19.75.

SOLDER. Per pound, 60 to 61.

SPIKES

Pressed, ¼ in., $8.30; 5-16, $7.95; ⅜, $7.75; ½, $7.55.

STAPLES

Bright wire, per cwt., $5.85 at Fort William, $6.25 Winnipeg; galvanized staples, $6.65 Fort William, $7.05, Winnipeg.

STEEL

Sleighshoe, $5.80 base per cwt.; plow, common, $6.50; crucible plow, $7.50; angle, $5.35; harrow, $5.50 base; cast, octagon tool steel, 20c base; square tool, 20c base; spring, $7.50; machine, $8.00 base; tire, $5.60. Mid, 3-16, ¼, 5-16, $8.00 base; other sizes $5.75 base. Band Steel, $5.75 base.

STEEL HOOPS

½ in., $9.75; ⅜ in., $9.50; ¾ in., $8.75; ⅞ in., $8.50; 1 in., $8.50; 1¼ in., $8.50; 1½ in., $8.

STEEL SQUARES

5% on list.

TACKS. Carpet, 65% list.

TIES. Cow, 5%.

TIN AND TERNE PLATE

20 x 28 I.C.	$30 00
20 x 28 I.X.	32 00
20 x 33 I.C.	35 40
20 x 33 I.X.	37 45
Terne plates	24 00

TRAPS, GAME—

Doz.	Victor	H.& N.	Jump
No. 0	$1 95	....	....
No. 1	2 30	$3 60	$3 10
No. 1½	3 45	5 40	4 55
No. 2	4 80	7 50	6 70
No. 3	6 40	10 00	....

TUBS—

	Wood	Fibre
No. 0	$21 35	$21 95
No. 1	18 80	18 85
No. 2	16 40	15 60
No. 3	14 00	13 30

TURPENTINE

See weekly report.

TWINE (WRAPPING)

	Lb.
Cotton, 4-ply	0 72
Cotton, 3-ply	0 68

VARNISHES

	Dozen
Stephens Luminette, gal.	$2 20
Stephens Exalite, gal.	3 00

WARES, ETC.

Scotch Grey, 40, 12½% discount.

Colonial, Imperial, Pearl, 20, 7½% discount.

Premier, Canada, Diamond, 2½% discount.

Whiteware, 40, 10% discount.

Japanned Ware, list, plus 30%.

Japanned Ware, white, list, plus 40%.

Japanned Sprinklers, list, plus 30%.

Stamped Ware, plain, 40, 10% discount.

Stamped Ware, ret'd, 40% discount.

Pieced Tinware, ordinary, list, plus 40%.

Pieced Tinware, copper bottoms, list, plus 60%.

Sheet Iron Ware, list, plus 20%.

Light Galv'd Pails and Tubs, list, plus 27½%.

Heavy Galv'd Pails and Tubs, 17½% discount.

Jap. Coal Hods, list, plus 35%.

Galv'd Coal Hods, list, plus 50%.

WASHERS

Iron, small lots, 15% on list + 75c; full boxes, iron, 10% on list + 75c.

WHITE LEAD

Decorators' pure, ton lots, $16.65; less than ton lots, $17.00.

WIRE, BARB

Lyman, 4-point, $4.95 f.o.b. Fort William, $5.25 Winnipeg; Glidden Cattle, 2-pt., $4.80 Fort William, $5.10 Winnipeg; Baker 2-pt., $4.75 Ft. William, $5.05 Winnipeg; plain twist, cwt., Ft. William, $4.95; Winnipeg, $5.25 spool; plain galvanized, Ft. William, No. 9, $5.65; No. 12, $5.85; Winnipeg, No. 9, $6.05; No. 12, $6.25; coil spring, Ft. William, No. 9, $5.70; No. 12, $5.95; Winnipeg, No. 9, $6.10; No. 12, $6.35.

Patented screen in 100-ft. rolls, $3.50 per hundred sq. ft.; in 50-ft. rolls, $3.60 per 100 sq. ft.

WIRE, PLAIN

Bale ties, 14 gauge, single loop, $7.65 Winnipeg; $7.25 Ft. William.

Brass snare wire, per lb., 80c.

WIRE ANNEALED

No. 9, $6.75; 10, $6.80; 12, $6.95; 14, $7.15; 15, $7.25; 16, $7.40 per 100 lbs.

WRENCHES (NUT)—

Agricultural—	Doz.
6 in.	$ 6 50
8 in.	7 80
10 in.	9 10
12 in.	11 70
15 in.	15 60
Perfect Handle—	
6 in.	13 50
8 in.	16 20
10 in.	18 90
12 in.	24 30
15 in.	32 40
18 in.	43 20

WRENCHES (PIPE)—

Stillson—	Each
6 in.	$1 00
8 in.	1 13
10 in.	1 25
14 in.	1 75
18 in.	2 50
24 in.	3 60
36 in.	6 75
Trimo—	
10 in.	$1 45
14 in.	2 00
18 in.	2 90
24 in.	4 15

Dozen		
Always Ready—	Black	N.P.
No. 1	$4 20	$4 50
No. 2	5 75	6 00

WRINGERS

Royal Canadian, $51.90 per doz.; Eze, $56.10 per doz.; Bicycle, $62 per doz.; Ajax, $125.00 doz.

STEEL IRON METALS

WINNIPEG WAREHOUSE STOCK

REINFORCING BARS IN ALL SIZES, IN LENGTHS UP TO 60'
BOLTS, MACHINE, CARRIAGE, DRIFT, SHIPBUILDING, ELEVATOR
BAR IRON, FLAT, ROUND AND SQUARE, SMALLEST TO THE LARGEST

BOILER TUBES	NUTS	RIVETS	SHAFTING
ANGLES	CHANNELS	RAILS	TEES
FORGING BILLETS	CAP SCREWS	WASHERS	SET SCREWS

GAUGE SHEETS, BLACK AND GALVANIZED, IN ALL GAUGES

GET OUR MONTHLY STOCK LIST

A COMPLETE LINE FOR

THE MANUFACTURER — THE WHOLESALER — THE RETAILER — THE CONSUMER

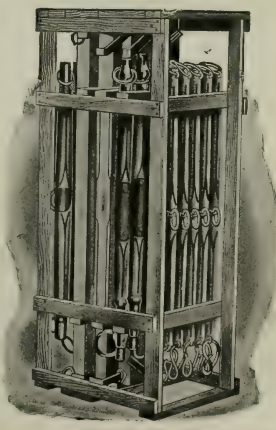
IF IT'S STEEL OR IRON WE HAVE IT

The MANITOBA STEEL & IRON COMPANY.

WINNIPEG, MANITOBA LIMITED

Protected by the Westwo Guarantee

Selling Westwo Painted Waggon, Implement and Plow Sets is satisfactory and profitable. They are made from selected No. 1 quality Oak and Hickory, are carefully painted (2 coats), striped and varnished, and are absolutely guaranteed against defects in material and workmanship. The best way to order Westwo Painted Sets is in crates of six sets. Then you're sure of getting them in perfect condition. —no bruised woods—no marred finish.



Guarantee

All Westwo Sets are guaranteed, and any defective part will be replaced free.

Send to-day for the Westwo folder that describes the various Westwo lines.

D. ACKLAND & SON, Limited

WINNIPEG
CALGARY

THE BUYERS' GUIDE

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North American Hardware Co., Ltd., Montreal, Que.
Northern Electric Co., Ltd., Montreal.
Will B. Lane, Chicago, Ill.
Reeder Weeks Mfg. Co., Hamilton, Ont.
Rock Island Mfg. Co., Chicago, Ill.
C. A. Shaler Co., Waupun, Wis.
Thermoid Rubber Co., Trenton, N.J.
Samuel Trees & Co., Toronto.
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Wilkinson & Kompass, Hamilton.
Kinninger, Bruce & Co., Niagara Falls, Ont.
Uneeda Ford Demountable Wheel Co., Toronto.
Vernald Mfg. Co., North East, Pa.

Automobiles
Canadian Pneumatic Tool Co., Ltd., Montreal, Q.

Axes
Thos. Birkett & Son Co., Ltd., Ottawa.
Canada Foundries & Forgings, Brockville.
Can. Warren Axe and Tool Co., St. Catharines.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.

Babbitt Metal
Thos. Birkett & Son Co., Ltd., Ottawa.
Can. K. Morton Co., Montreal.
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal.
Hoyt Metal Co., Toronto.
Owl Metal Co., Ltd., Winnipeg.
Lewis Bros., Ltd., Montreal.
Tallman Brass & Metal Co., Hamilton.

Barrel Liners
J. N. Warminton & Co., Montreal, Que.

Basins, China and Enamelled Iron
Empire Mfg. Co., London, Ont.

Batteries, Dry
Canadian National Carbon Co., Toronto.
Canada Dry Cells, Ltd., Winnipeg.
Great West Electric Co., Ltd., Winnipeg, Man.
Canadian General Electric Co., Toronto.
Dominion Battery Co., Ltd., Toronto, Ont.
North American Hardware Co., Ltd., Montreal, Que.
Northern Electric Mfg. Co., Montreal.

Baths, Enamelled and Copper
Canada Metal Co., Toronto.
Empire Mfg. Co., London, Ont.

Bath Room Fixtures
Empire Mfg. Co., London, Ont.
Kinzinger, Bruce & Co., Ltd., Niagara Falls, Ont.
Newell Mfg. Co., Prescott, Ont.

Bends, Brass, Iron and Lead
Empire Mfg. Co., London, Ont.
Jas. Morrison Brass Mfg. Co., Toronto.

Bibbs, Basin and Bath Cocks, Compression
Empire Mfg. Co., London, Ont.
Jas. Morrison Brass Mfg. To., Toronto.
United Brassfounders, Ltd., Manchester, Eng.

Bibbs, Basin and Bath Cocks, Fuller
Empire Mfg. Co., London, Ont.
Jas. Morrison Brass Mfg. To., Toronto.
United Brassfounders, Ltd., Manchester, Eng.

Brass Goods
Stratford Brass Co., Ltd., Stratford, Ont.

Brass Castings and Goods
Booth-Coulter Co., Toronto.
Canada Metal Co., Toronto.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Empire Mfg. Co., London, Ont.
Jas. Morrison Mfg. Co., Toronto.
Tallman Brass & Metal Co., Hamilton.
The Toronto Lock Mfg. Co., Toronto, Ont.
United Brass Founders, Ltd., Manchester, Eng.
Williams Bros. & Piggott, Ltd., Birmingham, Eng.

Brass, Sheets and Rods
Booth-Coulter Co., Toronto.
Canada Metal Co., Toronto.
Empire Mfg. Co., London, Ont.
A. C. Leslie & Co., Montreal.
Tallman Brass & Metal Co., Hamilton.

Bevels
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Belting, Rubber
Can. Consolidated Rubber Co., Montreal, Que.
Dunlop Tire & Rubber Co., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Belting, Cotton
Dominion Belting Co., Hamilton, Can.

Blacksmiths' Supplies
D. Ackland & Son, Winnipeg.

Blankets, Saddle
Burlington Windsor Blanket Co., Ltd., Toronto.
Galt Robe Co., Galt, Ont.

Bolts and Nuts
Baines & Peckover, Toronto.
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
C. Kloepper, Limited, Toronto, Ont.
Lewis Bros., Ltd., Montreal.
London Bolt & Hinge Works, London, Ont.
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton.
The Toronto Lock Mfg. Co., Toronto, Ont.
Northern Bolt & Screw Co., Owen Sound.
Wilkinson & Kompass, Hamilton.

Boiler Tubes
Baines & Peckover, Toronto.

Boilers, Heating and Range
Empire Mfg. Co., London, Ont.

Bolts, Panic
Wm. Newman & Sons, Birmingham, Eng.

Boxes, Wood
Canadian Wood Products Co., Toronto, Can.

Boot Calks and Tools
Steel Co. of Canada, Ltd., Hamilton.

Boring Bars
Pratt & Whitney Co., Ltd., Dundas.

Box Opening Tools
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Bale Ties
Beauchamp, J. E., Montreal.
Laidlaw Bale Tie Co., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

Bale Tie Buckles
J. N. Warminton & Co., Montreal, Que.

Barbed Wire
Banwell, Hoxie Wire Fence Co., Ltd., Hamilton.

Baskets
Walter Woods & Co., Hamilton.

Barn Door Hangers
Canada Steel Goods Co., Hamilton.
National Mfg. Co., Sterling, Ill.
Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Guelph, Ont.
The Toronto Lock Mfg. Co., Toronto, Ont.

Barrel Stands
Wakyte Mfg. Co., Winnipeg.

Balers, Steel
Climax Baler Co., Hamilton.
Spielmann Agencies, Montreal.

Bit, Braces
Caverhill, Learmont & Co., Montreal.
Russell, Jennings Mfg. Co., Chester, Conn.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Brackets, Shelf
Canada Steel Goods Co., Hamilton.
The Stanley Works, New Britain.
The Toronto Lock Mfg. Co., Toronto, Ont.

Box Strapping
J. E. Beauchamp & Co., Montreal.
The Stanley Works, New Britain, Conn.
J. N. Warminton & Co., Montreal, Que.

Blasting Supplies
Dupont Powder Co., Wilmington, Del.

Building Papers
McArthur & Co., Alex., Montreal, Que.

Butter Molds
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Walter Woods & Co., Hamilton, Can.

Butter Workers
Beatty Bros., Ltd., Fergus, Ont.

Butts and Hinges
Canada Foundries & Forgings, Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Caverhill, Learmont & Co., Montreal.
Chicago Spring Butt Co., Chicago, Ill.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.
The Toronto Lock Mfg. Co., Toronto, Ont.

Burrs
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton.
Turnbull Co. & Bullock, Cananoque.

Bread and Cake Makers
Thos. Davidson Mfg. Co., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.

Breast Drills
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.

Brushes and Brooms
Boeckh Bros. Co., Ltd., Toronto.
Meakins & Sons, Ltd., Hamilton.
Megantic Broom Co., Lake Megantic, Que.
T. S. Simms & Co., Ltd., St. John.
Walter Woods & Co., Hamilton.

Bits, Auger
Caverhill, Learmont & Co., Montreal.
Russell, Jennings Mfg. Co., Chester, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.
Wilkinson & Kompass, Hamilton.
Scythes, Ltd., Toronto.

Bits, Forstner
Progressive Mfg. Co., Torrington, Conn.

Bicycles
A. E. Bregent & Co., Montreal, Que.
Canada Cycle & Motor Co., Toronto.
Hyslop Bros., Ltd., Toronto.
Iver Johnson Arms & Cycle Works, Ltd., Fitchburg, Mass.
Canada Cycle & Motor Co., Ltd., Weston, Ont.

Builders' Hardware
J. Brais & Co., Cleveland, Ohio.
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Canada Steel Goods Co., Hamilton.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
National Hardware Co., Orillia, Ont.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.
Stratford Brass Co., Ltd., Stratford, Ont.
Toronto Lock Mfg. Co., Toronto.

Cabinet Hardware
Stratford Brass Co., Ltd., Stratford, Ont.

Calipers and Dividers
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Cans
A. R. Whitall Can Co., Montreal, Que.

Cans, Gasoline, Oil
Cannon Oiler Co., Keithsburg, Ill.

Canoes
Canadian Canoe Co., Peterboro, Ont.

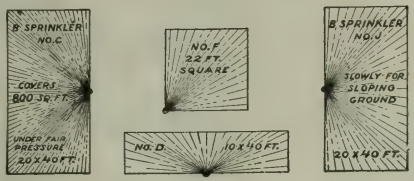
Carriage Hardware
Stratford Brass Co., Ltd., Stratford, Ont.

Cartridges
Dominion Cartridge Co., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.

Cash Carriers
Gipe-Hazard Store Service Co., Toronto.

Casters
Faultless Caster Co., Evansville, Ind.
Canada Foundries & Forgings, Ltd., Brockville, Ont.
The Toronto Lock Mfg. Co., Toronto, Ont.

SPRINKLERS



Order the style that best fits your lawn. Stock Style D, F & J.

B. Sprinklers are made in four styles so that different shaped lawns may be irrigated. They do not throw water on side to which hose is attached; therefore, may be picked up and moved without turning off the water.

The only Sprinkler that will irrigate the lawn right to the edge of the sidewalk without wetting the walk.

Thos. Birkett & Son Co.
LIMITED
OTTAWA, ONTARIO

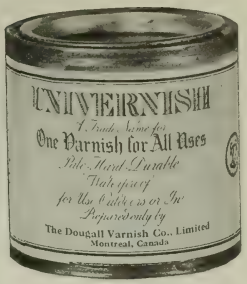
"PEP" AND PULLING POWER

The interior of your store is the first impression the public gets of you, Mr. Merchant—your business methods—your stock of merchandise. If your goods are piled haphazard on "pine shelving," with no attempt at display, the buying public goes elsewhere to purchase. You must keep the vitality of your business high by putting "Pep" and Pulling Power into your store interior. It's mighty poor policy in this "day and age" to "stand pat" with old-fashioned shelving.

DULUTH SECTIONAL HARDWARE STORE FIXTURES have an irresistible "pulling power"—they attract the right kind of trade—trade that is worth while. Our expert Hardware Store Architects—without charge—will show you how to put "Pep" into your store.

Ask for our handsome catalog No. 10C—and also our Special Store Planning Blank.

DULUTH SHOW CASE COMPANY
DULUTH, MINNESOTA, U.S.A.



UNIVERNISH

"the varnish that lasts longest"

This varnish beats them all. You can pour boiling water on it, spill hot tea, coffee, ammonia or alcohol. Nothing harms it. Nothing turns it white.

It is uniform in quality and color.

Buy a can now and in six months it is the same. You will get the same satisfying results with it.

This is the VARNISH a dealer should always have in stock.

Order a case to-day.

We will gladly send you our proposition on request.

The Dougall Varnish Co.
Limited
"the varnish that lasts longest"
MONTREAL - CANADA

If interested, tear out this page and keep with letters to be answered.

THE BUYERS' GUIDE

Carpet Sweepers
Bissell Carpet Sweeper Co., Niagara Falls, Ont.
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Walter Woods & Co., Hamilton.

Chains, Coil, Boom, Hammock, Tether, Dog, Halter, Cow, Breast, Trace, Tire
McKinnon Chain Co., St. Catharines, Ont.
Reeder-Weekes Mfg. Co., Ltd., Hamilton, Ont.

Cable Carriers
Gipe-Hazard Store Service Co., Toronto

Cement, Roofing
Geo. W. Reed & Co., Ltd., Montreal, Que.

Chisels, Cape, Cold, etc.
Brown-Boggs Co., Ltd., Hamilton.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
Buck Bros., Millbury, Mass.
Stanley Rule & Level Co., New Britain, Conn.
National Machinery & Supply Co., Hamilton.
The Toronto Lock Mfg. Co., Toronto, Ont.

Checking Floor Hinges
Chicago Spring Butt Co., Chicago, Ill.
Toronto Lock Mfg. Co., Toronto.

Chemical Closets
Wakyte Mfg. Co., Winnipeg, Man.

Chemical Specialties
Vol-Peek Mfg. Co., Montreal.

Chucks, Tap
Wells Bros. of Canada, Galt.

Churns, Hand and Power
Beatty Bros., Ltd., Fergus.
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Dowswell, Lees Co., Hamilton.
Faultless Caster Co., Evansville, Ind.
Landers, Frary & Clark, New Britain, Conn.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
Reliable Churn Co., Toronto, Can.
Walter Woods & Co., Hamilton.

Clocks
Western Clock Co., La Salle, Ill.

Clothes Racks
Walter Woods & Co., Hamilton.

Clamps
Can. Foundries & Forgings, Ltd., Brockville, Ont

Clippers
American Shearer Mfg. Co., Nashua, N.H.
Chicago Flexible Shaft Co., Chicago, Ill.

Closet Seats
Can. Foundries & Forgings, Ltd., Brockville, Ont

Clothes Dryers
Dowswell, Lees Co., Ltd., Hamilton, Can.

Clothespins
Canadian Woodenware Co., St. Thomas, Ont.

Coffee Percolators and Urns
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Landers, Frary & Clark, New Britain, Conn.

Corrugated Fasteners
J. E. Beauchamp, Montreal.
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

Collar Pads
American Pad & Textile Co., Chatham.

Cotton Gloves
American Pad & Textile Co., Chatham.

Coal Chutes
Toronto Lock Mfg. Co., Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Coal Hods
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

Cobblers' Sets
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Cookers, Steam
Louis McLain Co., Ltd., Winnipeg, Man.

Cookers, Fireless
Royal Fireless Cooker Co., Ottawa, Ont.

Concrete, Reinforcing Steel
Baines & Peokover, Toronto.

Conductor Pipe, Hooks, etc.
Metallic Roofing Co., Toronto and Winnipeg.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Winnipeg Ceiling & Roofing Co., Winnipeg.
Wheeler & Bain, Toronto.
Empire Mfg. Co., London, Ont.

Coping Saws
Thos. Birkett & Son Co., Ltd., Ottawa.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Cordage
Brantford Cordage Co., Brantford, Ont.
Consumers Cordage Co., Montreal.
Plymouth Cordage Co., Toronto.

Cooking Ware
Corning Glass Works, Corning, N.Y.

Crowbars
B. J. Coghlin & Co., Montreal.

Cultivators
J. E. Gilson Mfg. Co., Port Washington, Ill.
C. S. Noreross & Sons, Bushnell, Ill.

Cutlery
Bridgeport Hdwe. Mfg. Co., Bridgeport, Conn.
Geo. Butler & Co., Ltd., Sheffield, Eng.
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
James Hutton & Co., Montreal.
Canadian Wm. A. Rogers, Ltd., Toronto.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
Lewis Bros. Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Wm. Rogers Mfg. Co., Niagara Falls, Ont.
J. Wiss & Sons.

Cutters
Butterfield & Co., Inc., Rock Island, Que.
Trimont Mfg. Co., Roxbury (Boston, Mass.).

Cuspidors
Thos. Davidson Mfg. Co., Ltd., Montreal.

Dairy Pails
Thos. Davidson Mfg. Co., Ltd., Montreal.

Dampers, Stove Pipe
Canada Foundries & Forgings, Brockville.

Dampers, Fire Place
Toronto Lock Mfg. Co., Toronto.

Desks, School
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Dies, Stocks, Etc.
Butterfield & Co., Rock Island, Que.
Canadian Fairbanks-Morse Co., Montreal.
Pratt & Whitney Co., Ltd., Dundas, Ont.
Wells Bros. Co. of Canada, Galt.

Dish Washers
Home Helps Sales Co., Montreal.

Display Racks and Stands
Cameron & Cameron, Toronto.
National Mfg. Co., Sterling, Ill.

Doors, Metal
Metallic Roofing Co., Toronto and Winnipeg.

Doors, Screen
Kasement Skrene Dore Co., Toronto.

Door Bolts
Canada Steel Goods Co., Hamilton, Can.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.
Toronto Lock Mfg. Co., Toronto.

Door Checks
Canadian Yale & Towne, St. Catharines.
G. W. Mallory Co., Blenheim, Ont.
Wm. Newman & Sons, Birmingham, Eng.
Toronto Lock Mfg. Co., Toronto.

Door Hangers
Canada Steel Goods Co., Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.
National Mfg. Co., Sterling, Ill.
Toronto Lock Mfg. Co., Toronto.

Door Springs
Jas. Cartland & Son, Ltd., Birmingham, Eng.
G. W. Mallory, Blenheim, Ont.
Wm. Newman & Sons, Birmingham, Eng.
The Toronto Lock Mfg. Co., Toronto, Ont.

Door Pulls
Stratford Brass Co., Ltd., Stratford, Ont.

Draining Tools
Canadian Shovel & Tool Co., Hamilton, Can.

Drills, Breast
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.

Drill Chucks
Goodell-Pratt Co., Greenfield, Mass.

Drills, Blacksmiths'
Canada Foundries & Forgings, Brockville.

Drills
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Butterfield & Co., Inc., Rock Island, Que.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.
Wilkinson & Kompass, Hamilton, Ont.

Dry Colors
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
Ottawa Paint Works, Ottawa.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.
Martin-Senour Co., Ltd., Montreal.
McArthur Irwin, Montreal.

Dusters
Channell Chemical Co., Toronto.

Dynamite
Can. Fort American Industries, Wilmington, Del.

Dry Cells
Canada Dry Cells, Ltd., Winnipeg.
Canadian National Carbon Co., Toronto.
Canadian W. Johns-Manville Co., Toronto.
Canadian General Electric Co., Ltd., Toronto.
Dominion Battery Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Spielmann Agencies, Ltd., Montreal, Que.

Eavetrough
Metallic Roofing Co., Toronto and Winnipeg.
Pedlar People, Limited, Oshawa.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Toronto Lock Mfg. Co., Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Egg Beaters
Louis McLain Co., Ltd., Winnipeg, Man.
Collette Mfg. Co., Collingwood.

Egg Cases
Miller Bros. Co., Ltd., Montreal, Que.
Walter Woods & Co., Hamilton.

Egg Case Fillers
Miller Bros. Co., Ltd., Montreal, Que.

Ejectors and Syphons
Jas. Morrison Brass Mfg. Co., Toronto.

Elbows
Thos. Davidson Mfg. Co., Ltd., Montreal.
Pedlar People, Ltd., Oshawa, Ont.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Electric Bells
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Electric Fans
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.
A. C. Gilbert Co., New Haven, Conn.

Electric Fixtures
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.
Tallman Brass & Metal Co., Hamilton.

Electric Grates
Great West Electric Co., Ltd., Winnipeg, Man.
Toronto Lock Mfg. Co., Toronto.

Electric Materials
A. G. Martin, Ottawa, Ont.

Electric Plates
Louis McLain Co., Ltd., Winnipeg, Man.

Electric Specialties
Benjamin Electric Co., Toronto.
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
Dominion Battery Co., Ltd., Toronto, Ont.
Faciory Products Co., Toronto.
A. C. Gilbert Co., New Haven, Conn.
Great West Electric Co., Ltd., Winnipeg, Man.
Interstate Electric Novelty Co., Toronto.
Landers, Frary & Clark, New Britain, Conn.
National Electric Heating Co., Toronto.
North American Hardware Co., Ltd., Montreal, Que.
Northern Electric Co., Ltd., Montreal.
Spielmann Agencies, Ltd., Montreal, Que.
Superior Electrics, Ltd., Pembroke, Ont.

Electrical Toys
A. C. Gilbert Co., New Haven, Conn.

Electro-plating
Toronto Lock Mfg. Co., Toronto.

Enamels
Boston Varnish Co., Everett Station, Boston, Mass.

Enamelled Ware
McClary Mfg. Co., London, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
E. T. Wright Co., Hamilton, Can.

Engines
Cushman Motor Works, Ltd., Winnipeg, Man.

Emery Glass and Papers
John Oakey & Sons, London, Eng.

Eveners
Gregg Mfg. Co., Ltd., Winnipeg, Man.
D. Auckland & Son, Ltd., Winnipeg, Man.

Expansion Tanks
Pease Foundry Co., Ltd., Toronto.

Explosives
Du Pont Powder Co., Wilmington, Del.

Escutcheon Pins
Parmenter & Bulloch Co., Ltd., Gananoque, Ont

Extinguishers, Fire
Booth-Coulter Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man
Northern Electric Co., Montreal.

Fanlight Openers
Jas. Cartland & Son, Ltd., Birmingham, Eng.

Fanning Mills
Cushman Motor Works, Ltd., Winnipeg, Man.

Fasteners, Storm, Sash and Screen
National Mfg. Co., Sterling, Ill.
Stratford Brass Co., Ltd., Stratford, Ont.
The Stanley Works, New Britain, Conn.

Farm Lighting Outfits
Canadian General Electric Co., Ltd., Toronto.
Northern Electric Co., Montreal.

Faucets, Petroleum
Can. Foundries & Forgings, Ltd., Brockville, Ont

Feed Boxes
Canada Foundries & Forgings, Brockville.
Toronto Lock Mfg. Co., Toronto.

Feed Cookers
Wheeler & Bain, Toronto.
James Bros. Co., Perth.

Felts (Tarred and Carpet)
McArthur & Co., Alex., Montreal, Que.

Fencing and Gates
Banwell-Hoxie Wire Fence Co., Hamilton.
McGregor-Banwell Fence Co., Ltd., Walkerville
Standard Tube & Fence Co., Woodstock.
Steel Co. of Canada, Ltd., Hamilton.

Ferrules, Brass, Iron and Lead
Empire Mfg. Co., London, Ont.

Fibre Ware
E. B. Eddy Co., Hull, Que.

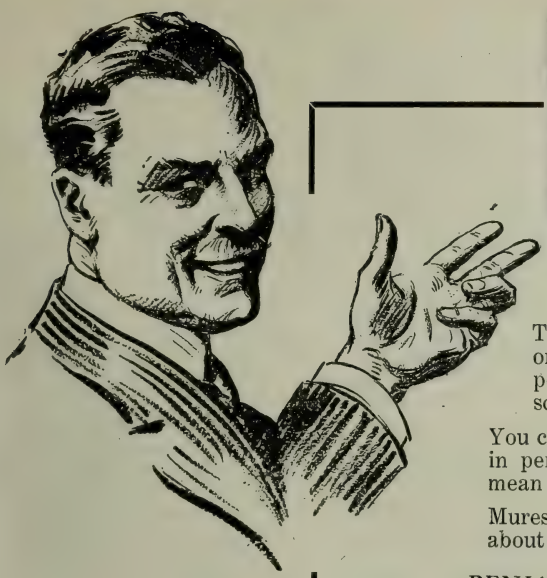
Files
E. C. Atkins Co., Hamilton, Can.
G. & H. Barnett Co., Philadelphia.
Can. B. K. Morton Co., Montreal, Toronto.
Delta File Works, Philadelphia.
Henry Disston & Sons, Ltd., Philadelphia, Pa.
Nicholson File Co., Port Hope, Ont.
Plewes, Ltd., Winnipeg.
Port Hope File Mfg. Co., Port Hope, Ont.
Simonds Canada Saw Co., Montreal.
Wilkinson & Kompass, Hamilton.

Fillers
Boston Varnish Co., Everett Station, Boston, Mass.

Fire Arms
Colts Patent Fire Arms Mfg. Co., Hartford, Conn.
Johnson Iver Arms & Cycle Works, Fitchburg, Mass.

Fire Door Fittings
Taylor-Forbes Co., Guelph, Ont.
Toronto Lock Mfg. Co., Toronto.

Fire Department Supplies
Booth-Coulter Co., Toronto.
Canadian Consolidated Rubber Co., Montreal.
Dunlop Tire & Rubber Co., Toronto, Can.
Gutta Percha & Rubber, Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
Northern Electric Co., Montreal.



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You can put Muresco on your paint counter in perfect confidence that every sale will mean a satisfied customer.

Muresco will make you big profits. Ask about our agency proposition.

BENJAMIN MOORE & CO., LIMITED
West Toronto

Twelve Cents Per Word!

Several weeks ago a firm in Vancouver, B.C., telegraphed a want ad to Hardware and Metal. They wanted a clerk in a hurry and wished to catch the earliest issue.

The cost of a telegram from Vancouver to Toronto is ten cents per word, added to this was our charge of two cents per word.

This firm had faith enough in Hardware and Metal's Want Ad column to pay *twelve cents per word,* for an announcement in this column. This little story speaks for itself. Mail or wire your want ads, we will accept them until Thursday noon for the current issue.

Hardware and Metal Want Ad Dept.

AUTO FUNNELS AND FILLERS

This is a line, Mr. Dealer, you should not neglect. Practically every farmer to-day buys gasoline. This six-quart Automobile Funnel has a one hundred mesh gauze in the tube and also an attachment for a chamois cloth which is very convenient. The filler also has a one hundred mesh gauze in the funnel and is so shaped that it is easy to pour gasoline into a tank in any position. They are made from the best grade of Aluminum Coated Galvanized Iron.

Merchants Hardware Specialties, Ltd.
CALGARY

MEHASCO
ANOTHER MEHASCO MESSAGE 6

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THE BUYERS' GUIDE

Furnaces
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Merchants Hardware Specialties, Ltd., Calgary, Alta.

Flashlights, Electric
Canadian General Electric Co., Ltd., Toronto
Canadian National Carbon Co., Toronto.
Canada Dry Cells, Ltd., Winnipeg.
Dominion Battery Co., Ltd., Toronto, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
Metal Specialties Mfg. Co., Chicago.
Northern Electric Co., Montreal.
Spielmann Agencies, Montreal.

Flatware
Canadian Wm. A. Rogers, Toronto.
Oneida Community, Ltd., Oneida, N.Y.

Food Choppers
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Merchants Hardware Specialties, Ltd., Calgary, Alta.

Force Cups
Canadian Consolidated Rubber Co., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Funnels
Thos. Davidson Mfg. Co., Ltd., Montreal.

Fixtures, Store
Millbradt Mfg. Co., St. Louis, Mo.

Furnaces
Canada Foundries & Forgings, Brockville.
Enterprise Mfg. Co., Sackville, N.B.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.
Hall Zryd Foundry Co., Ltd., Hespeler, Ont.
Merchants Hardware Specialties, Ltd., Calgary, Alta.

Fruit Jars
Dominion Glass Co., Ltd., Montreal.
Walter Woods & Co., Hamilton.

Furniture Polish
Canada Paint Co., Montreal.
Sherwin-Williams Co., Montreal.
Channell Chemical Co., Toronto.

Fuse Wire
Canada Metal Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Floor Stands
Jenkins Bros., Ltd., Montreal.

Floor Checks, Single or Double
Chicago Spring Butt Co., Chicago, Ill.
Toronto Lock Mfg. Co., Toronto.

Flint Cloths
John Oakey & Sons, London, Eng.

Galvanized Steel Sheets
Dominion Sheet Metal Co., Ltd., Hamilton.
A. C. Leslie & Co, Montreal
Pedlar People Ltd., Oshawa, Ont.
Wheeler & Bain, Toronto
Winnipeg Ceiling & Roofing Co , Winnipeg.

Garden Cultivators and Weeders
J. E. Gilson Co., Port Washington, Wis.
C. S. Norcross & Sons, Bushnell, Ill.
Erie Iron Works, St. Thomas, Ont.
Eureka Planter Co., Woodstock.

Garage Hardware
Allith Mfg. Co., Hamilton, Can.
Canada Steel Goods Co., Hamilton, Can.
National Mfg. Co., Sterling, Ill.
Richards Wilcox Canadian Co., London, Ont.
The Stanley Works, New Britain, Conn.

Garbage Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.
J. Samuels, Toronto.
Soren Bros., Toronto.

Galvanized Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.

Galvanizing
Thos. Davidson Mfg. Co., Ltd., Montreal.
Toronto Lock Mfg. Co., Toronto.

Galvanized Iron Cornices
Metallic Roofing Co., Toronto and Winnipeg.
Pedlar People Ltd., Oshawa, Ont.

Galvanized Pipe
Canada Metal Co., Ltd. Toronto.

Generators
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Glass Jars
Dominion Glass Co., Ltd., Montreal.

Gas Water Heaters
Empire Mfg. Co., London and Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.

Gasoline
Imperial Oil Co., Toronto.
Prairie City Oil Co., Winnipeg.

Gauges
L. S. Starrett Co., Athol, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Wells Bros. Co. of Canada, Galt.
Canadian Fairbanks-Morse Co., Ltd., Montreal.

Glassware
Leeks & Potts, Hamilton, Ont.

Glass, Window, Plate, Ornamental
Leeks & Potts, Hamilton, Can.
Toronto Plate Glass Importing Co., Toronto.
G. F. Stephens Co., Winnipeg.

Glue Pots, Electric
Superior Electrics, Ltd., Pembroke, Ont.

Glue, Sheet and Ground
Canada Glue Co., Brantford, Ont.
R. C. Jamieson & Co., Montreal.
A. Ramsay & Son Co., Montreal.

Glass Cutters
Goodell-Pratt Co., Greenfield, Mass.

Glass Benders
Toronto Plate Glass Importing Co., Toronto.

Glaziers' Diamonds
Cushman Motor Works, Ltd., Winnipeg, Man.
A. Ramsay, Son & Co., Montreal, Que.
Sharrett & Newth, London, Eng.
A. Shaw & Son, London, Eng.

Gloves
Hamilton-Carhartt Co., Toronto.

Granaries, Portable, Metallic
Pedlar People Ltd., Oshawa, Ont.
Metallic Roofing Co., Toronto and Winnipeg.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Greases
Prairie City Oil Co., Ltd., Winnipeg, Man.

Grinders, Hand and Power
American Grinder Mfg. Co., Milwaukee, Wis.
The Carborundum Co., Niagara Falls, N.Y.
Merchants Hardware Specialties, Ltd., Calgary, Alta.

Grindstones
The Carborundum Co., Niagara Falls, N.Y.
Cleveland Stone Co., Cleveland, Ohio.

Grindstone Fixtures
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Grinding Wheels
American Grinder Mfg. Co., Milwaukee, Wis.
The Carborundum Co., Niagara Falls, N.Y.

Guns
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.
Harrington & Richardson Arms Co., Worcester, Mass.
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.

Gunsights
Marble Arms & Mfg. Co., Gladstone, Mich.

Hack Saws
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.
National Machinery & Supply Co., Hamilton.
Victor Saw Works, Ltd., Hamilton, Ont.

Hack Saw Blades
Diamond Saw & Stamping Wks., Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Henry Disston & Sons, Ltd., Toronto.
Victor Saw Works, Ltd., Hamilton, Ont.

Hack Saw Frames
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Henry Disston & Sons, Ltd., Toronto.
Goodell-Pratt Co., Greenfield, Mass.
National Machinery & Supply Co., Hamilton.
L. S. Starrett Co., Athol, Mass.

Hack Saw Machines
Diamond Saw & Stamping Wks., Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Victor Saw Works, Hamilton.

Halters
G. L. Griffith Son, Stratford, Ont.
Johnson Halter Co., Sarnia, Ont.
R. R. Kinread, Winnipeg, Man.

Hammers
Canada Foundries & Forgings, Brockville.
Stanley Rule & Level Co., New Britain, Conn.

Hammocks
Galt Robe Co., Galt, Ont.

Hand Drills
Goodell-Pratt Co., Greenfield, Mass.

Handles
J. H. Steel Mfg. Co., St. Thomas, Ont.

Hand Pulls
North Bros. Mfg. Co., Philadelphia, Pa.
The Toronto Lock Mfg. Co., Toronto, Ont.

Hangers, Door
Allith Mfg. Co., Hamilton, Can.
Beatty Bros., Ltd., Fergus.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton, Can.
Cushman Motor Work, Ltd., Winnipeg, Man.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
National Machinery & Supply Co., Hamilton.
National Mfg. Co., Sterling Ill.
F. E. Myers & Bro., Ashland, Ohio.
The Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Guelph, Ont.
Toronto Lock Mfg. Co., Toronto.

Hangers, Door and Track
Allith Mfg. Co., Hamilton, Can.
Beatty Bros., Fergus, Ont.
Canada Steel Goods Co., Hamilton.
Cushman Motor Work, Ltd., Winnipeg, Man.
National Mfg. Co., Sterling Ill.
The Toronto Lock Mfg. Co., Toronto, Ont.

Hooks, Hat and Coat
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Hangers, Storm, Sash and Screen
National Mfg. Co., Sterling Ill.
The Stanley Works, New Britain, Conn.

Hand Taps
Wells Bros. Co. of Canada, Galt.

Handscrews
National Machinery & Supply Co., Hamilton.

Harness
Samuel Trees & Co., Toronto.

Hardware Specialties
Belleville Hardware Mfg. Co., Belleville, Ont.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Lyons & Marks, Toronto.
Louis McLain Co., Ltd., Winnipeg, Man.
Metal Specialties Mfg. Co., Chicago, Ill.
National Mfg. Co., Sterling Ill.
North American Hardware Co., Ltd., Montreal, Que.
Stratford Brass Co., Ltd., Stratford, Ont.
Taylor-Forbes Co., Guelph, Ont.
Toronto Lock Mfg. Co., Toronto.

Hardware Fixtures
Duluth Show Case Co., Duluth, Minn.

Hardware Shelving
Duluth Show Case Co., Duluth, Minn.

Hardware Store Fittings
Stratford Brass Co., Ltd., Stratford, Ont.

Hatchets
Canada Foundries & Forgings, Ltd., Brockville, Ont.
Marble Arms & Mfg. Co., Gladstone, Mich.

Hasps
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton.
National Mfg. Co., Sterling Ill.

Headlights, Auto
Canadian Lamp & Stamping Co., Ford, Ont.
North American Hardware Co., Ltd., Montreal, Que.

Heaters
Beauchamp, J. E., Montreal.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.

Heaters, Electric
Superior Electrics, Ltd., Pembroke, Ont.

Hinges, Strap and Tee
Canada Steel Goods Co., Hamilton, Can.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
National Mfg. Co., Sterling, Ill.

Hinges, Adjustable Ball
Toronto Lock Mfg. Co., Toronto.

Hockey Sticks
J. H. Still Mfg. Co., St. Thomas.
St. Mary's Wood Specialty Co., St. Mary's, Ont.

Hoes
Ward & Payne, Sheffield, Eng.

Hoists
Manitoba Bridge & Iron Works, Ltd., Winnipeg.

Hones
American Hone Co., Winnipeg, Man.

Horse Singers
Collins Mfg. Co., Toronto.

Hones, Razor
The Carborundum Co., Niagara Falls, N.Y.

Horse Covers, Rubber
Canadian Consolidated Rubber Co., Montreal.

Horse Nails
C. Kloepper, Limited, Toronto, Ont.

Horse Shoes
D. Ackland & Son, Winnipeg.
C. Kloepper, Limited, Toronto, Ont.
Steel Co. of Canada, Ltd., Hamilton.
Wilkinson & Kompass, Hamilton.

Hose, Fittings and Supplies
Canadian Consolidated Rubber Co., Montreal.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Empire Mfg. Co., London, Ont.
Lewis Bros., Ltd., Montreal.
Jas. Morrison Brass Mfg. Co., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Hollow Ware
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Ice Scrapers
James Bros. Co., Perth, Ont.

Ice Cream Freezers
Wm. Crane & Sons Co., Ltd., Newmarket, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.

Implement Repairs
D. Ackland & Son, Ltd., Winnipeg.

Incubators
Collins Mfg. Co., Toronto.
Cushman Motor Works, Ltd., Winnipeg, Man.

Indicators, Speed
H. Disston & Son, Ltd., Toronto.
L. S. Starrett Co., Athol, Mass.

Injectors, Automatic
Jas. Morrison Brass Mfg. Co., Toronto.

Instruments of Precision
L. S. Starrett Co., Athol, Mass.

Iron Enamels
Boston Varnish Co., Everett Station, Boston, Mass.

Iron Boards
J. E. Beauchamp & Co., Montreal.

Iron, Corrugated
Baines & Peckover, Toronto.
Canada Metal Co., Toronto.
Metallic Roofing Co., Toronto and Winnipeg.

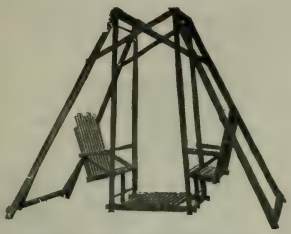
Iron Handles
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Iron and Steel Bars
Baines & Peckover, Toronto.
Thos. Birkett & Son Co., Ltd., Ottawa.
Can. Drawn Steel Co., Ltd., Montreal, Que.
Caverhill, Learmont & Co., Montreal.
Dominion Iron & Steel Co., Sydney, N.S.
A. C. Leslie & Co., Ltd., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
Lewis Bros., Ltd., Montreal.
London Rolling Mills, London, Ont.
Manitoba Bridge & Iron Works, Winnipeg, Man.
Nova Scotia Steel Co., New Glasgow, N.S.
Toronto Lock Mfg. Co., Toronto.

Iron and Steel, Structural
Baines & Peckover, Toronto.

Irons
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Irons, Gas and Gasoline
Merchants Hardware Specialties, Ltd., Calgary, Alta.
National Stamping & Electric Works, Chicago.
Royal Iron Mfg. Co., Big Prairie, Ohio.



Stratford Lawn Swing $8.00 each
Smaller Size Swing $6.75 each

The Stratford Line

Step Ladders,
Extension Ladders,
Gliding Settees,
Lawn Swings,
Verandah Furniture,
Folding Chairs and Tables,
Kitchen Cabinets,
Park Seats.

For Immediate Delivery

We can ship promptly any of the lines featured in this advertisement. We are now in a position to ship orders the same day as received. These are all seasonable goods and quick sellers.

No. 22 Chair $33.00 doz.

Our Catalog shows Complete Line.

No. 17 Seat $19.00 doz.

No. 0 Folding Garden Seat $16.00 doz.

The Stratford Mfg. Co., Limited

STRATFORD, CANADA

A Good Thing Free

HARDWARE AND METAL has secured another supply of pamphlets, containing the four Stockdale lectures, for free distribution to the trade.

Under the following captions one of America's foremost Retail Merchandising Experts gave in a clear, lucid style the why and wherefores of the success and failures in retail stores:

"Many Businesses Wrecked by Details"
"How to Make Figure Facts Earn Profits"
"How to Measure the Value of Turnover"
"How to Get the Information the Customer Wants"

We have had these printed for our readers and will gladly supply copies free upon request, so long as our supply lasts. Send for your copy now.

HARDWARE AND METAL

143-153 University Ave.

Toronto, Canada

If interested, tear out this page and keep with letters to be answered.

THE BUYERS' GUIDE

Jack Planes
National Machinery & Supply Co., Hamilton.
Jack Screws
Canada Foundries & Forgings, Brockville, Ont.
Japans
Boston Varnish Co., Everett Station, Boston, Mass.
Kettles
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Keyhole Saws
Bridgeport Hardware Co., Bridgeport, Conn.
Kitchen Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.
Kitchen Ware, Transparent
Corning Glass Works, Corning, N.Y.
Knife Sharpeners
J. E. Beauchamp & Co., Montreal.
Knives, Pocket and Table
Geo. Butler & Co., Ltd., Sheffield, Eng.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
James Hutton & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
Knives, Sportsmen's
Marble Arms & Mfg. Co., Gladstone, Mich.
Knives, Putty
Bridgeport Hardware Co., Bridgeport, Conn.
Ladders, Step, Extention, Store, etc.
Beatty Bros., Ltd., Fergus, Ont.
John Calander Mfg. Co., St. Paul, Minn.
Milbradt Mfg. Co., St. Louis, Mo.
Evan L. Reed Mfg. Co., Sterling, Ill.
Lath, Metallic
Baines & Peckover, Toronto.
Metallic Roofing Co., Toronto and Winnipeg.
Lamps, Nitrogen and Tungsten
Basters Jackson Co., Toronto.
The Canadian Laco-Philips Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Ghurton & Taylor, Toronto.
North American Hardware Co., Ltd., Montreal, Que.
Lamp Black
L. Martin Co., New York, N.Y.
A. Ramsay & Son Co., Montreal.
Wilkes-Martin-Wilckes Co., New York.
Lamp Chimneys
Walter Woods & Co., Hamilton.
Lamp Coloring and Frosting
Great West Electric Co., Ltd., Winnipeg, Man.
Spielmann Agencies, Ltd., Montreal.
Lamps, Bicycle and Automhobile
Dominion Battery Co., Ltd., Toronto, Ont.
North American Hardware Co., Ltd., Montreal, Que.
Lamps, Lanterns, Electric, Hand
Canadian General Electric Co., Toronto.
Canadian National Carbon Co., Toronto.
Dominion Battery Co., Toronto.
Interstate Electric Novelty Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Spielmann Agencies, Montreal.
Lamps, Tungsten
Canadian Laco-Philips Co., Toronto.
Canadian Tungsten Lamp Co., Hamilton, Ont.
North American Hardware Co., Ltd., Montreal, Que.
Lamps, Nitrogen
Canadian Laco-Philips Co., Toronto.
Canadian Tungsten Lamp Co., Ltd., Hamilton, Toronto, Montreal, Winnipeg.
North American Hardware Co., Ltd., Montreal, Q.
Lamps and Lanterns, Gasoline and Kerosene
National Stamping & Electric Works, Chicago, Ill.
North American Hardware Co., Ltd., Montreal, Que.
Powerlight Co., Winnipeg, Man.
Lanterns, Oil
Thos. Davidson Mfg. Co., Montreal.
Ontario Lantern & Lamp Co., Hamilton, Ont.
Schultz Mfg. Co., Hamilton, Can.
E. T. Wright Co., Hamilton, Ont.
Latches
Can. Foundries & Forgings, Ltd., Brockville, Ont.
National Mfg. Co., Sterling, Ill.
Laundry Tubs, Iron, Plate, Cement
Empire Mfg. Co., London, Ont.
Lawn Swings
J. E. Beauchamp & Co., Montreal.
Lawn Mowers
Canada Foundries & Forgings, Ltd., Brockville.
Clipper Lawn Mower Co., Dixon, Ill.
Milbradt Mfg. Co., Sterling, Ill.
Taylor-Forbes Co., Guelph, Ont.
S. P. Townsend & Co., Orange, N.J.
Lead, Black
John Oakey & Sons, London, Eng.
Leather Belting and Soles
Beardmore & Co., Toronto.
Lead, Sheets and Pipe
Canada Metal Co., Toronto.
Empire Mfg. Co., London, Ont.
Hoyt Metal Co., Toronto.
A. C. Leslie & Co., Montreal.
Lead Traps and Bends
Canada Metal Co., Toronto.
Empire Mfg. Co., London and Toronto.
Hoyt Metal Co., Toronto.
Lace Leather
Wm. Taylor, Parry Sound, Ont.
Lead Washers
Canada Metal Co., Ltd., Toronto.
Lens
McKee Glass Co., Buffalo, N.Y.
Stoppiare Co., Hamilton, Can.
Levels
H. Disston & Sons, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.
Level Glasses
Stanley Rule & Level Co., New Britain, Conn.
Lines, Wire, Clothes
Walter Woods & Co., Hamilton.
Western Wire & Nail Co., London.
Linoleum Finishes
Boston Varnish Co., Everett Station, Boston, Mass.
Linseed Oil
Brandram-Henderson, Montreal.
Dominion Linseed Oil Co., Baden and Toronto.
R. C. Jamieson & Co., Ltd., Montreal.
Prairie City Oil Co., Winnipeg, Man.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
Lumber Tools
Canadian Warren Axe & Tool Co., St. Catharines, Ont.
Thos. Pink & Co., Pembroke, Ont.
Mantles, Gas
Hamilton Gas Mantle Co., Hamilton, Can.
Marine Brass Work
Empire Mfg. Co., London, Ont.
Matches
E. B. Eddy Co., Hull, Que.
Mauls
Can. Foundries & Forgings, Ltd., Brockville, Ont
Meat Choppers
Landers, Frary & Clark, New Britain, Conn.
Metal Boxes and Drawers
Cameron & Campbell, Toronto.
Metals, Expanded
Baines & Peckover, Toronto, Ont.
Metals, Expanded, Ingot, Sheet, Tubes, etc.
Atlas Metals & Alloys Co., Montreal.
Baines & Peckover, Toronto.
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
Tallman Brass & Metal Co., Hamilton, Can.
A. C. Leslie & Co., Montreal.
Empire Mfg. Co., London, Ont.
Metallic, Ceilings, Walls, Roofing, Skylights.
Siding, Cornices, Ventilators, Valley Windows.
Doors, etc.
Metallic Roofing Co., Toronto.
Pedlar People, Oshawa, Ont.
Winnipeg Ceiling & Roofing Co., Winnipeg.
Mica
A. G. Martin, Ottawa, Ont.
Menders, Utensils
Collette Mfg. Co., Collingwood.
H. Nagle Co., Montreal.
Meters
Canadian General Electric Co., Toronto.
Menders, Graniteware, Pot and Pan
North American Hardware Co., Ltd., Montreal.
Vol-Peek Mfg. Co., Montreal.
Micrometers
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Milling Cutters
Pratt & Whitney Co., Ltd., Dundas.
Milk Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.
Mirrors
Leeks & Potts, Ltd., Hamilton, Ont.
Toronto Plate Glass Importing Co., Toronto.
Mitre Boxes
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Mitre Box Saws
H. Disston & Sons, Ltd., Toronto.
Molasses Gates
Can. Foundries & Forgings, Ltd., Brockville, Ont
Mops
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Motor Trucks
Canadian Pneumatic Tool Co., Ltd., Montreal, Que.
Ford Motor Co., Ford Ont.
Motors
Canadian General Electric Co., Ltd., Toronto.
Motor Cycles
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.
North American Hardware Co., Ltd., Montreal, Q.
Motor Generators
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal.
Motor Trucks
Canadian Pneumatic Tool Co., Ltd., Montreal, Q.
Nails, Wire
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Colonial Wire Mfg. Co., Ltd., Montreal.
H. S. Howland, Sons & Co., Toronto.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Lewis Bros., Ltd., Montreal.
Steel Co. of Canada, Ltd., Hamilton, Ont.
Parmenter & Bulloch, Gananoque, Ont.
Western Wire & Nail Co., London.
Nail Pullers
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn
Nails, Horse Shoe
Steel Co. of Canada, Ltd., Hamilton, Ont.
Neckyokes
Gregg Mfg. Co., Ltd., Winnipeg, Man.
Oil Cans
Cannon Oiler Co., Keithsburg, Ill.
Oil Cake and Meal
Dominion Linseed Oil Co., Toronto.
Oil, Coal
Imperial Oil Co., Toronto.
Oils, Cylinder
Prairie City Oil Co., Winnipeg, Man.
Oil Hole Covers
Canadian Winkley Co., Windsor.
Oil, Motor, Road, Harness, Neatsfoot, Separator and gas Engine
Prairie City Oil Co., Ltd., Winnipeg, Man.
Oil Stoves
Thos. Davidson Mfg. Co., Ltd., Montreal.
Oil Tanks and Pumps
S. F. Bowser & Co., Inc., Toronto, Can.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Oilers
Cannon Oiler Co., Keithsburg, Ill.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Orange Deriders
J. E. Beauchamp & Co., Montreal.
Ornamental Tile Roofings
Metallic Roofing Co., Toronto and Winnipeg.
Ornaments, Pressed Zinc
Metallic Roofing Co., Toronto and Winnipeg.
Ornamental Fence
Banwell Hoxie Wire Fence Co., Ltd., Hamilton.
McGregor, Banwell Fence Co., Ltd., Walkerville.
Ornamental Gates
McGregor, Banwell Fence Co., Ltd., Walkerville.
Packings
Consumers Cordage Co., Montreal.
Jenkins Bros., Ltd., Montreal.
Scythes, Ltd., Toronto.
Paint, Ready Mixed, Barn, Roof, Flat Wall. Concrete, Floor, Cement, Aluminum, Marine
Brandram-Henderson, Ltd., Montreal.
Canada Paint Co., Montreal.
R. C. Jamieson & Co., Montreal.
Imperial Varnish & Color Co., Toronto.
Lowe Bros., Ltd., Toronto.
Martin-Senour Co., Montreal.
McArthur-Irwin, Ltd.
The Ottawa Paint Works, Ottawa.
A. Ramsay & Son Co., Montreal.
Sanderson, Pearcy Co., Ltd., Toronto.
Standard Paint & Varnish Co., Ltd., Windsor, Ont.
Sherwin-Williams Co., Montreal.
G. F. Stephens Co., Winnipeg.
Benjamin Moore & Co., Toronto.
Paint Brushes
Boechh Bros., Toronto.
Meakins & Sons, Hamilton.
T. S. Simms & Co., St. John, N.B.
Paint and Varnish Remover
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Martin-Senour Co., Ltd., Montreal.
Sherwin-Williams Co., Montreal.
A. Ramsay & Son Co., Montreal.
Paper Balers
Climax Baler Co., Hamilton.
Spielmann Agencies, Montreal.
Parcel Carriers
Gipe-Hasard Store Service Co., Montreal.
Paris Green
Canada Paint Co., Montreal.
McArthur Irwin, Montreal.
Sherwin-Williams Co., Montreal.
Paper Bags
Walter Woods & Co., Hamilton.
Paper, Wrapping
Walter Woods & Co., Hamilton.
Packing Rubber
Canadian Consolidated Rubber Co., Montreal.
Dunlop Tire & Rubber Co., Toronto.
Gutta Percha & Rubber Co., Ltd., Toronto.
Pads
D. Ackland & Sons, Winnipeg.
Pads for Horses
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto.
Pails
Thos. Davidson Mfg. Co., Ltd., Montreal.
Soren Bros., Toronto.
Pails, Wooden
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Perforated Sheet Metals
B. Greening Wire Co., Ltd., Hamilton.
Percolators, Coffee
Canadian General Eletric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man
Landers, Frary & Clark, New Britain, Conn.
Northern Electric Co., Ltd., Montreal.
Pick Handles
J. H. Still Mfg. Co., St. Thomas, Ont.
Pickling Machines
Cushman Motor Works, Ltd., Winnipeg, Man.
Pistols
Iver Johnson's Arms & Cycle Works, Fitchburg Mass.
Phosphor Tin and Copper
Canada Metal Co., Ltd., Toronto.
Phonographs
Canadian Phonograph & Sapphire Disc Co., Winnipeg, Man.
Dominion Sewing Machine-Phonograph Co., Winnipeg

Sell Handles that are Most in Demand

STILL'S

There are more of STILL'S HANDLES sold in Canada than any other make. What's the logical conclusion of this fact?—*they are the best.*

There's a Still Handle to meet every need: Axe, Pick, Sledge and Hammer Handles; Cant Hook and Peavie Handles.

There's nothing like selling the best of everything. Good profits in our handles, too.

J. H. Still Mfg. Company

ST. THOMAS -:- ONTARIO

Tree Pruners

The great efforts to increase food production which will be made this year will tend to increase sales of tree pruning tools. Every grower will be anxious to give his trees every assistance to bear well.

You can do your part by being prepared to supply the most approved type of pruners. We have many styles all positively guaranteed against defects in material and workmanship.

Taylor's Improved Pattern Pruner

Orchard King Compound Lever

Taylor-Forbes Co., Limited

GUELPH, ONTARIO

E. Roy,
65½ St. Andre St., Montreal, Que.

C. C. Cartwright,
85 Water St., Winnipeg, Man.

4 Good Reasons ---READ 'EM!

Why you should sell Rolled Thread Bolts and Screws:

BETTER QUALITY—Rolled Thread Bolts can only be made from first quality Basic Open-Hearth Stock.

STRONGER—Actual tests show 13 per cent. greater strength than Cut Thread Bolts.

NO USELESS WEIGHT—Shanks are smaller than threads. No useless weight to pay freight on.

BIG FIRMS ADOPTING THEM—Some of the largest users on the continent will accept nothing else—and they always investigate before acting.

THE NORTHERN BOLT, SCREW AND WIRE COMPANY, LIMITED - OWEN SOUND, ONT.

Williams' Vulcan

DROP-FORGED SAFETY LATHE DOGS—100% SAFE

Ask for Catalog—It's Free.

J.H.WILLIAMS & CO.
THE WRENCH PEOPLE
30 RICHARDS STREET BROOKLYN, N.Y. CITY

Bent Tail
1 or 2 Screws
16 sizes: 3-8 to 6 in.

Straight Tail
1 or 2 Screws
16 sizes: 3-8 to 6 in.

The A. G. Low Co., Ltd., 30 Pacific Ave., Saskatoon, Sask., Agents for Manitoba, Saskatchewan, Alberta and British Columbia

If interested, tear out this page and keep with letters to be answered.

THE BUYERS' GUIDE

Pig Iron
A. C. Leslie & Co., Ltd., Montreal
Nova Scotia Steel Co., New Glasgow, N.S.
Steel Co. of Canada, Ltd., Hamilton

Pins, Escutcheon
Parmenter & Bulloch, Gananoque

Pipe Cutters (Stand)
Trimont Mfg. Co., Roxbury (Boston), Mass.

Pipe Stocks and Dies
Wells Bros. Co., of Canada, Ltd., Galt

Pipe, Black and Galvanized
American Rolling Mills, Middletown, Ohio.
Canada Metal Co., Toronto
Canadian Tube & Iron Co., Ltd., Montreal
Caverhill, Learmont & Co., Montreal.
Empire Mfg. Co., London, Ont.
Steel Co. of Canada, Ltd., Hamilton
Thos. Davidson Mfg. Co., Ltd., Montreal.
Lewis Bros., Ltd., Montreal
Pease Foundry Co., Ltd., Toronto

Pipe, Galvanized, Conductor
Metallic Roofing Co., Toronto and Winnipeg
Pedlar People, Ltd., Oshawa
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg
Winnipeg Steel Granary Co., Winnipeg.

Pipe, Lead
Canada Metal Co., Toronto
Hoyt Metal Co., Toronto

Pipe, Stove
Collins Mfg. Co., Toronto
Soren Bros., Toronto

Pipe, Rain Water Conductor
Canada Metal Co., Toronto
Metallic Roofing Co., Toronto

Pliers, Cutting
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Pliers, Combination
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Goodell-Pratt Co., Greenfield, Mass.

Plowshares
D. Ackland & Son, Winnipeg

Plugs, Rubber
Canadian Consolidated Rubber Co., Montreal

Plumbers' Tools
Empire Mfg. Co., London, Ont.

Planes
Caverhill, Learmont & Co., Montreal
National Machinery & Supply Co., Hamilton.
Stanley Rule & Level Co., New Britain, Conn.

Plates, Plain and Chequered
Baines & Peckover, Toronto.

Polishes
Buffalo Specialty Co., Buffalo, N.Y.
Channel Chemical Co., Toronto.

Polishing Heads
Goodell-Pratt Co., Greenfield, Mass.

Polishes, Knife
Jno. Oakey & Sons, London, Eng.

Poles, Electric Light
Northern Electric Co., Montreal

Pole Line Material
Canadian General Electric Co., Ltd., Toronto
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal
Pedlar People, Ltd., Oshawa.
Metallic Roofing Co., Toronto and Winnipeg.

Portable Coal Baskets
Toronto Lock Mfg. Co., Toronto.

Poultry Netting
Thos. Birkett & Son Co., Ltd., Ottawa.
A. C. Leslie & Co., Ltd., Montreal
R. Greening Wire Co., Ltd., Hamilton.

Poultry Leg Bands
Rideau Specialty Co., Smith's Falls, Ont.

Pulls
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Pumps
Beatty Bros., Ltd., Fergus
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Empire Mfg. Co., London, Ont.
R. McDougall Co., Ltd., Galt.
F. E. Myers & Bro., Ashland, Ohio.

Pump Oilers
Cannon Oiler Co., Keithsburg, Ill.

Punches, Centre Drive, etc.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.

Punches, Ticket
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Putty
Brandram-Henderson, Montreal.
R. C. Jamieson & Co., Ltd., Montreal
Canada Paint Co., Montreal
Benjamin Moore & Co., Ltd., Toronto
A. Ramsay & Son Co., Montreal
Steel Co. of Canada, Ltd., Hamilton
G. F. Stephens & Co., Winnipeg
Sherwin-Williams Co., Montreal

Pneumatic Tubes
Gipe Hazard Store Service Co., Toronto

Pulleys
Canada Foundries & Forgings, Brockville

Quoits
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Racks, Hay
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Radiators
Empire Mfg. Co., London, Ont.

Radiator Valves
Jenkins Bros., Ltd., Montreal

Railings, Brass
Jas. Morrison Brass Mfg. Co., Toronto
The Toronto Lock Mfg. Co., Toronto, Ont.

Rakes
Doust Specialty Co., Toronto.
Ward & Payne, Sheffield, Eng.

Razors
Auto-Strop Safety Razor Co., Toronto
Geo. Butler & Co., Ltd., Sheffield, Eng.
Caverhill, Learmont & Co., Montreal
James Hutton Co., Montreal
Gillette Safety Razor Co., Ltd., Montreal
Landers, Frary & Clark, New Britain, Conn.
Wilkinson Sword Co., Sheffield, Eng.

Reamers
Pratt & Whitney Co., Ltd., Dundas
Butterfield & Co., Rock Island, Que.

Ratchet Drills
Goodell-Pratt Co., Greenfield, Mass.

Reciprocating Drills
Goodell-Pratt Co., Greenfield, Mass.

Refrigerators
Thos. Davidson Mfg. Co., Ltd., Montreal.
Renfrew Refrigerator Co., Renfrew, Ont.
Soren Bros., Toronto

Refrigerator Hardware
Toronto Lock Mfg. Co., Toronto.

Registers
Barton Netting Co., Ltd., Windsor, Ont.
Canada Foundries & Forgings, Brockville
Enterprise Mfg. Co., Sackville, N.B.
Jas. Stewart Mfg. Co., Woodstock, Ont.

Rifles
Harrington & Richardson Arms Co., Worcester, Mass.

Rivets
Parmenter Bulloch Co., Gananoque, Ont.

Roadlighters
C. A. Shaler Co.

Roofing, Ready
Bird & Son, Hamilton, Can.
Bishopric Wall Board Co., Ltd., Ottawa, Ont.
Thos. Birkett & Son Co., Ltd., Ottawa.
Brantford Roofing Co., Ltd., Brantford, Ont.
Canadian Roofing Co., Ltd., Windsor, Ont.
Standard Paint Co., of Canada, Ltd., Montreal.

Rules
Jas. Chesterman & Co., Sheffield, Eng.
Lufkin Rule Co., Windsor, Ont.
L. S. Starrett Co., Athol, Mass.

Saws, Hand and Circular
E. C. Atkins Co., Hamilton, Can.
Henry Disston & Sons, Toronto.
Simonds Canada Saw Co., Montreal.

Scoops
Canadian Shovel & Tool Co., Hamilton, Can.

Screws
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Screw and Bolt Cases
Duluth Show Case Co., Duluth, Minn.

Screw Machines
Stratford Brass Co., Ltd., Stratford, Ont.

Shades, Electric
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Sheeting
McArthur & Co., Alex., Montreal, Que.

Sheets, Galvanized and Black
American Rolling Mills, Middleton, Ohio.
Baines & Peckover, Toronto.
A. C. Leslie & Co., Montreal, Que.
Dominion Sheet Metal Co., Hamilton.
M. & L. Samuel Benjamin Co., Toronto.
B. & S. H. Thompson, Montreal, Que.

Shovels
Canadian Shovel & Tool Co., Hamilton, Can.

Show Cases
Duluth Show Case Co., Duluth, Minn.

Silo Lugs
Otterville Mfg. Co., Otterville, Ont.

Sinks
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Empire Mfg. Co., London, Ont.

Silver Plated Ware
Canadian Wm. A. Rogers Co., Toronto.
Oneida Community, Ltd., Niagara Falls, Ont.

Solder
Canada Metal Co., Toronto
Empire Mfg. Co., London and Toronto
Hoyt Metal Co., Toronto
Northern Electric Co., Montreal
Owl Metal Co., Ltd., Winnipeg
Geo. W. Reed, Montreal
Tallman Brass & Metal Co., Hamilton, Ont.

Soldering Paste
Canada Metal Co., Toronto
Great West Electric Co., Ltd., Winnipeg, Man.

Solderall
Thos. Davidson Mfg. Co., Ltd., Montreal.

Soap Dishes
Kinzinger Bruce & Co., Niagara Falls, Ont.

Spades
Canadian Shovel & Tool Co., Hamilton, Ont.
Erie Iron Works, St. Thomas, Ont.

Spark Plugs
Canadian Carbon Co., Ltd., Toronto
Canada Cycle & Motor Co., Ltd., Weston, Ont.
Canada Sales Co., Toronto, Can.
Great West Electric Co., Ltd., Winnipeg, Man.
Champion Spark Plug Co., Windsor, Ont.
Dominion Battery Co., Ltd., Toronto, Ont.
Eclipse Mfg. Co., Indianapolis, Ind.
W. T. Evans, 1694 St. Urbain St., Montreal
Hyslop Bros., Toronto
Interstate Electric Novelty Co., Montreal
Northern Electric Co., Ltd., Toronto
Sharp Spark Plug Co., Cleveland, Ohio.

Spiders
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Spoke Shaves
Stanley Rule & Level Co., New Britain, Conn.

Sponge Baskets
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Sprayers
Collins Mfg. Co., Toronto
Thos. Davidson Mfg. Co., Ltd., Montreal.
Eureka Planter Co., Woodstock

Springs
B. J. Coghlin Co., Ltd., Montreal, Que.

Spring Dies
Wells Bros. Co. of Canada, Galt

Stable Fittings
Beatty Bros., Fergus, Ont.
Canada Foundries & Forgings, Brockville.
Toronto Lock Mfg. Co., Toronto.

Store Fixtures
Cameron & Campbell, Toronto.
Milbradt Mfg. Co., Sterling, Ill.
Walker Bin & Store Fixture Co., Kitchener, Ont.

Stoves
Burrow, Stewart & Milne, Hamilton, Can.
Canada Foundries & Forgings, Brockville.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Enterprise Foundry Co., Sackville, N.B.
Findlay Bros., Carleton Place
Gurney Foundry Co., Toronto
Hoosier Stove Co., Marion, Ind.
McClary Mfg. Co., London, Ont.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
Record Foundry & Machine Co., Moncton, N.B.
Jas. Stewart Mfg. Co., Ltd., Woodstock

Stoves, Fireless Cook
Louis McLain Co., Ltd., Winnipeg, Man.

Stoves and Ranges, Electric
Superior Electrics, Ltd., Pembroke, Ont.

Stoves, Gasoline
National Stamping & Electric Works, Chicago

Stove Lining
Geo. W. Reed, Montreal.

Stove Pipe
Collins Mfg. Co., Toronto
Thos. Davidson Mfg. Co., Ltd., Montreal.

Stretchers, Wire
Banwell Hoxie Wire Fence Co., Ltd., Hamilton
Merchants Hardware Specialties, Ltd., Calgary, Alta.

Steel, Reinforcing
Baines & Peckover, Toronto.
Canadian Rolling Mills Co., Ltd., Montreal
Canadian Tube & Iron Co., Ltd., Montreal
London Rolling Mill Co., London, Ont.
Manitoba Rolling Mills Co., Winnipeg

Steel, Strip
Baines & Peckover, Toronto, Ont.
Dominion Sheet Metal Co., Ltd., Hamilton

Stencils and Ink
Hamilton Stamp & Stencil Co., Hamilton

Steamers and Boilers
Thos. Davidson Mfg. Co., Ltd., Montreal.

Steel Bending Brakes
Steel Bending Brake Works, Chatham

Steel, Mild, Sleigh Shoe, Tire
Baines & Peckover, Toronto, Ont.
Canadian Rolling Mills Co., Ltd., Montreal
Canadian Tube & Iron Co., Ltd., Montreal
London Rolling Mill Co., London, Ont.
Manitoba Rolling Mills Co., Winnipeg
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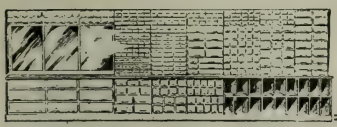

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Goodell-Pratt Co., Greenfield, Mass.
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Jas. Chesterman & Co., Ltd., Sheffield, Eng.
Lufkin Rule Co., Ltd., Windsor, Ont.
L. S. Starrett Co., Athol, Mass.

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Landers, Frary & Clark, New Britain, Conn.

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Thimbles, Smoke Pipe
Can. Foundries & Forgings, Ltd., Brockville, Ont.

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Barton Netting Co., Windsor

Tiling, Rubber
Gutta Percha & Rubber Co., Ltd., Toronto.

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Brown, Boggs Co., Hamilton, Ont.
Steel Bending Brake Works, Chatham.

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Kinzinger Bruce & Co., Niagara Falls, Ont.
North American Hardware Co., Ltd., Montreal, Q.

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Canadian Pneumatic Tool Co., Ltd., Montreal, Q.

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B. J. Coghlin Co., Ltd., Montreal, Que.
Northern Electric Co., Montreal.
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Ward & Payne, Sheffield, Eng.

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Traps, Game
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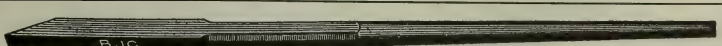

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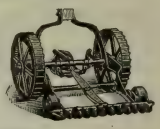

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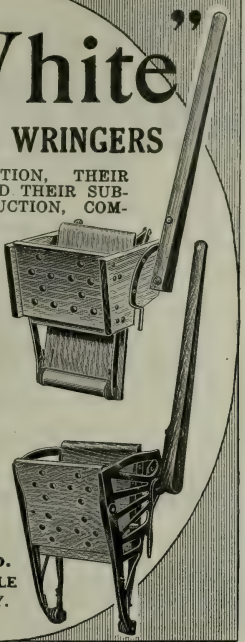

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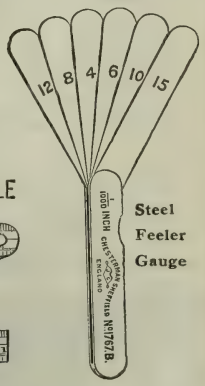

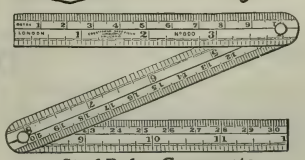

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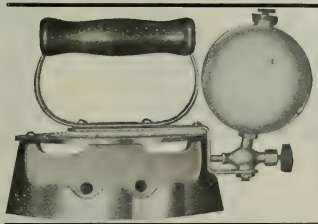
Your Selling Capacity

Our Carrier Service will increase your selling capacity without adding to the number of your salesmen. The statement is concisely, though fully, explained in our four-page leaflet. By its analysis the matter is at once seen—as it really is—to be practical and so simple that it is often overlooked, chiefly through the long and studied arguments of those who are interested in introducing more costly machinery and complicated methods. The leaflet for the asking. Write for it to-day.

Level, grade and perpendicular wire cash carriers, parcel carriers, cable carriers and pneumatic tubes.

GIPE-HAZARD STORE SERVICE CO., LTD.,
113 Sumach St., Toronto, Can.

Big Spring and Summer Seller



Every housekeeper — city or country—a likely purchaser of the

"Comfort" Iron

Makes its own gas, two-pointed, self-heating, self-cleaning. Operates easily at low cost. Looks good and makes good, guaranteed. Sells fast.

Ask your jobber for particulars or write direct.

Dept. 16.

National Stamping and Electric Works
410-424 S. Clinton St. - - Chicago, Ill.

GLUE
IN PACKAGES

Put up in the way that best appeals to the people—that's "Brantford" GLUE

It's an all 'round glue and makes good profits for dealers.
In ¼, ½ and 1 lb. packages at your jobbers.

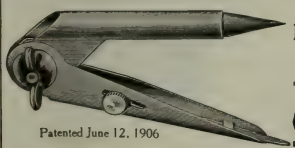
CANADA GLUE CO., Limited, Brantford, Ont.

BOLTS

We have a large stock of high grade **Carriage and Machine Bolts and Coach Screws and Rivets, Nuts and Washers.**

All orders filled and shipped promptly

London Bolt & Hinge Works
London Canada



Patented June 12, 1906

F. BRAIS & CO.

Manufacturers of

The Improved Gem Scriber

Useful to all mechanics—carpenters especially. Takes the place of the compass, and being very small (cut is two-thirds of actual size) it can be carried in the vest or overall pocket without danger as the points are blunt. Ask your "Hardware Dealer" for it. If he does not carry them in stock insist that he get it for you. Look for the brand of F. Brais & Co. Those using the "Gem Scriber" claim it to be one of the handiest tools on the market.

MANUFACTURED BY

F BRAIS & COMPANY

1349 EAST 90th STREET CLEVELAND, OHIO

Salesmen Wanted

Men who have worked up a connection with the trade are far more valuable to you than inexperienced men. The way to locate them is through your trade paper because wide-awake salesmen read it. When in need of salesmen use the Want Ad Page; the rates are 2 cents per word first insertion and one cent per word for each subsequent insertion, a charge of 5 cents extra is made for Box Number to cover cost of forwarding replies.

If interested, tear out this page and keep with letters to be answered.

Addition to Electro Service

INQUIRIES from hardware retailers in various parts of Canada, requesting HARDWARE AND METAL to enlarge the electro service to embrace motor accessories have resulted in the following new additions, making in all a total of 402 hardware electros now available through HARDWARE AND METAL'S electro service. These cuts, to be used by retailers in their advertising, are supplied mounted on wood blocks and postage paid, at a cost of 20c each, cash with order. Booklets showing entire assortment of hardware cuts will be supplied free upon request. Address all inquiries to HARDWARE AND METAL, Electro Dept., 143 University Ave., Toronto, Canada.

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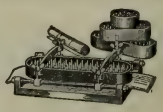
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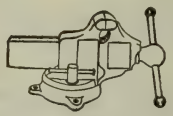
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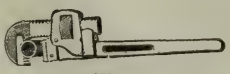
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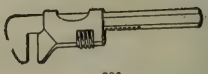
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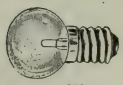
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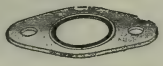
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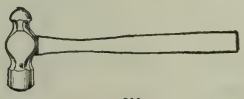
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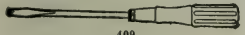
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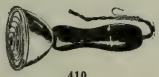
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THE above are a few of HARDWARE AND METAL'S electro assortment, comprising 402 electros of hardware and motor accessory articles, which are available to subscribers at a cost of 20c each, cash with order. Booklet showing complete assortment will be mailed free upon request.

HARDWARE and METAL

Electro Department

143-153 University Avenue

TORONTO

STEP LADDERS

Two Styles. All Lengths

Curtain Stretchers
Tub Stands Ironing Boards
Clothes Bars
Quilting Frames, etc.

Hand Corn Planters
Drive Well Points
Post Hole Diggers, etc.

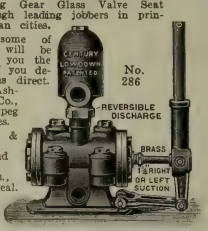
Ask for Catalogue

Otterville Manufacturing Co.
OTTERVILLE

MYERS PUMPS

This will help you remember that you can purchase the famous Myers Anti-Freezing Cog Gear Glass Valve Seat Pumps through leading jobbers in principal Canadian cities.

Here are some of those who will be glad to sell you the Myers, or, if you desire, write us direct. The J. H. Ashdown Hdw. Co., Ltd., Winnipeg and Branches. E. G. Prior & Co., Ltd., Victoria and Branches. Lewis Bros., Ltd., Montreal. And many others.



F. E. MYERS & BRO., Ashland, Ohio

MILBRADT LADDERS

will pay for themselves in a short time by enabling you to wait on more trade, save the wear and tear on your fixtures and goods, as well as bring the appearance of your store up to date.

Write to J. H. Ashdown Hdwe. Co., Ltd., Winnipeg; Marshall-Wells Co., Ltd., Winnipeg, or direct for catalog giving prices of a large number of styles we manufacture, suitable for all kinds of shelving.

John Calander Mfg. Co.
155 E. 13th Street.
St. Paul, Minn., U.S.A.

If you want easy-fitting eavetrough and conductor pipe, etc., order from us.

WHEELER & BAIN
TORONTO

OAKEY'S

The original and only Genuine Preparation for cleaning Cutlery

'WELLINGTON'

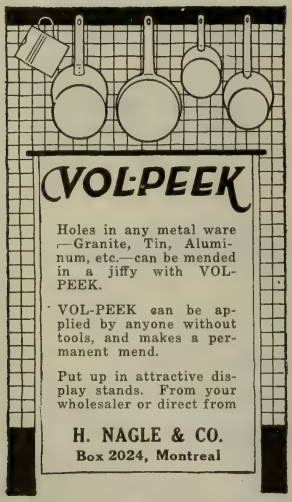
KNIFE POLISH

JOHN OAKEY & SONS, LIMITED

Manufacturers of

Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, S.E.1., Eng.



VOL-PEEK

Holes in any metal ware—Granite, Tin, Aluminum, etc.—can be mended in a jiffy with VOL-PEEK.

VOL-PEEK can be applied by anyone without tools, and makes a permanent mend.

Put up in attractive display stands. From your wholesaler or direct from

H. NAGLE & CO.
Box 2024, Montreal

Cannon Oilers

Easy Seller Because—

It is exceptionally convenient, quick-acting and an oil saver. Just what meets a long-felt demand for an oil can in which oil is entirely controlled by the operator in whatever position the can may be held. Not a drop of oil need be wasted, as the flow of oil stops the instant the pressure on the plunger stops. Ask any Thresherman, Mechanic or user. A sure good sale and splendid profit.

THE "CANNON OILER"

FORCES THE OIL ANYWHERE

Name Copyrighted.
Original Patents Owned.
All Rights Reserved.

Order NOW of Your Jobber.
Manufactured only by
THE CANNON OILER COMPANY
Successor to R. E. Bloomer
Keithsburg, Illinois, U.S.A.

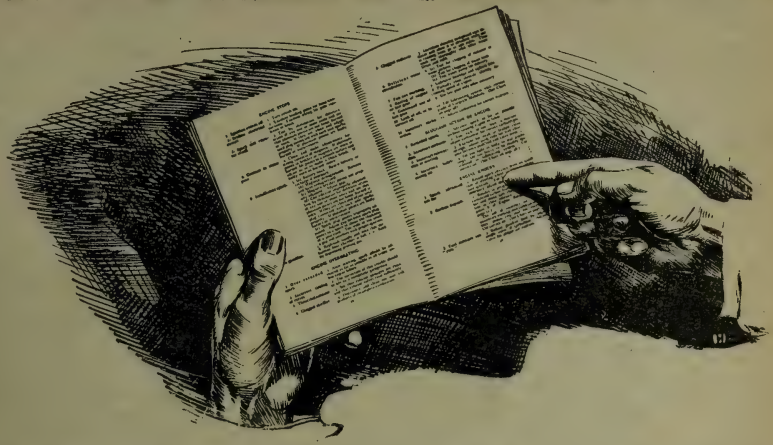
NOW!

You've been going to send in that ad for weeks, so why not mail it now for next issue?

HARDWARE AND METAL
Classified Advertising Section
143-153 University Ave. Toronto

Advertising makes for better merchandise—

Not only does advertising create a good impression regarding the merchandise advertised but it MAKES FOR BETTER MERCHANDISE. There are added responsibility and written-printed claims to substantiate.



GIVE HIM THE BOOK

A Builder of Good-Will for YOU

When a Gargoyle Mobiloils dealer distributes the book "Correct Lubrication" among his customers, he finds that it is a great builder of good-will.

For instance: A motorist says: "My engine is knocking. What is the matter?"

The dealer opens the booklet to page 27 and says: "There you are. You see there are eleven conditions which can make an engine knock. Take the book along with you; it's well worth reading through."

The customer finds that he has been given a booklet which contains a great deal of valuable help and many interesting facts.

He sees eight pages listing all engine troubles and the remedies for each. He has seven pages of interesting reading on economical maintenance. There are six pages giving him information on oil tests and their relation to correct lubrication. Two pages explain why he should clean his crank-case frequently.

GARGOYLE

Mobiloils

A grade for each type of motor

And so it goes,—good advice on Transmission Lubrication, a Chassis Lubrication Chart, Chassis Troubles—their Causes and Remedies, and finally—the Complete Chart of Automobile Recommendations recognized as the scientific guide to correct lubrication.

Motorists appreciate help of this kind. "Correct Lubrication" goes into the tool box, not into the waste basket. (It advertises your stock of all grades of Gargoyle Mobiloils and Greases. It emphasizes the fact that you are an up-to-date merchant).

If you have not made proper use of the booklet "Correct Lubrication," look through a copy now and you will see how it will impress the average motorist who comes to you.

Write us at Room 704, Imperial Oil Building, Toronto, for a copy of this valuable "Assistant Salesman" and for full information regarding our proposition to dealers.

IMPERIAL OIL LIMITED

Manufacturers & Marketers of POLARINE MOTOR OILS & GREASES

Marketers of *Gargoyle Mobiloils* in Canada

BRANCHES IN ALL CITIES

The T-235 Gilbert & Barker Automatic Return Five Gallon Curb Pump.

THIS PUMP GIVES YOU ALL THE PROFIT POSSIBLE IN GASOLINE SALES

If you sell gasoline to motorists, this pump will increase your profits by preventing spilling waste, giving quick service, saving your own and the customer's time. Exact measurement fairly treats both dealer and customer; indicator shows customer what he's getting; pump discharges five gallons at one stroke in twenty seconds, or single gallons, as desired. Mechanism always enclosed; absolutely dust and dirt-proof. No fire hazard.

If you are not handling gasoline, you are not only losing easy profits, but also additional profits on motor accessories that motorists buy where they get their gasoline. Install a Gilbert and Barker Gasoline Pump; it attracts trade. Get your share of the gasoline profits which growing commercial motor transportation makes bigger every day.

Write for our catalogue of gasoline and oil storage equipment for progressive dealers. Full information can be secured from

IMPERIAL OIL LIMITED

Canadian Distributors of Gilbert & Barker Gasoline and Lubricating Storage Outfits.

BRANCHES IN ALL CITIES

Why You Should Be A Michelin Dealer

No. 9

MICHELIN Tires Are Worth More Than They Cost

Although Michelin Tires are *not* cheap they *are* economical. They embody the utmost durability that can be built into a line, or that has as yet been produced by any tire maker.

Dollar for dollar, the motorist gets more mileage from Michelin Tires than from any other make—and in addition he receives the extra value which attaches to Michelins because of their well-known superiority in resiliency and freedom from tire trouble.

Hence it is that "Once a Michelin User, Always a Michelin User".

Write for Michelin's Dealer Proposition.

Michelin Tire Co. of Canada, Ltd.

782 St. Catherine Street West, Montreal

Michelin Tires Are *Not* High Priced

MICHELIN

If interested, tear out this page and keep with letters to be answered.

LEGALITE

FOR SEEING THINGS AT NIGHT

LEGALITE LENSES COMPLY WITH THE LAW

PRICES PER PAIR	
8 in. to 8⅝ in.	$4.00
8¾ in. to 9⅝ in.	4.75
9¾ in. to 11½ in.	6.00

West of Ontario, add 25c per pair.

With Legalite Lenses the rays of the headlights are intensified, but do not rise more than 42 inches above the ground, thus complying with the various non-glare headlight laws in effect in various States of the U.S.A. and Provinces of Canada.

Every car owner whose headlights are not already equipped with non-glare lenses is a prospective customer for LEGALITE LENSES. Hardware dealers will find Legalite Lenses quick sellers and an article that returns big profits on the investment.
Write for wholesale proposition to-day.

HYSLOP BROTHERS, LIMITED

Exclusive Canadian Distributors

TORONTO, ONT.

If interested, tear out this page and keep with letters to be answered.

What Will You Do For Help?

FARM help is scarce, but this condition can be relieved to a marked degree by using machines that accomplish more work in a given time with less man power.

Why should the farmer cling to horses—a slow, expensive means of power—when every other business is adopting the truck and thereby reducing the cost of hauling, speeding up deliveries, and saving for human needs the food that the horses would otherwise consume?

The motor driven truck can work constantly at maximum load under the burning summer sun, or in the coldest weather. Unlike the horse it needs no rests while working, it eats only while in actual use, and when the day's work is done it requires very little attention, and leaves you free for other "Chores" about the place. Then, it can be housed in one-quarter the space of the horses, wagon and harness it replaces.

It is a mistaken idea that a truck is useful only for driving upon paved roads. The Ford can be driven all over the farm, and used for hauling grain, potatoes, fruit, roots, fertilizer, wood, stock, milk or any other product. The speed it travels, the time it saves, and its low upkeep cost appeal very strongly to all users of the Ford Truck. If you need help, order your Ford One Ton Truck today.

All prices subject to war tax charges, except trucks and chassis

Ford

THE UNIVERSAL CAR

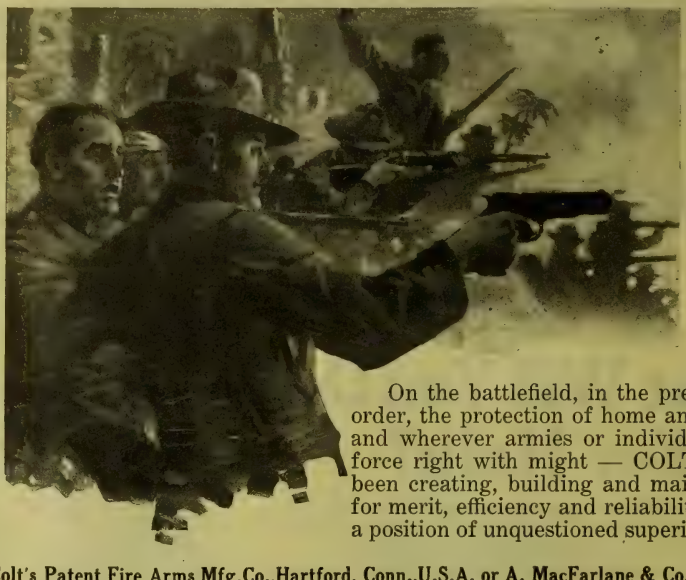
One-Ton Truck	$750
Runabout - -	575
Touring - - -	595
Coupe - - -	770
Sedan - - -	970
Chassis - - -	535

F. O. B. Ford, Ont.

Ford Motor Company of Canada, Limited

Ford - - Ontario

If interested, tear out this page and place with letters to be answered.



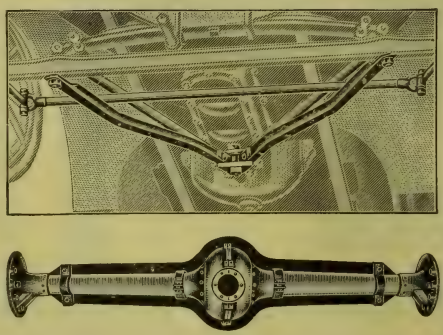
COLT

Firearms

"THE PROVEN BEST BY GOVERNMENT TEST."

On the battlefield, in the preservation of law and order, the protection of home and country—whenever and wherever armies or individuals have had to enforce right with might — COLT'S FIREARMS have been creating, building and maintaining a reputation for merit, efficiency and reliability that has resulted in a position of unquestioned superiority.

Colt's Patent Fire Arms Mfg.Co.,Hartford, Conn.,U.S.A. or A. MacFarlane & Co.,Coristine Bldg., Montreal



Big Opportunity To Sell To Owners of Small Cars

SUB-RADIUS ROD.—A boon to small car owners. Prevents rods from breaking or bending and eliminates chance of accidents. Stops vibration. Simple, dependable, durable.

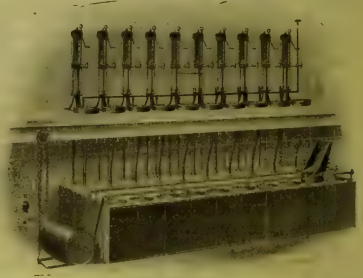
Rear Axle Truss.—Prevents rear axle housing from sagging or being thrown out of line. No extra fittings, no holes to drill, all ready to easily adjust.

These accessories are money makers. Write direct or see your jobber.

LINE & KIMBALL CO.

Manufacturers of Auto Accessories

Moose Jaw **Saskatchewan**



BOWSER ESTABLISHED 1885

Paint Oil Storage Systems

are direct producers of economy. They eliminate all waste, such as spillage, leakage, and evaporation. They save time and labor. And they insure accuracy in measuring any quantity of oil.

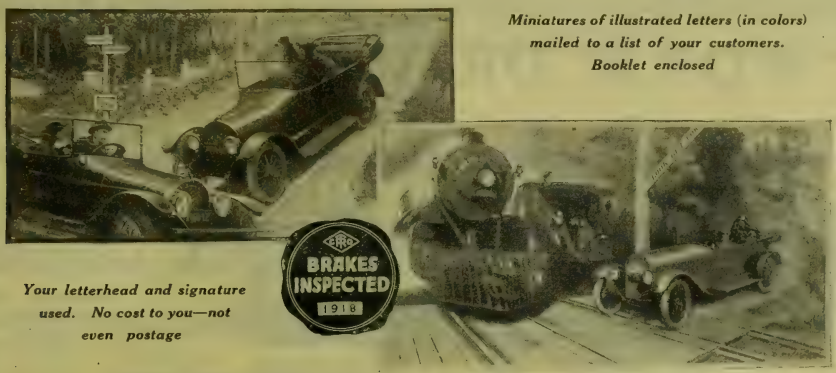
Built to meet any requirement.

Write for Booklet 17.

S. F. Bowser & Co., Inc.

TORONTO, CANADA

If interested, tear out this page and keep with letters to be answered.



Miniatures of illustrated letters (in colors) mailed to a list of your customers. Booklet enclosed

Your letterhead and signature used. No cost to you—not even postage

An advertising campaign in your city—

The final gentle push that sends the business to you

MANY motorists will admit that the brakes on their cars need relining. To sell them brake lining it is only necessary to call the matter to their attention.

We have prepared these attractive illustrated letters that act as a final reminder that brings these customers in to you.

These are personal letters from you to your customers. They will advertise your business.

The letterhead will be identical with your own. Your signature will be shown at the bottom. On the outside, the illustrations shown above will be reproduced in colors.

These letters are a part of the co-operative plan free to dealers who stock Thermoid. Back of this plan is a product that makes satisfied customers. Thermoid Brake Lining makes good business for you for three reasons.

More material, greater service

1. There is over 40% more material and 60% more labor used in the manufacture of Thermoid Hydraulic Compressed Brake Lining than in any woven brake lining. This abundance of material and labor means longer wear.

Grapnalized

2. Thermoid Brake Lining is Grapnalized, an exclusive process which creates resistance to moisture, oil and gasoline. Moisture causes brake lining to swell, making it grab or slip.

Hydraulic compressed, uniform throughout

3. Every square inch of Thermoid is hydraulic compressed at a pressure of 2,000 pounds. Thermoid is uniform all the way through. It cannot compress in service. There are no soft spots to wear out quickly. It will give uniform service until worn cardboard-thin.

Our new book, "The Brake Inspection Movement and What It means to Dealers," tells in detail how we have planned to advertise your store direct to the car owners of your city—over your name. It is jammed with interesting and profitable ideas for increasing your business.

If you have not received your copy of this book, write for it to-day. Write also for a sample of the illustrated letters.

When you sell Thermoid you are protected by our guarantee: ***Thermoid will make good—or WE WILL.*** It is positively guaranteed to outwear and give more satisfactory service than any other brake lining.

Thermoid Rubber Company

Factory and Main Offices: Trenton, N. J.

Branches

New York Chicago San Francisco Indianapolis
Detroit Los Angeles Philadelphia
Boston Pittsburgh London Paris Turin

Canadian Distributors

The Canadian Fairbanks-Morse Company, Limited
Montreal
Branches in all principal Canadian cities

Brake Inspection Movement

Prominent officials, leading clubs and organizations and motorists everywhere have endorsed this big national movement to reduce automobile accidents by having all brakes inspected before the touring season begins, and regularly thereafter. Give it your support. Tie it up with your store.

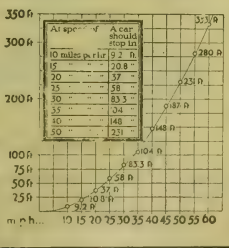
$\frac{V^2}{10.8}$ Will your car do this?

Automobile engineers have proved that when brake mechanism is right and road conditions average, any car should stop at distances and speeds given by the chart.

V^2 means the square of the velocity or speed of your car. 10.8 is the proved factor of retardation under average road conditions. This factor decreases on smooth slippery roads to 6.7 and increases as high as 17.4 on rough worn roads. The chart represents the average condition and other conditions can readily be figured by changing the factor within the given limits.

Remember that your brake mechanism is not "right" unless its brake lining has the ideal co-efficient of friction. The better the brake lining the quicker your stop.

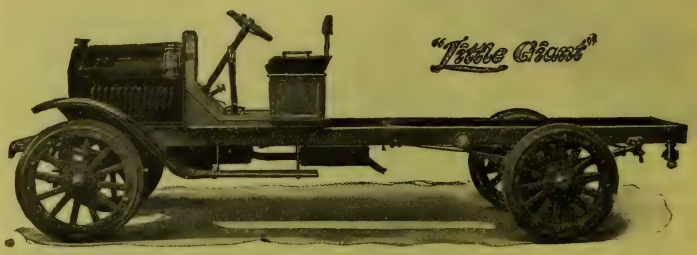
Thermoid Brake Inspection Chart



(C) *Thermoid Rubber Co., 1918.* *Makers of "Thermoid Crolide Compound Casings" and "Thermoid Garden Hose."*

If interested, tear out this page and keep with letters to be answered.

WORM DRIVE TRUCKS



NOTE
One Year Guarantee backed by a Corporation with resources of $14,000,000

MODELS FOR ALL BUSINESS

One, Two, Three and a Half and Five Tons

Canadian Pneumatic Tool Co., Limited

For Territorial Agencies, write Montreal Office

345 CRAIG STREET WEST
MONTREAL

BRANCH: 107 Church St., Toronto

Supplying batteries to autoists is a mighty profitable business—sometimes

There's sure, safe, steady, profitable battery business to be had in your locality—if you're pushing the right battery. No use to **tell** Mr. Autoist that your line of batteries is best—you've got to **show** him—it's performance he judges by.

North Star Batteries

are getting a great "stand-in" with Autoists because they give in performance all that is asked of the ideal battery—speedy action and long life.

Many a Hardware Merchant is finding the supplying of batteries to Autoists profitable — always because he handles only the reliable North Star Brand.

Get our proposition. It will certainly interest you.

CANADA DRY CELLS, LIMITED
WINNIPEG, MANITOBA

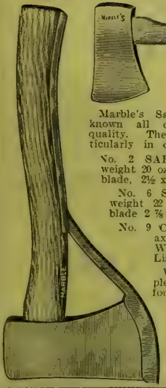
If interested, tear out this page and keep with letters to be answered.

TRADE MARBLE'S MARK Sixty Specialties

All prices advance 10% August 1st. We announce the price raise well ahead of time in order to be fair to all. Place a liberal order with your jobber now. You can't afford to overlook the extraordinary values. Compare prices with competitive lines—then compare **quality**.

All Prices Advance 10% August 1ST

No. 6



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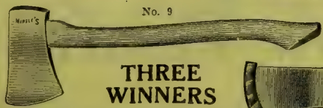


THREE WINNERS

Marble's Safety and Camp Axes are known all over the world for their quality. These three leaders are particularly in demand now.

No. 2 SAFETY AXE.—Steel handle, weight 20 oz. Length 11 in. Solid steel blade, 2½ x 4⅜ in., $2.50.

No. 6 SAFETY AXE.—Hickory handle. weight 22 oz. Length 12 in. Solid steel blade 2 ⅞ x 4¾. List $1.50.

No. 9 CAMP AXE.—Most popular camp axe made. Blade 2⅞ x 4¾ in. Weight, 22 oz. Handle, 14 in. List, $1.00.

Write for catalog showing complete line of Marble's 60 Specialties for Sportsmen.

No. 2

Marble Arms & Mfg. Co.

5350 Delta Ave.

Gladstone - Mich.

TRADE MARBLE'S MARK Sixty Specialties

In spite of constantly increasing cost of raw materials and labor, we have this far been able to maintain our old list prices, with one or two exceptions. And this in the face of numerous increases in list prices by competitors. But—at last we are compelled to announce that

All Prices Advance 10% August 1ST

This advance of 10% in list price applies to the entire line.

Marble's Clincher Gaff

Only humane gaff on market. Does not rip nor tear. No steel-trap feature. Holds any fish ½ to 20 lbs. Quicker, surer than a landing net. List price now $1.00.

Marble's Folding Fish Knife

Cuts, rips, scales. Blade folds into handle. Locks when open. Can be carried in pocket --or open in sheath. List price now $1.25.

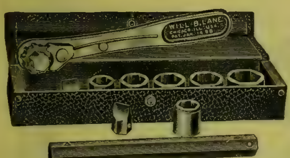
Marble's Auxiliary Cartridges

In great demand now because they cut the cost of rifle practice or small game shooting with a big game rifle. Shoot pistol cartridges just as accurate as regular rifle ammunition—and saves 75% or more of the cost. Does not harm rifle. List price, 75c.

PROTECT YOURSELF.

By placing a liberal order with your jobber now. You can't make an extra 10% on your money easier and surer than by investing in Marble's specialties.

Marble Arms & Mfg. Co., 5350 Delta Ave., Gladstone, Mich.



FORD SET

The Ford Set contains: 1 Handle 7 inches in length; 2 Screw-driver Bits; 1 Extension Bar 6 inches in length; SIX SOCKETS to fit all nuts and bolt heads on Ford Car, including the cylinder head.

STANDARD SET

Standard Set contains: 1 Handle 7 inches in length; 2 Screw-driver Bits; 7 Sockets to fit semi-finished Hex nuts, as follows: U.S. Standards from ¼ to ½ in.; A.L.A.M. Standards from 5-16 to 11-16 in.; Cap Screw Heads from 5-16 in. to ⅝ in.

Autoists like that ratchet feature

Lane's Unique Ratchet Wrench is ideal for close work

The autoist who has once discovered a few of the hard-to-get-at nuts and screws on his car is only too pleased to have some one introduce to him Lane's Unique Ratchet Wrench. He sees at a glance how effective the ratchet feature would be in close quarters where an ordinary tool would be absolutely useless.

Play up this ratchet feature and so arrange auto accessory displays that when motorists get up against the tool problem they will remember Lane's Unique Ratchet Wrench and come to you for a set.

Representatives

BRITISH COLUMBIA
Millen & Son, Ltd. - - - - - Vancouver
Wood-Vallance & Legatt - - - Vancouver

ALBERTA
Marshall-Wells Alberta Co. - - Edmonton
Wood-Vallance & Adams - - - - Calgary
Merchants Hdwe. Specialties - - Calgary
The Chapin Company - - - - Calgary
Motor Car Supply Co., Ltd. - - - Calgary
Great West Saddlery Co. - - - Edmonton
Great West Saddlery Co. - - - Calgary

SASKATCHEWAN
J. H. Ashdown Hdwe. Co. - - Saskatoon
Bowman Brothers - - - - Saskatoon
Western Motor Supply, Ltd. - - - Regina
W. W. Cooper Co. - - - Swift Current
Great West Saddlery Co. - - - - Regina
Great West Saddlery Co. - - - Saskatoon

MANITOBA
J. H. Ashdown Hdwe. Co., Ltd. - Winnipeg
Marshall-Wells Hdwe Co., Ltd. - Winnipeg
Wood-Vallance & Co. - - - - Winnipeg
Great West Saddlery Co. - - - Winnipeg
Merrick-Anderson Co., Ltd. - - Winnipeg
Miller-Morse Hdwe. Co., Ltd. - - Winnipeg
Michael Ert, Ltd. - - - - Winnipeg

ONTARIO
Hobbs Hardware Co. - - - - London
D. H. Howden & Co., Ltd. - - - London
London Engine Supply Co. - - - London
Wood-Vallance & Co. - - - Hamilton
Alexander Hardware Co. - - - Hamilton
H. S. Howland. Sons Co., Ltd. - Toronto
Kennedy Hdwe. Co., - - - - Toronto
Aikenhead Hdwe., Ltd. - - - Toronto
Rice Lewis & Son, Ltd. - - - Toronto
Millen & Son, Ltd. - - - - Toronto
A. Chown & Co. - - - - - Kingston
Edwin Chown & Son - - - - Kingston
W. B. Dalton & Sons, Ltd. - - Kingston
Thomas Birkett & Sons Co. - - - Ottawa

QUEBEC
Caverhill, Learmont & Co. - - - Montreal
Lewis Brothers, Ltd. - - - - Montreal
Millen & Son, Ltd. - - - - Montreal
Mechanics Supply Co. - - - - Quebec
J. H. Mitchell & Co. - - - Sherbrooke
La Cie Codire & Fils - - - Sherbrooke

Will B. Lane - Chicago, Ill.

180 North Dearborn Street

OUR NEW AUTO ACCESSORY CATALOGUE IS NOW READY

If you have not already received your copy, please write in and we will send one to you promptly. We want every accessory and hardware dealer to have one. You will find it to contain many items of interest. Write to-day.

GREAT WEST ELECTRIC CO., LIMITED

WINNIPEG

Distributors for Laco, Tungsten and Nitro Lamps

Sell This Fan Belt to every Ford Customer

Here's something new in the way of a Fan Belt, that will sell rapidly to all Ford owners. Made of the Best Quality Oak Tan Leather — cannot be affected by water or oil—has the stretch all taken out —and is fitted with quick, detachable fastener that permits instant removal. Also made without the fastener.

You are sure to interest every Ford customer for an ultimate sale, because you've got a Ford fan belt that you can **prove** will give him good service.

List price, 1911-16 Ford Models, 45c; 1917-1918 Models, 50c. Quick detachable belt, 1911-17, sells for 50c; 1917-18 sells at 55c. Liberal discount to the trade.

In writing for our catalog ask us about Rear Curtain Lights and Re-covering for Ford Touring Cars.

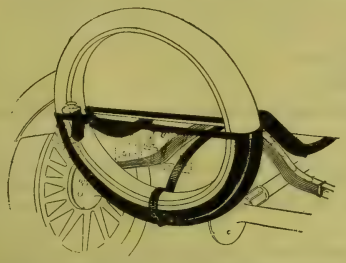
Our proposition is interesting and profitable. Prompt shipments guaranteed.

Samuel Trees & Co., Limited - Toronto

Distributors of Partridge Tires

The "NIAGARA"

Rear Tire Carrier for FORD Cars



Quickly Attached, without drilling any holes.
Three Arm Support ensures rigidity.
No Chafing of Tires in Pressed Steel Basket.
Carries Demountable rim or plain tire.
Lock Furnished for safety.
Brilliant Finish in Baked Black Enamel.
Ample Clearance over the roughest roads.
Price $6.00. Write for particulars.

MANUFACTURED BY

Kinzinger Bruce & Co., Ltd.

Niagara Falls **Canada**

CLEVELAND

C.C.M. BICYCLES

may be had with the following well-known name-plates:

Red Bird
Perfect
Massey
Cleveland
Columbia
Gendron
Ivanhoe

MASSEY — CANADA CYCLE & MOTOR LIMITED TORONTO

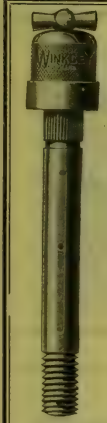
BRANTFORD RED BIRD

PERFECT

All Guaranteed by

Canada Cycle & Motor Co. Limited

WESTON



Pressed Steel and Brass Grease Cups
Oil Hole Covers and Oil Cups
Spring Shackle Bolts
Brass Pattern Makers Dowel Pins

"Oil

"D

"Plain"

The CAN

Handy for Motorists

MENDETS
A PATENT PATCH

Draw the attention of your motoring cus- effective way in times.

If in

"Leaders In the Field"

The purchase price of Diamond Tires would be among the **highest**, if tires were sold at so much per delivered mile. **Diamonds cost LESS to buy, and Diamond Tires cost less to run.**

In all kinds of service throughout the United States and Canada Diamonds are cutting tire "upkeep," for after all the purchase price of a tire **means nothing if it does not wear well.**

In buying Diamonds your customer begins to cut "tire upkeep" costs from the first minute. He keeps on cutting "upkeep" **the more he runs it.**

Just tell this to Mr. Prospect:
"When your car is equipped with four Diamonds you are cutting tire 'upkeep' **four ways at once.**"

North American Hardware Supply, Limited

Wholesale Hardware Diamond Tires and Accessories

222 NOTRE DAME ST. WEST -:- MONTREAL

MADE IN CANADA

BUFFALO OILS

HARNESS OIL
NEATSFOOT OIL

Special Cylinder Oil (for steam engines).
A Gas Engine Oil (for gasoline engines).
Tractoriene Oil (for oil burning engines).
Veal Thresher's nes Oil (for use).

ng Results

ge firm in a Western city recently advertised ware and Metal Want ge for a man to fill a re- le position—result 21 re- This indicates that the ad. page is followed close- The man YOU want to h is reading this page.

ed.

MOSSBERG

ALL STEEL WRENCHES AND TOOLS

Mossberg Assortments of Popular Sellers

Display board, open end wrenches.

As a part of the progressive Mossberg policy of producing the leading standard repair tools, the most popular sellers in the line have been grouped and are offered on Display Boards and in Chests.

These silent salesmen are doing effective work for hundreds of dealers. They are offered free with a first order, and are an addition to any store. Why not let these efficient displays work for you?

Dealers, write for catalog and prices on complete Mossberg line. We have an interesting co-operative proposition for you.

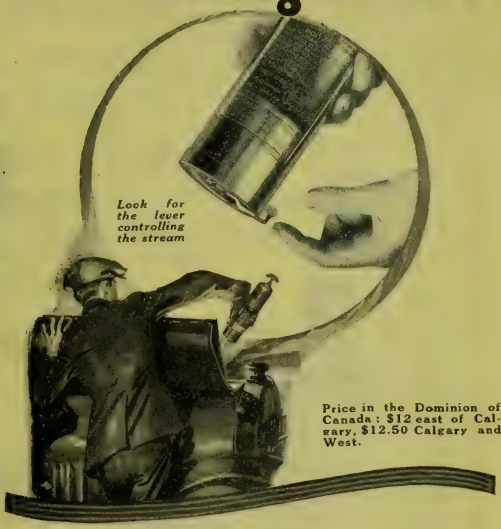
No. 300 Socket Wrench Chest. An excellent store fixture and business builder.

Our simple sales policy is to deserve your business.

Send for 203C Descriptive Catalogue

Frank Mossberg Company
Wrenchsmiths
Attleboro, Mass.

Johns-Manville Fire Extinguisher



A fire-fighter that sells itself on points---like all Johns-Manville Accessories

Any fire extinguisher is half sold in the shelf because people—particularly motorists—fear fire. Here is a machine to which every refinement has been added—two methods of operation, assuring mastery over any fire, make it a faster selling article in your stock.

It is not only safer, surer and more effective in fighting fire, but it is handsome in appearance—distinctive and attractive show case goods.

You can stock this machine with the fullest confidence that, regardless of the quantity you buy, it costs you no more than it costs the gross-lot buyer. Like all other Johns-Manville accessories, it is distributed on a clean-cut jobber dealer basis designed for your protection.

Unlike any other fire extinguisher the Johns-Manville can be discharged by compressed air previously pumped and temporarily stored. It is optional with the operator whether he employ this method or the ordinary one of pumping the stream.

THE CANADIAN H. W. JOHNS-MANVILLE CO., Ltd.
Montreal Toronto Vancouver Winnipeg
Hamilton London Ottawa

JOHNS-MANVILLE SERVICE
COVERS THE CONTINENT

THE SPHINX MFG. CO.

BIRMINGHAM, ENGLAND

Canadian Representative:

W. T. EVANS

1684 St. Urbain St., Montreal

"How to Hire, Train and Supervise Men"

"Getting Better Results From Salesmen"

Learn how successful business men handle these important problems by reading

Management and Salesmanship

By

Hugh Chalmers, Pres. Chalmers Motor Car Co.
John Lee Mahin, Pres. Mahin Advertising Agency

This book is written in a clear, concise style easily understood, every paragraph a mine of good solid facts prepared by these two thinkers and workers. You cannot afford to be without this book if you have management and salesmanship problems to solve.

The price is only 50 cents. Send for your copy to-day; the supply is limited.

MacLean Publishing Co., Ltd.

Technical Book Dept.

143-153 University Ave. - Toronto

Tallman Double Action Pump

Easy on Your Back

Saves Your Tires

Tallman Brass & Metal Co.

HAMILTON, ONT.

If interested, tear out this page and keep with letters to be answered.

The GARAGE as a MARKET for CARBORUNDUM PRODUCTS

THE GARAGE AND REPAIR MEN OF YOUR TOWN HAVE A LOT OF BUSINESS FOR YOU. GO AFTER IT WITH

CARBORUNDUM

VALVE GRINDING COMPOUND .. NIAGARA GRINDERS
GRINDING WHEELS .. SHARPENING STONES

ALOXITE CLOTH

Add these products to your accessory line. Every one of them is needed in the public and private garage, in the repair stations, in the auto machine shops and factories. They are needed to speed up repairs, to keep tools right. To grind and polish parts—to do a hundred and one tasks better and easier.

Get the interest of the auto repair men with the special Carborundum advertising—Use Carborundum window displays.

Glad to tell you more if you will write

THE CARBORUNDUM COMPANY

NIAGARA FALLS, N. Y.

Embargoes Don't Count Here

Be sure to remember, when ordering Ammunition, the variety and quality handled by **WHITES LIMITED,** which has always been in keeping with the good reputation of your store. Scores of **WHITES'** customers have experienced greater sales and more profits in dealing through them, and this will be your experience too. QUALITY can always be depended upon to produce results and make satisfied users, with resultant profit to you.

We carry everything in Ammunition. Anything you do not see mentioned here, and want, we're sure to have.

LOADED SHELLS

"DOMINION"
"REMINGTON"
Loaded with
Black powder or Smokeless powder.
Soft shot or Chilled shot.

METALLIC CARTRIDGES

An exceptionally wide range and large stock of DOMINION, REMINGTON and WINCHESTER Metallics.

SPORTING POWDER

"BLACK" "SMOKELESS"

Also Drop Shot, Chilled Shot, Primers, Percussion Caps, Empty Shot Shells, Gun Wads, Reloading Tools, Gun Cases and all sportsmen's and military supplies.

WHITES LIMITED
WHOLESALE HARDWARE & METALS
COLLINGWOOD - - ONTARIO

If interested, tear out this page and keep with letters to be answered.

Wanted

SITUATIONS VACANT

WANTED — HARDWARE SALESMAN TO handle improved line of garden tools as a side line. Box 301, Hardware and Metal.

WANTED—FURNACE REPRESENTATIVE TO sell well-established line in Eastern Ontario. One with knowledge of tinsmith trade preferred. Canada Foundries & Forgings, Ltd., James Smart Plant, Brockville, Ont.

WANTED — A FOREMAN FOR TIN AND sheet metal shop. One who also understands roofing and accustomed to the handling of men. Apply Wells & Emmerson, Port Arthur, Ontario.

FOR SALE

FOR SALE — GOOD PAYING HARDWARE business in Havelock, Ont., $4,500 stock in good condition. Will sell at sacrifice for quick sale. $3,600 cash. Will rent building reasonably or sell. Apply H. Buchanan, 1150 College Street, Toronto.

AN OLD ESTABLISHED HARDWARE BUSIness in a border town in Eastern Ontario; reason for selling, poor health. Apply N. Willard & Co., Prescott, Ont.

FOR SALE—ONE TON PURE PARIS GREEN —100-lb. kegs. 57 cents per pound. Cash with order. T. I. Thomson, Limited, Owen Sound.

Retail Hardware Business in Windsor, Ontario

OWING to the recent death of the owner the business of The Nelson Hardware Co., Ltd., established in Windsor for over 40 years, enjoying a steady profitable trade and with lease of its splendid location, is for sale. Apply to F. B. Brown, 269 St. James St., Montreal, Que., or E. A. Creary, Medbury Block, Windsor, Ont.

HARDWARE STOCK AND BUSINESS FOR sale in live town of 800. First-class farmers' trade. Hydro just coming in. Apply Box 360, Hardware and Metal.

FOR SALE—BUILDING AND HARDWARE stock in good live Saskatchewan village. Stock on hand about $6,000. Living rooms above. Good opportunity and terms for right man. Box 726, Hardware and Metal.

HARDWARE BUSINESS FOR SALE. STOCK about $25,000; right on the main street; buildings 25 x 120, two-story; owner retiring. Apply P.O. Box 275, Sudbury, Ont.

MISCELLANEOUS

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Ltd. Supplied by the trade throughout Canada (tf)

ADDING TYPEWRITER WRITE, ADD OR subtract in one operation. Elliott Fisher, Limited, Room 314 Stair Building, Toronto.

MANUFACTURERS DESIRING REPRESENtation in Montreal and the Province of Quebec are requested to send catalogs and to communicate with Imperial Supply Co., 104 Delorimier Ave., Montreal.

This page is the logical place for anyone in the Canadian hardware trade to place his "condensed" advertisements if he wants anything that can be supplied by any other Canadian hardwareman.

Do you want a clerk or store manager?

Do you want a position as clerk or travelling salesman?

Do you want a traveller?

Do you want to sell or exchange your business?

Do you want to buy a hardware business?

Do you want to buy or sell any store equipment?

If so, sit down now, and draft an advertisement for Hardware and Metal's "Wanted" page, setting forth just what you want, and stating your needs or qualifications.

Such an advertisement will automatically seek out for you, the only people you want to reach—those who are actively engaged in selling hardware, in Canada.

The cost?

Trifling! Two cents per word for first insertion and one cent per word for each subsequent insertion of the same advertisement. Each figure is counted as a word, and a charge of 5 cents extra per insertion is made when Box Number is required. In this way the advertiser's name is kept confidential.

Copy for Condensed Advertisements should reach the Toronto office of Hardware and Metal not later than Thursday morning to catch the current week's issue. In order to save unnecessary correspondence and bookkeeping, please remit with copy, preferably by money order.

MISCELLANEOUS

AN EXPERIENCED SALESMAN WOULD LIKE high grade lines for Montreal and Province of Quebec. Replies to Box 400, Hardware and Metal, 128 Bleury St., Montreal.

GOOD STENOGRAPHERS ARE WHAT EVERY employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

DOUBLE YOUR FLOOR SPACE—BY INstalling an Otis-Fensom hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only $70. Write for catalogue "B," Otis-Fensom Elevator Co., Toronto.

FIFTY DOLLARS TIED UP IN OLD FIXtures that you are no longer using would make a lot of money for you if invested in stock and turned over three or four times a year. Get your money out, by selling the fixtures to one of Hardware and Metal's readers who may be looking for exactly what you have to offer.

WANTED--A GOOD MAN

Man with good knowledge of hardware trade who can prepare trade literature, write sound business letters, and prepare articles on the big questions which are constantly arising and which affect the hardware trade. Must be able to interview big men in the trade, and discuss intelligently present-day problems as they affect various branches of the hardware trade, both at home and abroad. A good salary will be paid to the right man.

Apply Box 209.

Hardware and Metal
TORONTO, CANADA

Help Wanted

An ad for help in the Classified Advertising Section will bring the right kind of replies.

Try It Out.

Hardware and Metal
Classified Advertising Section
143-153 University Ave., Toronto

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NAILS

"From Ore to Finished Product"

WIRE NAILS

All Standard and Special Gauges.

Dominion Iron & Steel Company, Ltd.

Sydney, N.S. **Montreal, Que.**

Nail Wire, Rivet Wire, Oiled and Annealed Wire, Galvanized Wires, Plain, Barbed and Coiled Spring.

WIRE

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THE THOS. PINK COMPANY, LIMITED

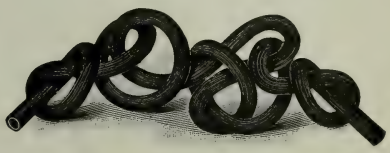
Manufacturers of Lumber Tools

PEMBROKE - - - - - ONTARIO

It's a Pink anyway you take it, and it's the best Peavey made.

"Multiped"

The Garden Hose That Doesn't Kink

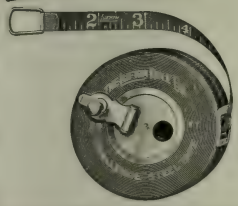


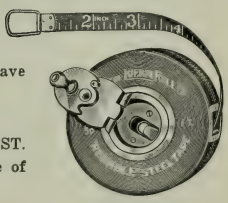
A MOULDED, CORRUGATED HOSE OF EXTRAORDINARY STRENGTH, MADE IN LENGTHS OF ABOUT 500 FEET.

MANUFACTURED SOLELY BY **GUTTA PERCHA & RUBBER, LIMITED**

Toronto, Halifax, Montreal, Ottawa, Fort William, Winnipeg, Regina, Saskatoon, Lethbridge, Calgary, Edmonton, Vancouver, Victoria

LUFKIN Measuring Tapes





are the market's staple in their line, and while guaranteed, have a reputation for dependability better than any guarantee.
ACCURACY is the backbone of that reputation.
Our tapes are well fitted in every way to do their work.
ON SALE EVERYWHERE. CATALOGUE ON REQUEST.
Ask also for circular of *Instantaneous* Readings, one of the many improvements brought out by us.

THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.

TINKER TOM'S TALKS.

Talk No. One Hundred and Fifty-two

If you can run your shop on three sizes "PREMIER" GALVANIZED STEEL SHEETS, don't order six. It's hard enough to get the three, and you save space, handling and money. Careful work will win the day!

TINKER TOM.

Look out for Talk No. 153 next week.

DOMINION SHEET METAL CO., Limited
HAMILTON, CANADA

Starrett Tools

The Precision Machinist Knows Good Tools

The precision workman is the one who insists on Starrett Tools, for he knows that no job can be right unless his fine tools are of unquestioned accuracy.

Starrett tools have been the choice of the skillful workman for many a long year.

Our catalog No. 213, showing 2,100 fine precision instruments, will be sent on request.

The L. S. Starrett Co.

The World's Greatest Toolmakers

ATHOL, MASS.

NEW YORK LONDON CHICAGO

42-797

STARRETT TOOLS

TRADE-MARK AND RETAIL SALESMEN'S NUMBER

HARDWARE AND METAL

Vol. XXX
No. 25

PUBLISHED EVERY SATURDAY SINCE 1888

THE MACLEAN PUBLISHING COMPANY, LIMITED
PUBLICATION OFFICE: TORONTO, CANADA

June 22
1918

THIS IS TRADE-MARK NUMBER OF
HARDWARE and METAL
AND THIS IS THE
TRADE-MARK

MADE IN
PREMIER
CANADA

OF CANADA'S OWN AND ONLY

GALVANIZED SHEETS

Just now the bulk of our Production is required for "War-Winning" Purposes, but most Jobbers have a fair assortment of "PREMIER" Galvanized Sheets for Trade Needs.

DOMINION SHEET METAL CORPORATION,
LIMITED
HAMILTON

Sell G.T.D. Leather Roll Automobile Screw Plates

to the Automobile Owner, Chauffeur and Repairman. Curtailment of automobile production means harder usage for older cars, consequently more repair work and more sales of automobile tools.

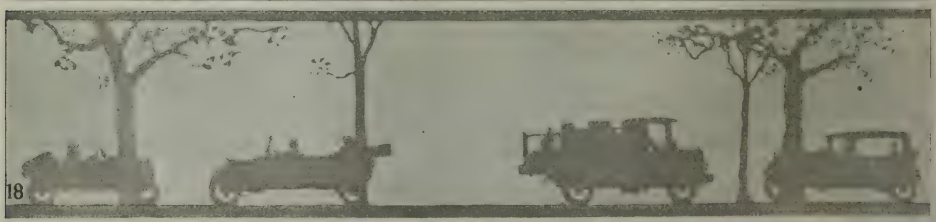
G. T. D. Leather Roll Screw Plates make an exceptionally strong appeal to the auto man. They are light in weight (No. 1475 shown here weighs but 3 lbs.) and compact, and cut S. A. E. Standard threads in all of the most common sizes.

Are you getting your share of the profits?

Better get in touch with us early.

Wells Brothers Co. of Canada, Limited
GALT, ONTARIO

GTD

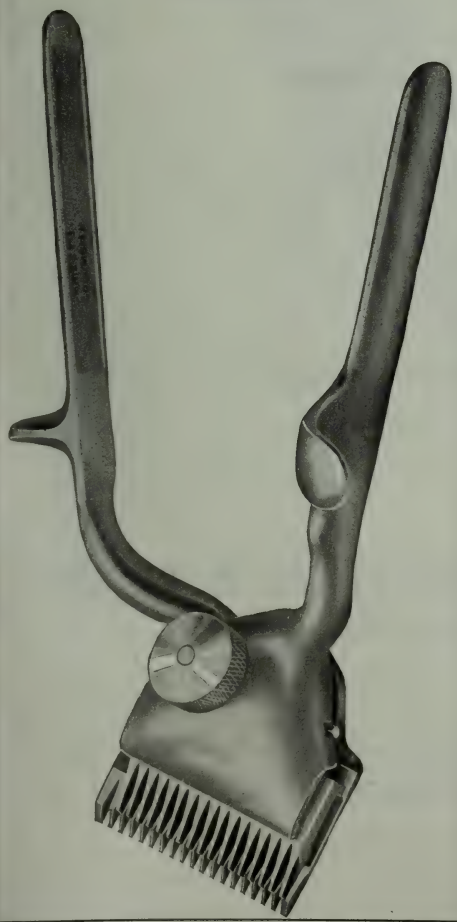


Priest's Toilet Clippers

You will make no mistake in getting acquainted with Priest's Toilet Clippers because you can depend upon them to satisfy your customers.

A. MacFarlane & Co. Montreal, Canada
Wiebusch & Hilger, Ltd. New York City

Selling Agents



"P.&W. Co." SMALL TOOLS

Taps, Dies, Reamers, Milling Cutters, Drills

Highest Grade Materials—Expert Workmen—Quality absolutely guaranteed.

PRATT & WHITNEY CO., OF CANADA, LTD.

Dundas Ontario Canada

Montreal, 723 Drummond Bldg.; Vancouver, 609 Bank of Ottawa Bldg.; Winnipeg, 1205 McArthur Bldg.

Yale Products made in Canada

Padlocks Door Closers

Night Latches Builders' Hardware

The name "Yale" helps make the first sale and assures repeat sales. Yale quality and Yale service-giving are a part of every Yale product. And the name Yale is put on them as a visible guarantee.

The name "Yale" helps make the sale.

Canadian Yale & Towne Limited, St. Catharines, Ont.

If interested, tear out this page and keep with letters to be answered.

UNIVERSAL

Universal Bread Maker

makes better bread than the baker at less cost. No loss of ingredients. Absolutely sanitary, because hands do not touch the dough.

UNIVERSAL Food Chopper

makes left-overs into palatable, nutritious dishes.

UNIVERSAL Coffee Percolator

The UNIVERSAL method excels all other ways of making coffee because the percolating process is practically completed and all the wholesome, aromatic and invigorating essence of the coffee is extracted before the water boils.

Sell UNIVERSAL Foodconservers

Write for Special Window Trim and sales helps.

LANDERS, FRARY & CLARK

New Britain, Conn.

:-: :-:

Canadian Representatives:

A. MacFarlane & Co., Montreal

If interested, tear out this page and keep with letters to be answered.

HIGH-CLASS TOOLS

The measure of your success is governed by the class of goods you have to sell, for there is something in the appearance of a well-made tool which carries to the mind a conviction of its efficiency. *That is "Selling Force," while the actual working qualities keep it sold.*

Particularly true is this of the **Disston Saws and Tools,** and in calling special attention to the

DISSTON
PLUMBS and LEVELS

you will find they stand in a class apart from others in regard to Quality of Material, Workmanship, Efficiency and Beauty of Finish.

The simplicity of the adjustment feature is one which will appeal to all users. Operated by double jamb-screws, easily accessible, the adjusting requires but a moment's time, is firm and secure, there being no spring tension to get out of order, nor can the screws rust in position.

The stocks are made of selected lumber, long and well-seasoned. All brass ends are of solid drop-forged metal, not hollow castings.

"DISSTON" is a guarantee of QUALITY

SOLD FOR NEARLY FIFTY YEARS

Look them up—It will pay you

WE ARE HEADQUARTERS FOR DISSTON GOODS

LEWIS BROS., LIMITED
MONTREAL

EVERYTHING IN HARDWARE
RAILWAY CONTRACTORS' and PLUMBERS' SUPPLIES
SPORTING GOODS, CUTLERY, PREPARED ROOFING, PAINTS and GLASS

If interested, tear out this page and keep with letters to be answered.

Announcing a new saw, "The Cavalier" Made especially for our trade—

Caverhill, Learmont Mail Orders

We take pleasure in announcing to the trade our new saw, "The Cavalier." It is made to sell at an attractive, low price. When quality, material and finish of this saw is considered, it will be seen *why* it should be a fast seller from the first.

"The Cavalier" is made from refined silver steel with skew back and fine, roomy handle. Has a well-balanced "hang" —accurate grinding and taper back.

Stocked in the following sizes:

Panel 18, 20 and 22 inches.
Hand 24 and 26 inches.
Kip 26 inches.

When ordering, remember we carry everything in harvesting accessories.

The mail order house with the reputation for 100% *reliable service, rapid delivery.*

Order Through

Caverhill, Learmont & Co.

MONTREAL

If interested, tear out this page and keep with letters to be answered.

The Motoring Public Constitute the Jury

Motorists say that National No. 805 Gliding and Swinging Garage Door Set is an exceptionally easy-working Garage Door Set—a push and the doors are open; a pull and they are closed. There is absolutely no binding friction.

When closed, doors fit snugly, swinging into the jamb against stops. Doors are perfectly weather-tight and as they open inwards, snow and nice cannot interfere with opening and closing.

When open, doors fold and slide against wall, occupying a minimum of space in the garage. One door is so hung as to open independently, giving free access to garage at all times.

Set No. 805 includes—No. 29 Latch, 1 Swivel Hanger, 6-foot Braced Rail, 4½ pair 4 x 4 Jap. No. 505 T.P. Butts, 1 No. 820 Chain Bolt, 1 No. 830 Foot Bolt, 1 No. 5 Pull, 1 4½" No. 30 Safety Hasp, all necessary bolts and screws.

Order a few sets of these and put them where they'll be seen. They'll soon go.

NATIONAL MANUFACTURING CO.

STERLING, ILLINOIS

If interested, tear out this page and keep with letters to be answered.

Crescent Brushmop

MORE PROFIT

because of

LESS SELLING EXPENSE

Show the prospective customer the advantage of buying a mop that will hold a scrub brush, making it unnecessary to get on the knees to scrub and the sale is made.

The "Canada"

The Crescent Brushmop

has an all-steel head and holds a mop cloth and scrub brush which may be used separately or both at one time.

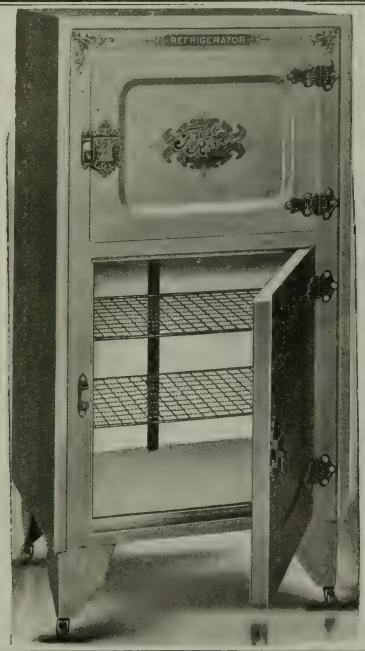
The "Canada" has a cast head and holds a mop cloth only. High grade copper-ed steel wire springs are used which hold securely and allows a quick and easy adjustment.

Metal parts are japanned to resist rust. Fitted with hardwood handle.

Manufactured by

Canada Steel Goods Co., Limited

HAMILTON, CANADA



Davidson's Well Known FROST RIVER

Refrigerator shown herewith

Made entirely of Sheet Steel Galvanized

The exterior is Japanned French Grey, beautifully finished with neatly decorated panels and corner scrolls.

The Food Chamber is coated with white enamel, thoroughly hardened and baked on in an oven of high temperature.

All inside parts are removable for cleaning purposes.

The drip pipe for the waste water has been carried outside the body, and does not run through the Food Chamber—as usual in other refrigerators.

Made in three sizes, the largest with double doors.

NOW is the time to get your Orders in for these goods and ensure prompt shipment.

The Thos. Davidson Mfg. Co.

LIMITED

Toronto Montreal Winnipeg

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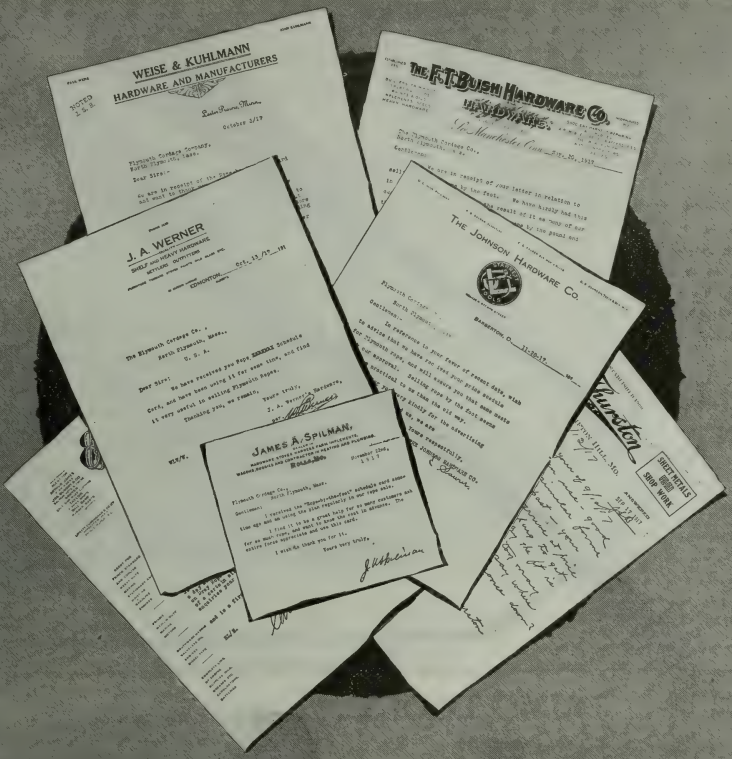


Mr. Dealer!

THESE progressive merchants have found a way to increase their profits and decrease their competition. They are using the Plymouth Rope-by-the-Foot plan for selling

PLYMOUTH ROPE

Are you using this common-sense method of selling the kind of rope your customers want?

We will gladly give information.

PLYMOUTH CORDAGE CO.

North Plymouth, Mass. Welland, Canada

INDEPENDENT CORDAGE COMPANY, Ltd.
TORONTO, CANADA *Canadian Sales Agents*

"YANKEE"

PLAIN RIGID DRIVERS

Cabinet Style No. 95
Standard Style No. 90

They cannot loosen in the handle in use or abuse.

You have our guarantee.

They are as durable as the high-grade steel that composes them, and will render faithful service for generations. The comfortable handle and various lengths of blades make them suitable for all classes of work.

Your Jobber Can Supply

NORTH BROS. MFG. CO.
PHILADELPHIA, PA.

OFFICIAL AWARD RIBBON
PANAMA PACIFIC INTERNATIONAL EXPOSITION SAN FRANCISCO 1915
PRESIDENT
PRESIDENT OF THE SUPERIOR JURY
DIRECTOR OF EXHIBITS
SECTY OF THE INTERNATIONAL AWARD SYSTEM
MEDAL OF HONOR
DEPARTMENT OF MANUFACTURES AND VARIED INDUSTRIES
CHIEF

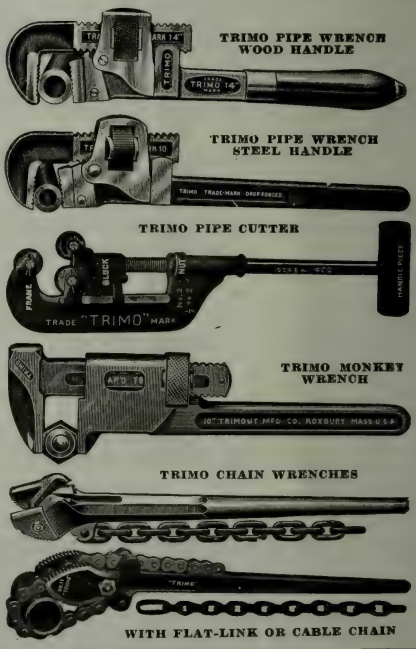
TRIMO TOOLS

Nut with Nut Guards

BE sure to ask for the Trimo Wrenches, both Pipe and Monkey. They are equipped with Nut Guards that prevent the accidental turning of the adjusting nut in close quarters, and with Steel Frames in the principal size that will not break.

SEND FOR CATALOG NO. 55.

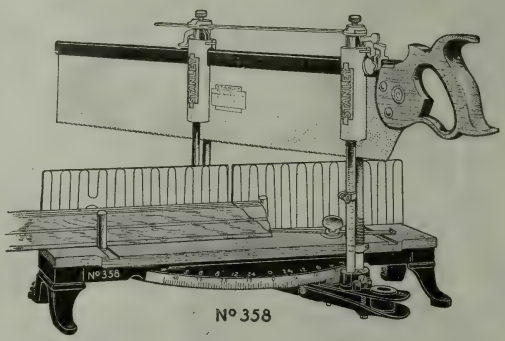
TRIMONT MFG. CO.
55-71 Amory Street
Roxbury, Mass.
U.S.A.



If interested, tear out this page and keep with letters to be answered.

If interested, tear out this page and keep with letters to be answered.

Stanley Tools



No 358

Stanley Mitre Boxes

STRONG—DURABLE—ACCURATE

A Few Striking Features

Saw is held above work when not in use.
Swivel is automatically locked at any angle.
Two sockets in swivel for use of long or short saw.
Narrow opening in back of frame, especially adapted for small work.
Steel rod uprights for saw guides.
Uprights adjustable for saws of varying thickness and for those that run out of true.
Stock guides for holding work in place.
Extra wide range of work—will saw an angle of 30 degrees.
One-piece frame with detachable malleable iron legs.
Construction thoroughly mechanical; all parts interchangeable and readily replaced if lost.
Quickly and easily put together or taken apart for carrying.

A special made back saw furnished with each box

Every mechanic that visits your store will be interested in this up-to-date mitre box. May we send you some special circulars containing complete description?

EVERY TOOL GUARANTEED

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.

STANDARD THE WORLD OVER

If interested, tear out this page and keep with letters to be answered.

GOODELL-PRATT

1500 GOOD TOOLS

QUALITY—PRESTIGE —STABILITY

The QUALITY of Goodell-Pratt 1500 Good Tools is the result of painstaking care in the selection of raw materials; accuracy in manufacturing, by a skilled corps of interested workmen; rigid inspection and careful wrapping and packing.

The PRESTIGE of the Goodell-Pratt Company is the result of years of slowly accumulating satisfaction among our customers; the kind of satisfaction that appreciates the value of **service,** both before the sale is made and afterward; the kind of service that moves goods from your shelves to the customers' hands.

The STABILITY of the Goodell-Pratt Company is the result of building the business on a foundation of Quality and Service.

Goodell-Pratt 1500 Good Tools means something to you dealers, and Goodell-Pratt advertising, through Mr. Punch, is creating an enormous demand for Goodell-Pratt 1500 Good Tools. The live Hardware and Accessory Dealers who are taking advantage of this advertising and pushing these quality tools are enjoying the natural result of quick sales and good profits.

Goodell-Pratt Company

Greenfield *Toolsmiths* Mass., U.S A.

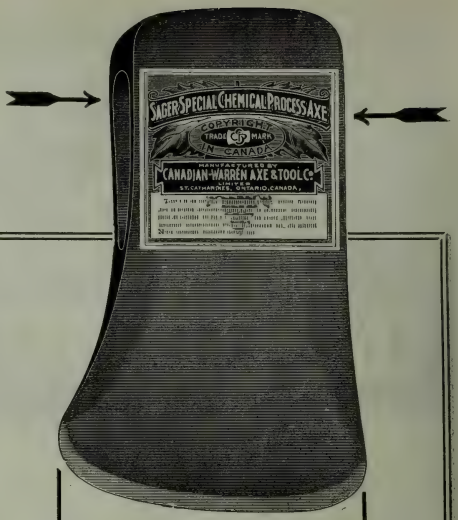
If interested, tear out this page and keep with letters to be answered.

The 'Feel' of a Good File

Did you ever watch a really capable mechanic test a file? He has a way of passing a sensitive thumb over its teeth. Instinctively, unfailingly, he thereby determines whether it is fit for use.

This man always chooses *"Famous Five."* He never buys blindly. He can *"feel"* that a *"Famous Five"* is right. He can feel its sharp, keen-cutting teeth, arranged in rows of perfect uniformity. There is no doubt in his mind. He buys *"Famous Five."* He makes sure of satisfaction.

To get this trade and satisfy him specify *"Famous Five"* Files when ordering from your jobbers.



WHY NOT BE GUIDED BY THE JUDGMENT OF HUNDREDS OF WELL KNOWN LUMBERMEN, WHO ACKNOWLEDGE THE SUPERIORITY OF

"SAGER AXES"
AND
"SOO LINE"
LOGGING
TOOLS?

GET THE HABIT.
(AND THE PROFIT)

Canadian Warren
Axe & Tool Co.
LIMITED
ST. CATHARINES, ONT.

Soo Line
Logging Tools

If interested, tear out this page and keep with letters to be answered.

"Quality METALLIC First"
SHINGLES SIDING CEILING CORRUGATED IRON TROUGH AND PIPE, ETC. ETC.

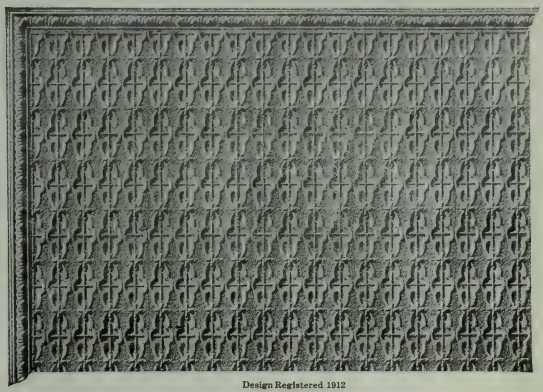
Just a little bit of "hustle"

will land you dozens of orders for "Metallic" wall and ceiling jobs.

We help you in every conceivable way and there's a good profit for you.

Don't overlook this "bet." Drop us a card to-day for our catalogue and full information.

Stock carried by
GEO. W. REED & CO., Ltd.
37 St. Antoine St., Montreal



Design Registered 1912

The Metallic Roofing Co., Limited
TORONTO MANUFACTURERS WINNIPEG

When in need of

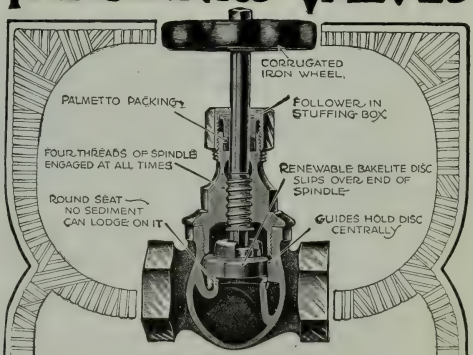
Wrapping Paper
Twines & Cordage

Brooms
Brushes
Baskets

Grocers' Sundries

Walter Woods & Co.
Hamilton and Winnipeg

FAIRBANKS VALVES



Renewable Disc Valves

The only tool required is a wrench to remove the bonnet. The vise, hammer and cold chisel are all eliminated. Once sold always demanded by your trade.

The Canadian Fairbanks-Morse Co., Limited
"Canada's Departmental House for Mechanical Goods"
St. John, Quebec, Montreal, Ottawa, Toronto: Hamilton, Windsor, Winnipeg, Saskatoon, Calgary Vancouver, Victoria.

If interested, tear out this page and keep with letters to be answered.

Genco RAZORS

A Square Foot of Selling Space

That Can Be Made Very Profitable In Your Store

THE space occupied by this Genco Razor Display Case is about one square foot. Besides containing and protecting the razors, it catches and holds the eye and gives the goods a pleasing display. As a salesman it is on the job every minute.

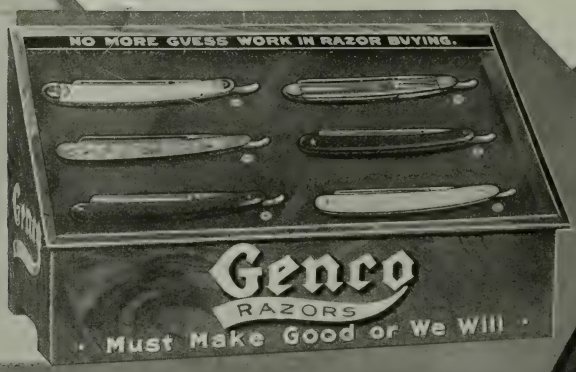
The case is made of pressed steel, with handsome Circassian walnut finish. It holds six Genco Razors of different design on constant display against a background of Royal Purple plush and there is ample room beneath for carrying stock.

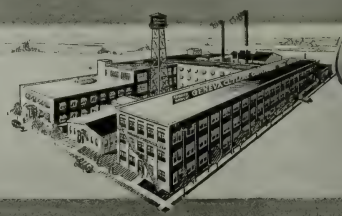
All current Genco Razor advertising features this case prominently. It goes to work for you the minute it appears on your counter. Let it be a reminder to your customers of the 500 master cutlers who, in the largest high grade razor factory in the world, grind the quality in and the guess work out of Genco Razors.

We are making a special proposition which included one of those display cases free with your first order. Write for the details of this offer now, while the matter is fresh in your mind. It's quite a good thing. Mention the name of your jobber when writing us.

GENEVA CUTLERY COMPANY

159 Gates Avenue, Geneva, New York





WE DO NOT MAKE ALL THE ENAMELED WARE BUT WE MAKE THAT GOOD KIND WITH THE MARK

PEARL WARE DIAMOND WARE

SMP WHITE WARE

Every home should have a complete line of Enameled Ware because of its durability, cleanliness and attractiveness. You will satisfy your customers by recommending any of the above lines.

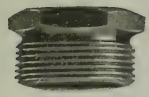
SHIPMENTS MADE PROMPTLY

THE SHEET METAL PRODUCTS CO. OF CANADA LIMITED

Montreal TORONTO Winnipeg

If interested, tear out this page and keep with letters to be answered.

"—then we know they ARE clean"



A size and style for every car

Sterling Spark Plugs

There is no guess work about cleaning Sterling Spark Plugs; no danger of encrusted carbon remaining.

Sterling Plugs are separable; when taken apart the porcelains are entirely bared; every trace of carbon may be removed.

Re-assembled, the plugs are clean all over and you know they ARE clean. You will appreciate the even torque when all cylinders fire regularly.

If your car was not factory equipped with separable spark plugs you will replace them. Then put in Sterlings and note the sweeter running motor.

Sterling Plugs are rugged and durable—built to withstand rapid changes in cylinder temperature and to give long service.

For sale by progressive garages and supply dealers.

Lockwood-Ash Motor Co.

Main Street Jackson, Mich. (40)

If interested, tear out this page and keep with letters to be answered.

RELIABLE
TRADE MARK
Canadian Products

Bigger Profits From Your Dry Cell Sales—Write Me Personally for My Plan

W. M. Turnley, Manager
The Dominion Battery Co., Limited, Toronto

I WANT to tell you how to increase your Dry Cell sales and how to make more money on every sale. If you're getting ALL the Dry Cell business in your community, my plan will increase your **profits.** And, if your Dry Cell business can stand more prosperity, you surely should write me immediately. At any rate, since it costs nothing to learn what I have to offer—**write me now.**

Here's a better Dry Cell that satisfies everyone — the RELIABLE. Dealers like to sell it—users like to buy it. Made in four types for every Dry Cell use—Ignition, Telephone, Regular and Three-volt Lighting — each type the best when used in the service for which it is intended. RELIABLE Dry Cells sell too fast to lose their power on the shelf. Still, RELIABLE Dry Cells are made to have extraordinarily long shelf life.

THE DOMINION BATTERY COMPANY
Limited
736 Dundas St. East **Toronto**

"Lively and Lasting"

Westclox

Westclox is the trade mark on the dial of every timepiece made by the Western Clock Co. It is a pledge of quality.

BIG BEN, Baby Ben and Sleep-Meter are the best known *Westclox* timekeepers.

All *Westclox* alarms keep good time. They all have the patented *Westclox* construction — a better method of clock making.

To ring on time, an alarm clock must run on time.

Western Clock Co.—*makers of Westclox*

Big Ben—Baby Ben—Pocket Ben—America—Lookout—Ironclad—Bingo—Sleep-Meter

La Salle, Ill., U. S. A. Factories at Peru, Ill.

This is what we say to your customers in the June 22nd issue of the Saturday Evening Post and other National mediums
Western Clock Co., Toronto Office, 58-64 Wellington St. West

STARRETT HACK SAWS CUT QUICKER LAST LONGER

NO. 102 STARRETT

A Guide to Hack Saw Thrift

Your customers naturally want to secure the last ounce of work from hack saw blades and this is only possible when they bring the right blade and the right job together. You can help them do this by supplying each one with a

Starrett Hack Saw Chart

It tells instantly what number blade to use for any kind of metal or for any particular job. It tells which saw will do the work quickest and with maximum endurance—in fact it is a real guide to hack saw thrift.

Your customers will appreciate this Starrett Service for it insures their doing the most work in the shortest time and at the least expense.

A Starrett Hack Saw Chart MA., will be sent free to any address. Ask for it.

The L. S. Starrett Company

THE WORLD'S GREATEST TOOLMAKERS

Mfrs. of Hack Saws Unexcelled

ATHOL, MASSACHUSETTS

NEW YORK LONDON CHICAGO 42-793

NO. 250 STARRETT

If interested, tear out this page and keep with letters to be answered.

Place Your Order Now & Anticipate the After War Rush

THE output of our famous WILKINSON Silver Sword-Steel Razors has been largely restricted through War requirements. We feel the time has arrived when factors and retailers should be placing their orders for "After-the-War" delivery, and we invite such orders, to be executed in strict rotation as received. Every effort made to meet sample orders from present limited output.

The
World-Famous
WILKINSON
Sword-Steel RAZOR
—The envy of every man who loves an easy shave.

Made from our Special Steel, and Ground, Hardened and Tempered by Special Process.

These Razors are fully guaranteed.

The
PALL MALL
7-Day
SAFETY SHAVER,
in Best Leather Case. Extra Blades may be obtained for the "Pall Mall" Safety Razor. The blades are *solid*, therefore most suitable for *stiff* beards and tender skins.

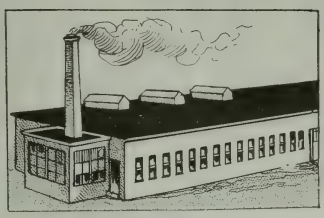
We are Makers of **Razors, Shavers, Swords, Guns, Pistols, Camp Equipment, Hunting Knives, etc.**

The
WILKINSON SWORD CO., Ltd.,
53, PALL MALL, LONDON.

T. H. RANDOLPH, *Managing Director.*

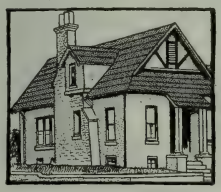
If interested, tear out this page and keep with letters to be answered.

For Barns and Silos



For Flat Roofs on Factories and Stores

There's a Lot of Re-roofing Being Done This Season



For Homes

Last winter was a hard one on old roofs, consequently there's a lot of re-roofing business being done this year.

On account of its reasonable price, its reputation for durability, and the ease and speed with which it may be laid—which is a considerable advantage when labor is so scarce and so dear—

Brantford Asphalt Roofing is a ready seller.

There are doubtless many opportunities to sell

Brantford Asphalt Roofing

Brantford Rubber Roofing, Brantford Asphalt Slates, Standard Mohawk Roofing and our other lines in your locality. We have roofings suitable for all purposes. Write for booklets and prices.

Brantford Roofing Co. Limited

Head Office and Factory: Brantford, Canada

Branches at Toronto, Montreal, Halifax

If interested, tear out this page and keep with letters to be answered.

BT Ready-to-Ship Pumps

Seven Perfect Pumps

The BT line includes seven pumps—seven pumps that satisfactorily meet with every demand—seven pumps, better in design, better in workmanship and better in price than any other pumps of their kind. BT Pumps are ready to ship, ready to sell, and practically ready to instal. For house or barn, engine or windmill, outside cisterns, shallow wells and deep wells.

And they are easy to handle. You buy and stock and sell them as you please—the service we always give makes the selling easy and convenient for you.

PUMP CYLINDERS

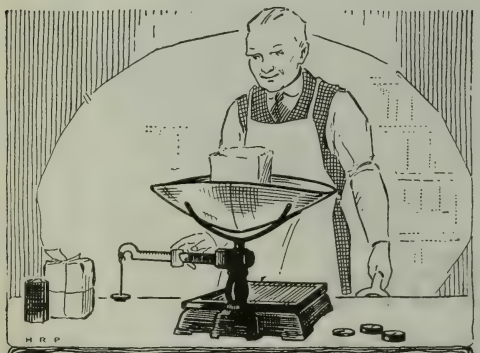
Our ready-to-ship idea cut down our cylinder varieties to only 67 sizes. This is of benefit to us, the dealer and consumer. We are now making them better and cheaper and selling them for less money.

BT Pump Leathers are cut, formed and finished with the greatest care. Only best portions of hides are used, and will keep in stock for years without deterioration.

Our catalog explains thoroughly advantages of selling BT Ready-to-ship Pumps, Pump Cylinders and Pump Leathers.

Beatty Bros., Limited, Fergus, Ontario

St. John, N.B., Montreal, Que., Winnipeg, Man., Edmonton, Alta.



Fairbanks Scales

For over 85 years Fairbanks Scales have been the World's Standard for accurate weighing.

The Canadian Fairbanks-Morse Co., Limited

"Canada's Departmental House for Mechanical Goods"

St. John, Quebec, Montreal, Ottawa, Toronto, Hamilton, Windsor, Winnipeg, Saskatoon, Calgary, Vancouver, Victoria

More-Profit Pumps ---Real Profit

No use to sell a pump that makes trouble for a dealer with his customer.

The trouble is remembered. The cost of repairs is dead loss of time and temper. The dealer suffers.

"Aremacdee" hand and motor metal pumps for force or lift use, every kind, are shown in the big catalogue.

Dealers, ask for prices and terms. Get real profits on your metal pump sales.

The R. McDougall Co., Limited

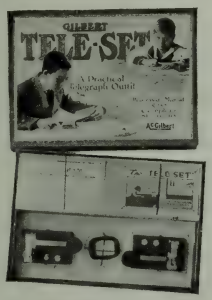
GALT, CANADA

GILBERT TOYS

Here are some of the newer toys which have been added to the Gilbert line. They appeal to the large number of boys who are interested in electricity and offer them an opportunity to study many different applications of this wonderful force. A manual of instructions, written in good plain boy language is included with each outfit explaining its possibilities so that the boy's interest is aroused and held.

These toys will be nationally advertised this year along with all Gilbert Toys and boys in your town are going to want them. Be sure your stocks are complete.

We will gladly send you our complete catalog or have our representative call upon receipt of your request.



TELE-SET

A new addition to the Gilbert Electrical Toys. It comprises two complete telegraph outfits with interesting and instructive manual on telegraphy, at a price where all boys who are electrically inclined can afford to buy it.

Retails in Canada $2.65

PHONO-SET

Another new Gilbert Electrical Toy. A practical set of two miniature telephones. Will operate from cellar to garret or from house to house. Entirely different from other electrical toys.

Retails in Canada $5.95

ELECTRICAL SETS

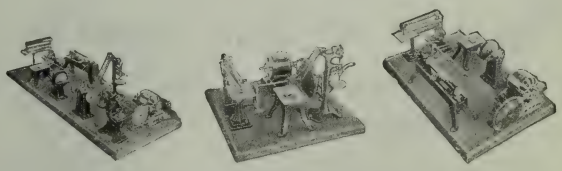
These sets are the foundation of the Gilbert Electrical Toy line. They have been improved every year until now they represent the best value for the money on the market. They give a boy an excellent elementary course in electricity. You should have a quantity of each size on hand.

Retails in Canada .....$1.50 to $15.00

WIRELESS TELEGRAPH OUTFIT

This outfit contains complete apparatus together with illustrated manual of instructions for teaching a boy the fundamentals of Wireless Telegraphy. Complete with two sending and receiving stations. Operates with buzzer instead of ticker. An excellent seller.

Retails in Canada $7.50



MINIATURE MACHINERY

The latest addition to Gilbert Toys. A complete line of actual working Toy Machinery. With these toys a boy can have a complete machine shop or a single machine. They are sold separately, or with direct drive motors, or as a completely set up shop with motor power attached. Made of cast iron black enameled finish, with nickel plated parts, they look real and have a big appeal to the boy who is mechanically inclined.

The usual big advertising on Gilbert Toys will include these new items and many of your boy customers will want them.

Retails in Canada .....$1.50 to $37.50

THE A. C. GILBERT-MENZIES CO., LIMITED

439 KING ST. W., TORONTO

If interested, tear out this page and keep with letters to be answered.

CANADA
FOUNDRIES & FORGINGS
LIMITED

DIAMOND "G"

The diamond is the most brilliant and most valuable gem which Nature has created, and Mother Earth seems to guard well the secret of the origin of the jewel.

"G" is the highest and most perfect note in the scale of music, and to reach it has been the life ambition of all true artists.

Diamond "G" means MERIT and a perfect combination of good qualities—a small thing to look for, but a big thing to find.

Originated and Perpetuated as a token of Refinement by

THE JAMES SMART PLANT

BROCKVILLE, ONTARIO
WINNIPEG, MANITOBA

Why You Should Be A Michelin Dealer

No. 10

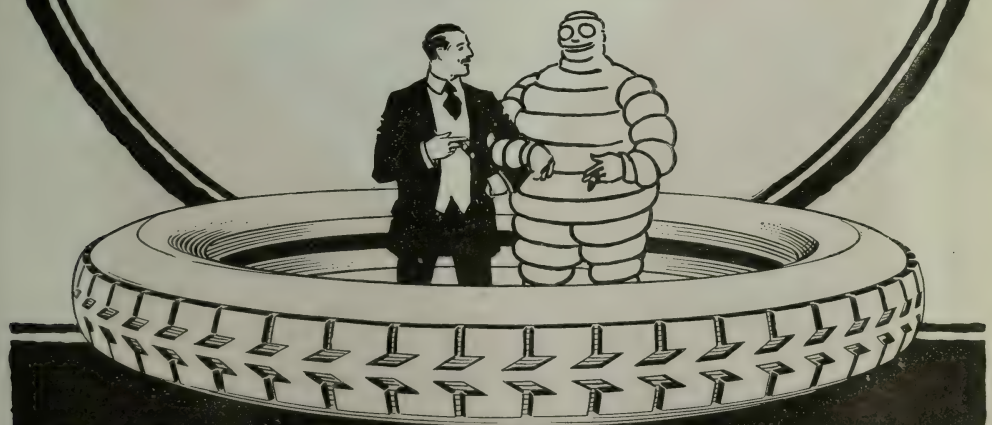
Michelin Dealers Stick to the House of Michelin

Many Michelin Dealers who started with Michelin in a small way fifteen or more years ago in the very infancy of the tire business have grown big and prosperous by sticking to Michelin through all these years.

The loyalty of Michelin Dealers is due not only to the fact that Michelin builds the best tire that money and brain can make—but also because Michelin realizes that only by aiding the dealer to achieve success can Michelin prosperity be ensured.

If you want to join forces with an organization of which you can become a permanent, prosperous unit—then by all means write to Michelin. Do it today!

MICHELIN TIRE COMPANY of Canada, Ltd.
782 St. Catherine Street West, Montreal



MICHELIN

A METAL FOR EVERY USE IN THE WORLD

This is one of them.

Mr. Salesman—Are you giving your firm and your customers mutual service by recommending and selling *Hoyt Metals—Hoyt's Frost King, Nickel Genuine and Trojan Babbitts, Hoyt's Bar and Wire Solders, etc?*

Do you realize the importance to the consumer, your customer of getting exactly what he asks for, of getting the certain grade of babbitt his job requires?

Hoyt Metals are always accurate to the finest point—long experience (*over 40 years*) has taught us how. You need never hesitate to recommend *Hoyt Metals* to your firm as the kind that brings and holds satisfied customers.

HOYT METAL COMPANY
TORONTO, CANADA
LONDON, ENGLAND NEW YORK ST. LOUIS

If interested, tear out this page and keep with letters to be answered.

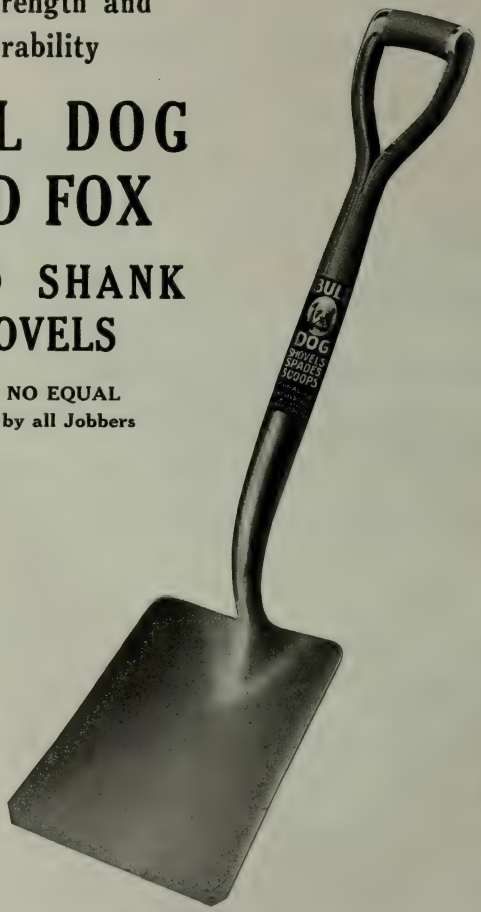
"Highest Ideal of the Shovel Making Art"

For Strength and Durability

BULL DOG AND FOX

SOLID SHANK SHOVELS

HAVE NO EQUAL
Stocked by all Jobbers



Brands:

SOLID SHANK
BULL DOG AND FOX

SCOOPS
MOOSE AND BLACK CAT

The Canadian Shovel & Tool Co., Limited

HAMILTON, CANADA

If interested, tear out this page and keep with letters to be answered.

Stars of the mantle world

THE Hamilton Gas Mantle Co.'s gas mantles won gold medals at the Franco-British Exhibition in 1908, Canadian National Exhibitions in 1914 and 1915. They are the only mantles that hold their brilliancy for over 2,000 hours, are made from the finest grade of materials and are made for use on artificial and natural gas as well as for gasoline, kerosene, acetylene and liquid gas. They are made in all styles and sizes to suit every requirement of the trade.

THE FOLLOWING WHOLESALERS SELL HAMILTON MANTLES

Walter Woods & Co., Hamilton, Ont.
Wood, Alexander & James, Hamilton, Ont.
Lumsden Bros., Hamilton, Ont.
Macpherson Glassco Co., Hamilton, Ont.
Geo. E. Bristol Co., Hamilton, Ont.
H. S. Howland & Sons, Toronto, Ont.
James Wilkins Co., Toronto, Ont.
Thomas Wilkins Co., Toronto, Ont.
G. Norman Clark Co., Montreal, Que.
Steadman Bros., Brantford, Ont.
Hobbs Hardware Co., London, Ont.
Walter Woods & Co., Winnipeg, Man.
Miller-Morse Hardware Co., Winnipeg, Man.
Wood, Vallance, Ltd., Winnipeg, Man.
Merrick Anderson Co., Ltd., Winnipeg, Man.
Marshall Wells Hdwe. Co., Ltd., Winnipeg, Man.
Wood, Vallance & Adams, Ltd., Calgary, Alta.
J. H. Ashdown Hdwe. Co., Ltd., Calgary, Alta.
Revillon Wholesale, Ltd., Edmonton, Alta.
Canadian Lighting & Heating Co., Edmonton, Alta.
Marshall Wells Hdwe. Co., Ltd., Edmonton, Alta.
Hewitt & Black, Ltd., Medicine Hat, Alta.
McPherson Bros., Medicine Hat, Alta.
J. H. Ashdown Hdwe. Co., Ltd., Saskatoon, Sask.
Western Lighting Agencies, Ltd., Saskatoon, Sask.
The Albert Lea Gas Light Co., Moose Jaw, Sask.

Order through your Wholesaler

The HAMILTON GAS MANTLE COMPANY, Limited

Toronto Head Office and Factory **Montreal**

HAMILTON, CAN.

If interested, tear out this page and keep with letters to be answered.

The REASON

For the Creation, the Fall, and the Rise

The original creation of a flexible back hack saw blade was the outgrowth of the dissatisfaction arising from the constant breaking of the "all hard" blade.

While an "all hard" blade may have a perfect cutting edge, the blade itself is so hard or brittle, that a twist is liable to break it.

Users strongly objected to this continual breakage.

Then came the flexible saw. While it would not break, neither would it cut. Most manufacturers forgot all about the "cutting ability" of a blade and devoted their efforts to making it "flexible."

As a result of this "extremity" in the desire to produce a flexible blade without due regard for its cutting edge, mechanics and users everywhere lost faith in all flexible blades—and even in this advanced age thousands of men still hold to their old-time prejudice against a flexible hack saw blade.

"The Victor Flexible" won't break and will cut"

But we Victor folk, after exhaustive research work and the creation of a scientific process have developed a hack saw blade that *won't* break — and *will* cut! It not only cuts when it is new, but continues to cut until the blade is worn out. Further, we guarantee it to cut as well as any "all hard blade" on the market; and under reasonable conditions, we guarantee it not to break!

Victor "Flexible" Hack Saw Blades are intended for hand frame use only. They are not intended for power machine work.

Victor "All Hard" Blades are used for both hand frames and power machines.

"VICTOR FLEXIBLE"

The Hack Saw of True Economy

Economy does not consist in the reckless reduction of first cost. On the contrary, such a course usually leads to inefficiency and increased expenditures.

This is more true of Flexible Hack Saw Blades than any tool we know of.

Some people believe that the spirit of the times is "Rush." But it isn't. The dominant spirit of the times is effectiveness. Anything done effectively is done quickly because no time is lost.

We make Victor Flexible Hack Saw Blades for the kind of work that a "Flexible" saw will perform better than any other blade.

"The Victor multiplies efficiency"

For the kind of work that a Flexible blade is intended to do, the "Victor Flexible" is the most effective and economical Hack Saw Blade ever produced. This blade multiplies the efficiency of the man who uses it; and therefore it multiplies the efficiency of everyone connected with that man's work.

A Victor Flexible Blade is a very small thing. It looks very much like all other hack saws. But put it to an actual metal cutting test, and the difference will soon be apparent.

The Victor Flexible is made exclusively for hand frame work

This Victor Flexible Blade is made exclusively for hand frame work.

For power machine work, we recommend our Victor All Hard Blade. But as this booklet is intended to set forth the merits of our "Flexible," we will concentrate our talk on this one style of blade.

ESTABLISHED ORDER CHANGED

In the past there have been some Flexible Blades on the market which would not do as much work as "all hard" blades. For this reason some mechanics have concluded that no Flexible Blade could be as efficient as an all hard blade.

VICTOR SAW WORKS, Ltd.

HAMILTON, CANADA

If interested, tear out this page and keep with letters to be answered.

The efficiency of "Victor Flexibles" has changed the established order of things. Here are some of the virtues of this Super Hack Saw Blade:

1. Victor Flexible Blades are made from a high-grade alloy steel containing Tungsten, Silicon, Manganese and Carbon. We *do not use spring tempered steel.*

2. Some of the principles employed in the construction of our Flexible Blade are the same as we employ in the construction of our all hard blades. For example: All teeth in Victor Saws are milled, not punched. The "punching process" rounds the edges of the teeth and tends to crooked cutting. "Milling" is the slower and more expensive method, but it is also more "effective" —and in the long run, it pays.

3. If you bend a "Victor Flexible" excessively, the edge will show a clean break for about ⅛ in. from the cutting base of the teeth. But the back of the blade will not break, as it is scientifically tempered to a flexible degree. This proves that the blade is hardened just where it should be hard —and that it is flexible where it should be flexible. In our Victor Flexible Blade the teeth are set by our patented process. We have gained by this process a very definite advantage—and it is largely responsible for distinguishing the Victor Flexible Blade as the "Super-Saw" for hand frame use.

When sawing in ash and rosewood, it will not break

4. Ends are tempered by a special process. This insures increased tensile strength—and prevents the ends from breaking or eyes pulling out.

5. Victor Flexibles are constructed on the same principle as a cold chisel; for the cutting edge *only* is hard.

6. The reason for the popularity and success of the Victor Flexible is this: Regardless of cost, we have always preferred to make the blade scientifically right. Victor Flexible Blades are popular because they are sturdy in the hands of unskilled as well as skilled workers, returning the greatest value per dollar on the buyer's investment.

Does it help any to hear the owner say: "Patch' him up, doctor

When a loose brick falls from a chimney and lights on your head, does it help you any to hear the owner of the building say: "Patch him up, Doctor, I'll pay the bill."

Wouldn't it have been better to construct the chimney right in the first place?

Some people are willing to spend a lot of money to untangle errors and make up for lost efficiency. But the wiser course has always been ours; we make Victor Flexibles right in the first place. We believe in prevention, rather than reparation.

WE MAKE NOTHING BUT HACK SAWS

One reason why Victor Hack Saws have attained their position of dominance is that for over twelve years we have concentrated all our energies on the perfection of *hack saws.* We do not scatter our attention; we have focused all our powers and research work on one tool.

To-day, more than at any other time in the history of the world, people are interested in economy. Everyone is beginning to realize the wicked extravagance of doing things twice, when a little care surrounding the "first effort" would have accomplished the desired result.

Its success is due to intelligent research work"

Intelligent research work, hard thinking, preparedness, concentration! These have been the watchwords of the Victor Institution; and it has been the fundamental principle back of these words, that has, according to all tests, made the Victor Hack Saw, the most economical saw in the world.

VICTOR SAW WORKS, Ltd.
HAMILTON, CANADA

If interested, tear out this page and keep with letters to be answered.

Sell Handles that are Most in Demand

STILL'S

There are more of STILL'S HANDLES sold in Canada than any other make. What's the logical conclusion of this fact?—*they are the best.*

There's a Still Handle to meet every need: Axe, Pick, Sledge and Hammer Handles; Cant Hook and Peavie Handles.

There's nothing like selling the best of everything. Good profits in our handles, too.

J. H. Still Mfg. Company

ST. THOMAS -:- ONTARIO

Terry *for washers*

— outsizes, or standard patterns—in any section **Steel** or other metals—we can make to meet your needs.

— advanced productive methods—high ideals of quality and service, enable us to ask for your orders with confidence. May we quote for your needs?

Herbert Terry & Sons Ltd.

The Spring and Press Work Specialists

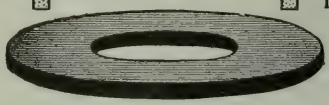
REDDITCH, ENGLAND

Established 1855—Entirely British

Wrought and Steel Plate WASHERS OF ALL DESCRIPTIONS

ROUND AND SQUARE

PLAIN OR GALVANIZED



Annealed Rivet Burrs; Felloe Plates; Sheared and Punched Plates; Malleable Washers and Cast Iron Washers.

PROMPT SHIPMENTS

We Guarantee Quality and Service.

Wrought Washer Mfg. Co.

MILWAUKEE, WIS.

HARD USAGE

emphasizes the superiority of

P⨯H

TRADE MARK

Quality Files

They are rugged tools made to stand up under the exacting demands of modern industry.

Fine materials and fine workmanship go into their manufacture.

On the basis of actual performance they are "The Standard of File Efficiency."

Port Hope File Mfg. Co., Ltd.

Port Hope, Ont.

"Ask Your Jobber"

Satisfaction to Your Customer

and its relation

To Your Profits

Satisfaction has a much broader meaning than appears on the surface.

Satisfaction is not only synonymous with success, but it determines whether you will remain in business or not.

Satisfaction in razors presupposes the AutoStrop—why?

Because the

AutoStrop Safety Razor

is the only razor that sharpens its own blades automatically—it is the only one which is always "on deck"—always ready to give *your customer* a clean, comfortable, velvety shave, which is the only satisfactory shave.

Satisfaction! This means satisfaction to your customer? Service of this kind means that the satisfied customer will return again and again to your store for the things he requires. It means that, in addition to making a handsome profit on your sale of an AutoStrop Safety Razor, you will also make satisfactory profits on his *repeat business*.

It pays, and pays well, to push—energetically—the AutoStrop, the only Safety Razor which never fails to give real, more business-producing satisfaction.

Order through your Jobber or Direct.

AutoStrop Safety Razor Co., Limited

83-87 Duke Street - - Toronto, Ontario

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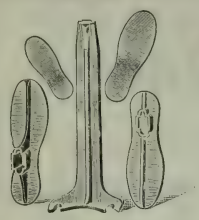
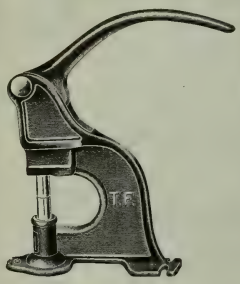


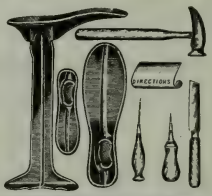
Cobblers' Outfits and Fittings

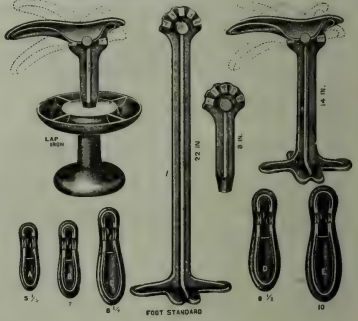
Will prove extraordinary sellers this year because more shoe repairing is most certain to be done. They are attractively finished. High in quality.

We can supply any style of Cobbler outfits.

Order from your jobber or direct.







Taylor-Forbes Company, Limited

Taylor-Forbes Co., 246 Craig St., Montreal.
H. G. Rogers, Ltd., 147 Prince William Street St. John, N.B.
Canadian United Mfrs. Agency, London, Eng.

Head Office and Works:
Guelph, Ont.

Taylor-Forbes Co., Ltd., 1070 Homer Street, Vancouver.
H. F. Moulden & Son, Travelers' Building, Winnipeg.

If interested, tear out this page and keep with letters to be answered.

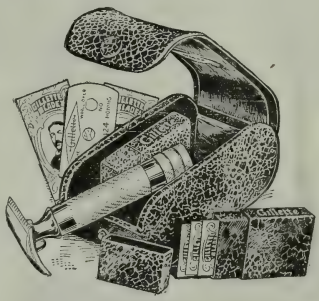
Making Ten Blades of Steel Grow Where One Grew Before

We have simply had to do it!

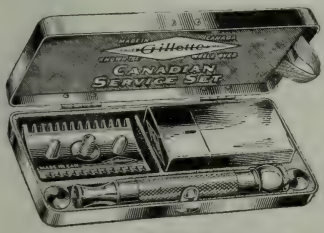
The normal peace-time expansion of the Gillette Safety Razor business might have seemed remarkable in other industries—though we had grown accustomed to expect and provide for it. But the expansion brought by the war has gone far beyond our expectations.

Never before have the men of many nations lived together so intimately as in the Allied Armies Overseas. Never before has there been such an exchange of ideas. Never had we dreamed of such enthusiastic man-to-man boosting for the Gillette Safety Razor as is going on "over there."

We are sharing with the Gillette factory in Boston the task of supplying the Allied armies—and the Allied world—with Gillette Razors and Blades. Our share includes the British Isles, Australasia, India, South Africa, Fiji, and as many Overseas troops as we can supply—in addition to the rapidly growing Canadian demand.



Bull Dog Set



Canadian Service Set

This demand—from you and the thousands of other Canadian dealers who are the backbone of the Gillette business—we are determined to take care of, come what will. So we have been doubling and redoubling our output as fast as we can put in new machinery and devise new processes. In this we have been so successful that we are literally producing ten Gillette blades now for every one we made before the war.

Besides that, we have perfected the three new Military Sets that have made such a hit with the men now joining up and going overseas. So go after the trade these new conditions are producing—we'll back you with goods to the limit.

Gillette Safety Razor Co.
of Canada, Limited

Office and Factory—65-73 St. Alexander Street

MONTREAL

If interested, tear out this page and keep with letters to be answered.

A New Arrival!

The Canadian dealer who is interested in the Washing Machine Trade should hesitate before placing further orders until he can get in touch with us. New Automatic machinery assists us to turn out a high grade product with evenness and certainty. Prices range from $5.00 to $90.00. There's a machine for every household from the most modest to that possessing every facility.

Highest Quality. Skilled Workmanship. Superior Finish.

These are features which will make our hand, water, motor, gasoline and electric washing machines, wringers and tubs sure favorites and strong sellers.

A trial order will give you a joyous surprise.

Write for our new catalogue and discounts.

WILLIAM A. KRIBS

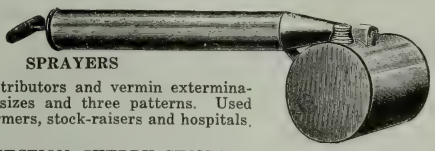
Hespler, Ontario

Makers of FREIGHT HANDLING TRUCKS of all kinds

If interested, tear out this page and keep with letters to be answered.

Wrico ANTI-RUST

Our registered trade-mark of guaranteed quality. Look for it on all high-class goods.



SPRAYERS

Antiseptic distributors and vermin exterminators. Seven sizes and three patterns. Used by florists, farmers, stock-raisers and hospitals.

THE PERFECTION CHERRY STONER

Stones 60 cherries per minute. Cheap and practical. Does not crush or mutilate the fruit. Indispensable for preparing cherries for preserving, or for use in hotels, restaurants or ice cream parlors.

THE CANUCK BREAD MIXER

Make your own bread and keep down household expenses. The "Canuck" is the great up-to-date exponent of modern methods in home bread-making—clean, sanitary and efficient. Two sizes—4 and 8 loaf.

AUTOMOBILE MEASURES AND FUNNELS

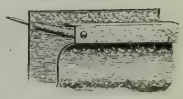
We make all the Measures, Funnels and Carriers for oil and gasoline required by the garage owner or the autoist. Send for pamphlet of the entire line and prices.

OILERS

A variety for all purposes, in plain steel, coppered steel and japanned and stencilled. Mowing Machine, Engineers, Chases' pattern, and sewing machine. A new line of extra heavy burnished steel and copper-plated oilers now coming through. Write for description and prices.

CONDUCTOR PIPE ELBOWS

All sizes, plain or corrugated, all angles. Galvanized after formed up, thus insuring watertight seams. Let us quote you on our ornamental style of square conductor pipe and elbows, for fine architectural work.



EAVETROUGH

Ten-foot lengths, all sizes and styles. A full line of Conductor Pipe, Elbows, Ridge Roll, Valley, Flashing, Cut-offs, Mitres, Outlets, Ferrules, Malleable Conductor Hooks, Steel Conductor Hooks, Corrugated Conductor Hooks, Flashing Hooks, Drives, Hangers, Roofing Nails, Spikes, Conductor Pipe Strainers.

Ask for our new price list and copy of our illustrated catalog.

E. T. WRIGHT CO., LIMITED

HAMILTON, CANADA

"DOMINION"

COTTON AND WOOL WASTE AND COTTON WIPERS, WASHED AND STERILIZED

A WASTE FOR EVERY USE

6 Grades White Cotton Wiping Waste
5 Grades Colored Cotton Wiping Waste
4 Grades Wool Packing Waste
3 Grades Cotton Wipers, Washed and Sterilized.

Samples with Prices on Request

Scythes & Company, Limited

Montreal TORONTO Winnipeg

Simplest and Strongest

Easiest to Sell

Collins' Patent Stove Pipe is the simplest to put together and the strongest on the market. It is fastened with two rivets; holes are punched true. Once tried, Collins' pipe will always be used.

Ready to ship same day as order received.

The Collins Mfg. Company Limited

415 Symington Ave., Toronto

E. Roy,
65½ St. Andre St., Montreal, Que.

C. C. Cartwright,
85 Water St., Winnipeg, Man.

4 Good Reasons ---READ 'EM!

Why you should sell Rolled Thread Bolts and Screws:

BETTER QUALITY—Rolled Thread Bolts can only be made from first quality Basic Open-Hearth Stock.

STRONGER—Actual tests show 13 per cent. greater strength than Cut Thread Bolts.

NO USELESS WEIGHT—Shanks are smaller than threads. No useless weight to pay freight on.

BIG FIRMS ADOPTING THEM—Some of the largest users on the continent will accept nothing else—and they always investigate before acting.

THE NORTHERN BOLT, SCREW AND WIRE COMPANY, LIMITED - OWEN SOUND, ONT.

YOU'LL MAKE MONEY ON THESE BECAUSE—

BLACK DIAMOND Tarred Felt
JOLIETTE and CYCLONE Brands
Sheathings, Roofings and all lines of Building Paper are of the best material and sure to secure repeat orders.

Saves money for your customers. They'll reciprocate—by giving you their business in other lines.
We also sell you wrapping papers of all descriptions.
All kinds of Sheathing made at our own mills.

Our reputation is behind all these Brands.

ALEX. McARTHUR & COMPANY, LIMITED

82 McGILL STREET, MONTREAL

The Oribo Mfg. Co., Limited, Winnipeg, is our Sole Selling Agent for the Northwest Provinces

If interested, tear out this page and keep with letters to be answered.

EVEREADY DAYLO

On Whose Cash Register?

THESE Eveready DAYLO advertisements are going to ring up sale after sale this summer and we know just who will get the profits.

They will go to the dealer who constantly displays the Eveready line in his windows; who uses the display material which we will send him—and who puts the right sales effort behind this fast-moving line.

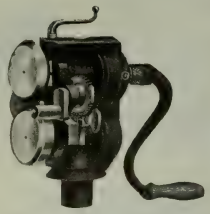
And every sale means the start of a growing, permanent business through repeat sales of Eveready Tungsten Batteries and Eveready Mazda Bulbs.

There's a DAYLO for everybody and every outing or vacation purpose—76 different styles—Ever Ready for *their* use and *your* profit.

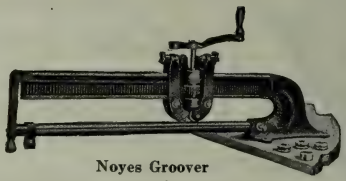
An Eveready DAYLO window *today* will start the sales just that much quicker. Try it.

Canadian National Carbon Company, Limited
Toronto, Ontario

If interested, tear out this page and keep with letters to be answered.



Encased Wiring Machine



Noyes Groover

Encased Small Burr

No. 8. S. I. Folder

B B
Co
Ltd.
Trade Mark

No. 2. Tin Folder

No. 3. Circular Shear

The Trade Mark as a Safeguard

When ordering tinsmiths' tools specify B.B. It insures you getting the latest and most efficient machines on the market.

The Brown-Boggs Company, Limited

HAMILTON, CANADA

If interested, tear out this page and keep with letters to be answered.

600 TONS

BARS, ANGLES,

CHANNELS, TEES, ETC.

We beg to announce that we have purchased the entire stock lately carried by

FACTORY PRODUCTS, LTD.
TORONTO

which, in addition to our regular large stocks, places us in an excellent position for big-tonnage prompt shipments.

BAINES & PECKOVER

IRON AND STEEL MERCHANTS

Warehouses—
98-116 Esplanade

TORONTO

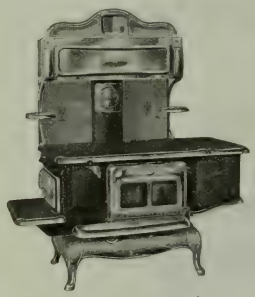
Yards—
Harbor District

If interested, tear out this page and keep with letters to be answered.

SINCE 1864

JEWEL TRADE MARK

this trade mark has stood for the best in a range. To-day it is the buyer's guide to quality in coal, gas and combination ranges.



The Brilliant Jewel

—the newest range is the range of undisputed quality —the best working, neatest, most economical and sanitary cooking appliance on the market. Made in several popular styles.

Write for catalog and prices.

The Burrow, Stewart & Milne Co.
LIMITED
Hamilton - - Canada

SAMUELS' "CANADA" Dustless ASH SIFTER

The Sifter with a Multiple Sales Argument

An entirely new and exclusive ADDITION has been made to the numerous features which have already given the Samuels' reputation as the sifter with a multiple Sales argument.

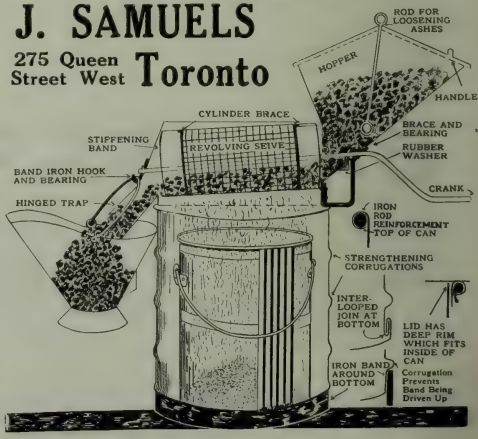
The stiffening bands on the revolving sieve have been so widened as to cause all the screenings to fall to the centre of the can. Finer screen has been adopted in making the sieve which saves much more of the fine cinders and is stronger. As the illustration indicates, a smaller ash can or pail may be placed inside the waste can and so catch all the screenings, which can then be removed more easily than if the larger can had to be carried out. This feature also makes for longer life for the Samuels' Sifter, since the waste can is not subject to the ashman's abuse.

Previously the Samuels' Sifter had the most convenient receptacle for unsifted ashes, the simplest and least laborious method of screening the ashes and the handiest means of collecting the cinders. Now, with this new method of collecting the screenings, it leaves all other sifters hopelessly behind.

The Samuels' is undoubtedly the sifter for sales and satisfaction, both from your own and your customers' point of view.

Let us know your requirements.

J. SAMUELS
275 Queen Street West Toronto



"Financial Post" says:

"Canada's grain crops exceed in area anything heretofore grown. The outlook is as good as in the bumper 1915 crop."

"That crop areas in Canada have increased fully 9 per cent., representing a total of 1,934,950 acres over the crop of 1917, is reported officially by the Dominion Bureau of Statistics, which never errs on the side of optimism."

More Crops More Gloves

Prepare for the big harvest trade by stocking

CARHARTT'S

DOLLAR GLOVES

Popular lines for hardware dealers to sell

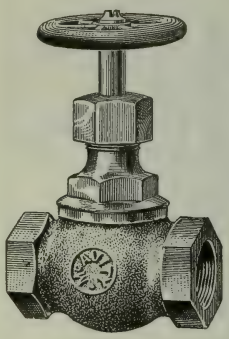
HAMILTON CARHARTT COTTON MILLS, LIMITED

Toronto Unit

TORONTO MONTREAL WINNIPEG
VANCOUVER LIVERPOOL

If interested, tear out this page and keep with letters to be answered.

We have yet to see a Better Valve than the



"McAvity"

VALVE

Every Valve packed and tested before leaving factory.

Let us quote you a quantity price. Prompt shipment from stock.

T. McAVITY & SONS, Limited

Montreal **ST. JOHN, N.B.** **Winnipeg**

MADE IN CANADA

Blacksmiths' Boiler Makers' Machinists' AND Pipe Fitters' Tools

Write for Catalogue

A. B. Jardine & Co.
LIMITED
HESPLER, ONT.

A Seasonable Line plus Good Profits

We are prepared to ship same day as order is received anything in the following lines:

STEP LADDERS,
EXTENSION LADDERS,
GLIDING SETTEES,
LAWN SWINGS,
VERANDAH FURNITURE,
FOLDING CHAIRS AND TABLES,
KITCHEN CABINETS,
PARK SEATS.

Our Catalog shows Complete Line

Order early and catch the season's business.

The Stratford Mfg. Co.
LIMITED
STRATFORD, CANADA

No. 22 Chair $33.00 doz.

If interested, tear out this page and keep with letters to be answered.

Makes a Perfect Permanent Repair

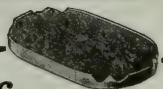
6 Round Patch & Heat Units for Punctures

Complete Outfit

$2.00 in Canada

Includes

12 Patch & Heat Units



6 Oblong Patch & Heat Units for Cuts and Tears

The Patch & Heat Unit consists of a chemically treated combustible disc on one side and a pure para rubber patch on the other. This fits over the puncture and a match is applied to the chemical disc. Without blaze or flame this disc furnishes the proper heat, which seals the cut in the tube with the new rubber, making a permanent repair.

The Patch & Heat Unit is all ready to clamp on the tube. The fuel in its metal container and the rubber patch itself are all assembled. No different parts to lose or complicated application to the tube. Simply put the unit over the puncture, clamp it down and apply the match.

SHALER

5 Minute Vulcanizer

The fact that over 500,000 motorists are now using the SHALER 5-Minute Vulcanizer is convincing proof of its ever-increasing popularity. Every motorist is a prospect for one of these handy tube vulcanizers—it should be in every car owner's tool kit—for use anywhere—on the road or in the garage.

Sell the SHALER 5-Minute Vulcanizer. Every sale of a 5-Minute Vulcanizer gives you a good profit. Besides, the big resale of patch-and-heat units furnishes you a continuous profit—it brings motorists to your place for SHALER supplies—and for all sorts of other accessories.

The SHALER 5-Minute Vulcanizer with 6 Round and 6 Oblong Patch & Heat Units packed in attractive display carton.

ORDER FROM YOUR JOBBER *NOW!*

Don't delay! The enormous demand for this popular vulcanizer makes it necessary to place your order early if you want to be sure of prompt shipment. Any jobber in the United States can supply you. Our large catalog describes the complete line of SHALER Vulcanizers for motorists' use—also complete equipment for garages and tire repair shops. Mailed free on request.

C. A. SHALER COMPANY, 1505 Fourth Street, Waupun, Wis.

Oldest and Largest Manufacturers of Vulcanizers

If interested, tear out this page and keep with letters to be answered.

Latest Designs
In
Furniture Trimmings
And
Builders' Hardware

We want every Hardware Dealer to send for his copy of our New Catalogue that he may acquire some idea of the beautiful goods we are showing in

Furniture Trimmings of All Kinds

Sash Locks, Sash Lifts, Casement Fasteners, Door Pulls, Hat Hooks, Transom Catches, Key Plates, Flush Bolts, Sash Push and Pull Plates, House Numbers, Door Knockers, Casement Adjusters, etc.

Some of these new ideas may be worth money to you.

The Stratford Brass Company, Limited
Stratford, Ontario

Sharples—Easy to Sell

WARREN V. DEYO

Coal, Lumber, Builders' Material, Farm Machinery, Paints, Fertilizers, Auto and Fire Insurance

Wallkill, N.Y., Mar. 23, 1918

THE SHARPLES SEPARATOR CO.
West Chester, Pa.

Gentlemen:

Mr. Eli Mackey, of Wallkill, N.Y., came in my store yesterday and said: "I want to buy a separator and separate all the milk that I feed my calves. The calves will do just as well and then by putting that cream in the rest of the milk I sell I will get a bigger price for my milk on account of the extra butterfat.

"I want a Sharples because it skims clean at any speed."

And so he took a No. 2 Sharples Suction-feed right along with him—wasn't that easy?

Well, your advertising makes it easy to sell the Sharples Separator because they know all about it before they come to my store.

Yours very truly,
(Signed) W. V. DEYO.

Mr. Deyo's experience is not unusual with Sharples dealers. Sharples national advertising educates the farmer. Sharples sales helps enable the dealer to "cash in" on Sharples advertising. Why not get these working for you? The Sharples Separator contract offers an excellent proposition for dealers. Write nearest office about it.

The Sharples Separator Co.
Toronto, Ont. **Regina, Sask**

The Lounsbury Co., Newcastle, N.B.
J. Clark & Son, - Fredericton, N.B.
Distributors through all their branches.

SHARPLES
SUCTION-FEED
CREAM SEPARATOR

NEW SAFETY STOVE PIPE

It *Cannot* Pull Apart

This stove pipe locks automatically—needs no wiring—and **cannot** pull apart. It is absolutely leak-proof, too, and so easy to put up.

Stove pipe season will soon be here again.

Note the marked superiority of this pipe—then send your order in and be sure of a timely delivery for the coming season.

Patenaude and Berini pipe costs the same as ordinary pipe.

Made in 6 and 7-inch sizes. Made of 29 Gauge Iron. Telescope Pipe does away with half lengths. Pipe is nested, saving freight rates and storage room in store. New patent lock effects saving on each pipe, making a saving of one length in every 12 of ordinary pipe. Can be used any place where ordinary pipe is used, or can be used along with ordinary pipe. Patented in Canada and the United States, and "Made in Canada" by Fairgreave & Son, Toronto, Ont.

Just what you need for bigger sales.

Patenaude & Berini - Toronto, Ont.

Manufactured by Fairgreave & Sons, Toronto, Ontario.

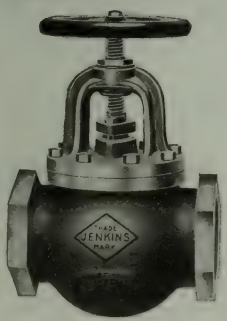


FIG. 141
JENKINS BROS.
Standard Pattern Iron Body Globe Valve Screwed with Yoke.

For use under steam service there are no valves quite as satisfactory as

JENKINS BROS.
Globe and Angle Valves
Fitted with Jenkins' No. 119 Discs

The composition of the disc is very hard, but becomes tough and flexible in service when under steam pressure.

It shows remarkable freedom from cracking and flaking and unrivalled durability in working steam pressures up to 150 pounds.

Write for Catalogue No. 8.

103 St. Remi St. **JENKINS BROS., Limited** MONTREAL

If interested, tear out this page and keep with letters to be answered.

Just Say:---

"Classify your Car"

Mr. Customer---

with tires that are leaders in the field. DIAMOND TIRES were designed and built with the idea of cutting tire "upkeep" down to the minimum—and they do it, **four ways at once.**

What does the purchase price of any tire mean **if the tire costs more to run?** DIAMOND TIRES cut "upkeep" **from the first minute**—and keep on cutting "upkeep" as long as they are run.

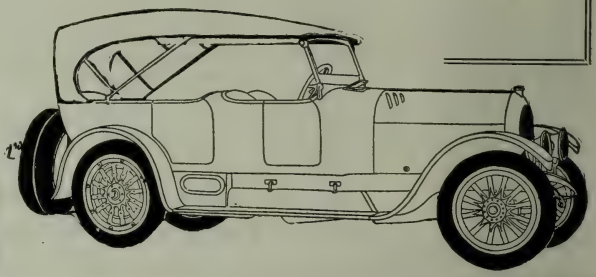
Just tell your prospect, Mr. Customer, classify your car. All over the United States and Canada DIAMONDS are cutting tire "upkeep" for others. Why not for you?

Order through

North American Hardware Supply, Limited

LIMITED
Wholesale Hardware, Diamond Tires and Accessories

222 Notre Dame St. W., MONTREAL



Baling Presses

for waste paper, rags, hair, shavings, scrap tin, sheet metal, etc.

Turn your waste into profit.

Thousands of satisfied users. Send for catalog and prices.

CLIMAX BALER CO.
HAMILTON, ONTARIO

METALS · CHEMICALS · GLASS
B&SH Established 1790

Send in Your Enquiries for:

ENGLISH WHITING

GRAINED OR BOLTED

Shipments open water navigation

B.&S.H.THOMPSON
& COMPANY LIMITED
MONTREAL

Branches: TORONTO WINNIPEG NEW GLASGOW, N.S.

Canadian Sales Agents: United States Steel Products Company
Exporters for American Sheet & Tin Plate Company

If interested, tear out this page and keep with letters to be answered.

Let them know you sell

Sani-Flush

Any merchandising effort you devote to ***Sani-Flush*** will meet with quick response on account of making a direct connection with the demand created by the manufacturer's extensive advertising.

People need ***Sani-Flush*** for cleaning water-closets. A good many of them are simply waiting to be notified where it can be procured.

Always keep ***Sani-Flush*** in sight on your shelves and on your counters. Include ***Sani-Flush*** in your newspaper advertising and mention it when taking orders.

Harold F. Ritchie & Co., Limited
10-12 McCaul Street, Toronto, Ont.

A Winning Combination

Your store's local reputation as a good place to deal—

And the country-wide reputation of C.C.M. Bicycles for sturdiness, long service and beauty of line and finish—

Make this your winning combination by securing the agency for

C·C·M
MADE IN CANADA

CLEVELAND
MASSEY
PERFECT
BRANTFORD
RED BIRD
COLUMBIA
GENDRON or
IVANHOE

Canada Cycle & Motor Co., Ltd.
Montreal Toronto WESTON Winnipeg Vancouver

Canadian Rivet Forges are built to last.

Easy running blower, powerful, uniform blast, rigid steel plate construction.

Write for Catalog 100-19.

Canadian Blower & Forge Co.
Kitchener, Ont.

STOVER HARDWARE

This popular hardware is salable during all seasons of the year. Many items are suitable for 10 to 25c counters. The quality is the best and will make your stock more attractive to the trade.

Send for our new catalog, P-17. Some of the articles it shows are:

Mop sticks	Stove Trimmings
Fireplace fixtures	Pulleys (all kinds)
Latches	Coat & Harness Hooks
Ice Picks & Shaves	Hinges
Chest Handles	Lamp Brackets
Saw Vises	Waffle Irons
Cast Hatchets	Door Pulls
Lemon Squeezers	Nut Crackers
House Numbers	

WE ALSO MAKE

Wind Mills, Feed Mills, Ensilage Cutters and Gasoline Engines.

STOVER MFG. & ENGINE CO
Freeport, Ill.

Canadian Agents:
Duncan & Cadman, 618 McIntyre Block, Winnipeg.

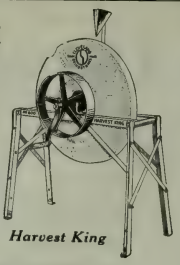
G. L. Cohoon, 11 St. Sacrament St., Montreal.

Stover Mfg. & Engine Co., 709 East St., Freeport, Ill.:
Send us hardware catalogue No. P-17.
Name.....
Business.....
Address.....

If interested, tear out this page and keep with letters to be answered.

It's in the Grit

The Cleveland Stone Company owns the entire Berea and Huron deposits. This stone cannot be obtained from any other source and if the Cleveland Grindstone Trade Mark does not appear on your stones they are not *genuine* Berea or Huron stone.



Harvest King

CLEVELAND GRINDSTONES

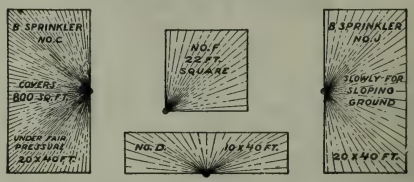
are hand-picked—will not glaze, but will put an edge on anything from a scythe to a jack-knife. Write for folder "Selection and Care of a Grindstone."

CLEVELAND TRADE MARK GRINDSTONES

THE CLEVELAND STONE COMPANY

Leader-News Bldg., Cleveland, O.

SPRINKLERS



Order the style that best fits your lawn. Stock Style D, F & J.

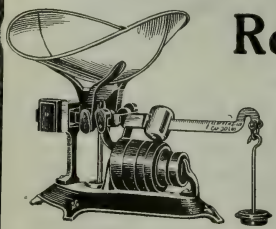
B. Sprinklers are made in four styles so that different shaped lawns may be irrigated. They do not throw water on side to which hose is attached; therefore, may be picked up and moved without turning off the water.

The only Sprinkler that will irrigate the lawn right to the edge of the sidewalk without wetting the walk.

Thos. Birkett & Son Co.
LIMITED
OTTAWA, ONTARIO

The Dispute Settler

Here is a scale that captures confidence the minute you show it. And confidence "sells goods." In a dispute over correct weights, for instance, the owner of a Renfrew can defend its accuracy against any other scale, no matter how elaborate. The Government Inspector's Certificate, accompanying every Renfrew, is indisputable evidence of accuracy in every weight from ½ oz. to 30 lbs. That is one reason why the Renfrew sells like everything, these days. The housewife is ferreting out every leak due to honest mistakes in weighing. Get the



Renfrew
HOUSEHOLD SCALE

Capacity ½ oz. to 30 lbs. Government certificate with every Renfrew. Finished in black or all nickel plate styles. Write to-day for literature and attractive selling proposition to

The Renfrew Machinery Co., Limited

Head Office and Works, Renfrew, Ont.

Eastern Branch: Sussex, N.B.

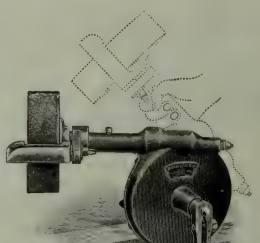
Western Representatives: P. A. C. McIntyre & Co., 206 Scott Block, Winnipeg, Man.; Crandall Co., Ltd., Vancouver, B.C.

Our Other Lines: "Renfrew" Cream Separators: 2,000-lb. Farmers' Truck Scales, Tractors, Wood-Saws, Grain Grinders, etc.

American Self-Oiling Grinders

Manufactured by

American Grinder Mfg. Co.
MILWAUKEE, WIS.



Will find a ready sale in Canadian hardware stores. Anyone who has tools to sharpen will readily recognize the superior features of these grinders. Let us recommend your displaying them in your windows and stores.

Leading jobbers catalogue and sell them.

Agents for Canada

Merchants Hardware Specialties Co., Calgary, Alta.; D. Philip, 138 Portage Ave. East, Winnipeg, Man.; John H. Graham & Co., 113 Chambers Street, New York City.

If interested, tear out this page and keep with letters to be answered.

S. P. & Co., LTD.

INTRODUCING A NEW ONE—

ALLEN'S WAX POLISHER

PATENT PENDING

Made in Three Sizes

15 lb. 20 lb. 25 lb.

WITH RENEWABLE BRUSH BOTTOMS.

All edges well padded with ¼ in. felt, which protects Furniture and Woodwork.

BEAUTIFULLY FINISHED.

Note how the handle may be lowered so that it is flush with the top of the brush, thus enabling the user to get under any piece of furniture with a floor clearance of four inches or more.

A Fast Selling Article With a Very Healthy Margin of Profit

WRITE US FOR PRICES

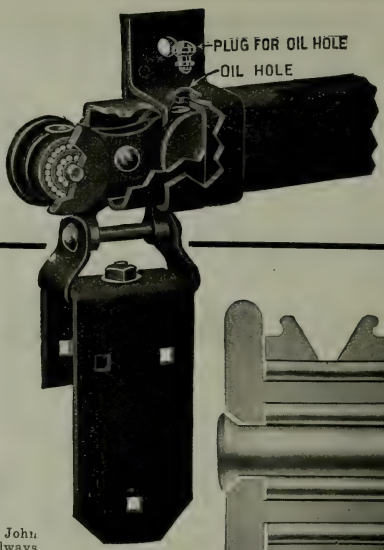
SANDERSON PEARCY & Co. LIMITED

Paint, Stains, Varnishes, Colors, Lead, Oils, Putty, Glass, Chemicals, Insecticides, Brushes and Cutlery

61-65 Adelaide St. West TORONTO

If interested, tear out this page and keep with letters to be answered.

ALLITH MODEL 1914



ALLITH MODEL 1915

That desire to try something

Have you ever noticed how John Smith or Bill Jones will always take a turn at a washing machine handle or the crank of an emery wheel when they are set up some place handy to get at?

Motion—it's in everybody's blood and must come out—that desire to see things in action.

You can cash in on this really human side of your customers, and this is the way.

Sectional view of 1915 Bearing showing oil hole at the top.

This shows the sectional view of the Allith Model 1915 bearing. The oil hole is shown at the top.

Set up a section of ALLITH SQUARE TRACK

between two posts in your store and equip it with an

ALLITH FOUR-WHEELED TROLLEY HANGER

—let them all take a try at working it. Let them see how easy it operates, how impossible it is to keep it from working—then watch the results in sales.

Water finds its own level and if Jack or Bill is interested in Barn Door Hangers they will naturally gravitate toward this part of your store and will try it out. This is where you come in with some of the following arguments to close the sale.

1st—Allith Nos. 1914 and 1915 Hangers are fitted with four round faced milled wheels, 2¼ inches in diameter, which ensures smooth running.

2nd—In Model 1915 wheels are independent of each other; not riveted together by the smaller axle as are all other hanger wheels, and having double sets of roller bearings and sufficient play allows a freedom in travelling even if the track is slightly bent as is often the case when wall to which track is bolted or attached is not perfectly true.

3rd—The weight of the door keeps the wheels of the hanger in the bottom of the groove and the shape of the groove (round) keeps the side of the wheel from scraping on the inside face of the track, thus reducing friction to a minimum.

4th—The round turned up groove adds strength to the track—the supports are also shaped to the track giving added strength.

5th—The Allith Square Trolley Track is made of 16-gauge steel with round grooves. The supports are adjustable, i.e., they may be moved anywhere along the track to escape a knot or bad spot in the wall thus ensuring each support doing its full share of the work. **It will pay you to order the Allith 1914 and 1915 Hangers to-day. Send for a set of each and put them up in your store. Salesmen will find them as easy to sell as they are to operate.**

Model 1915 Hanger has the distinctive advantage in that it may be oiled directly into the bearings at any time when hanging on the door.

Manufactured by

ALLITH MANUFACTURING CO. LTD.

HAMILTON, CANADA

Where you get the Service

We have no private brands, our goods are sold under the manufacturers' own name.
Our organization permits of fast service—all orders are shipped promptly.
Full insurance on parcel post shipments.

TRY US WITH A MAIL ORDER.

FROTHINGHAM & WORKMAN

LIMITED

"Canada's Oldest Established Wholesale Hardware House"

199-203 St. Paul Street - - MONTREAL

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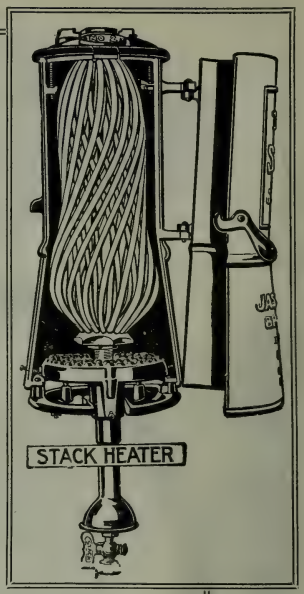
Stack Heaters operate so simple that anyone can quickly grasp the principle on being shown the interior of this superior heater.

The copper tubes rising almost perpendicular break the water up into small columns entirely surrounded by heat from the gas flame. Rapid circulation carries the water out of the heater without giving time for the deposit of sediment, thus preventing the tubes from being coated and losing their efficiency.



Stack sales are quick sales and permanent sales—always.

James Morrison Brass Mfg. Co., Ltd.

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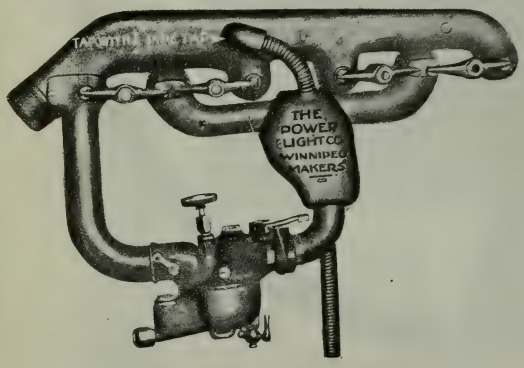


Down goes cost of gasoline

The Powerlight Manifold Heater for Ford Cars—Guaranteed to save 25% to 40% on gasoline. The most useful accessory ever put on any car.

Installed in a few minutes.

Price $7 complete with full directions for installing.

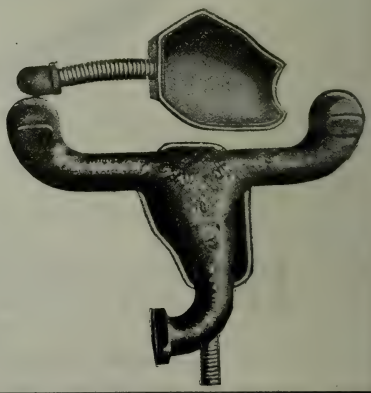
Four Outstanding Advantages.

1. The Powerlight Manifold Heater for Ford Cars will save from 25 to 40 per cent. on gasoline, which means more mileage.

2. It heats the gasoline after it leaves the carburetor and as it enters the manifold intake so that it will enter into the cylinders in a dry, intensely combustible state. Every cylinder will receive the same quality gas, for every particle of the gasoline has been thoroughly vaporized and will cause a much better mixture. In consequence, more power.

3. It will reduce by 50 per cent. the carbon deposits in the cylinder walls, valves and spark plug, for where there is no heating device of any sort the gasoline enters the cylinders in a semi-liquid state, causing a red, smoky flame. This is especially true of the low grade gasoline of to-day. Result, perfect firing.

4. It will do way with spark plug and valve troubles and lessens the chances of leaky valves, doing away with the necessity of grinding valves or burning out the cylinders, and causes a much smoother running of the engine, therefore, longer life for the engine.



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The Powerlight Co., of Winnipeg

A few good select territories still open.

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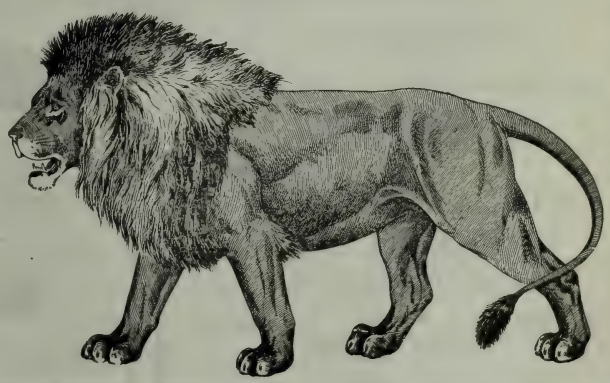
TEES & PERSSE, LIMITED
Winnipeg, Regina, Saskatoon, Moose Jaw, Calgary, Edmonton, Fort William

James Bisset & Co. **Quebec**
MacGowan & Co. **Vancouver**



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Let us convince you that our lines are distinctive in quality and service. Send us a trial order.

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HAMILTON, ONT.

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"ROYALS" have come to stay

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Patented—built of solid oak and steel—Royal Fireless Cookers are practically indestructible. Built for all purposes.

We have a proposition to make you; write for it.

Royal Fireless Cooker

124 Montcalm St. HULL, QUE.

Refer to page 204 Spring Number, Hardware & Metal.

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LARGEST CAPACITY AND STOCK IN CANADA

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CANADIAN CONSOLIDATED RUBBER CO. LIMITED
DOMINION
RUBBER SYSTEM
AND ASSOCIATED COMPANIES

GARDEN HOSE

When the demand for Garden and Lawn Hose comes upon you, it is some satisfaction to know that a prompt service is assured if your "hurry-up" order is placed with the Dominion Rubber System. Our nearest branch will take care of such orders in a way that will be eminently pleasing to you and to your customers.

Whenever service and quality go hand in hand, there is double reason for buying the Dominion Rubber System products. In that respect, our leading lines of Hose are very popular this season. Our *"Canadian" Corrugated Hose* and the *"Dominion" Moulded Plain Hose* have no equal for the money, while our *Multiple Fabric Garden Hose* (*No.* 300—3 *ply, No.* 400—4 *ply, No.* 500—5 *ply, and No.* 600—6 *ply*) is pleasing the trade more than ever.

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Canadian Consolidated Rubber Co.
Limited

HEAD OFFICE - MONTREAL

Branches at Halifax, St. John, Quebec, Ottawa, Toronto, Hamilton, Kitchener, London, North Bay, Fort William, Winnipeg, Brandon, Regina, Saskatoon, Calgary, Lethbridge, Edmonton, Vancouver and Victoria

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"Member Audit Bureau Circulations."

HARDWARE AND METAL

CANADA'S NATIONAL HARDWARE WEEKLY

Vol. XXX. TORONTO, JUNE 22, 1918 No. 25

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Let these women know you carry it and you will be surprised at the many new customers

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Canada's National Hardware Weekly

HARDWARE AND METAL

Published Every Saturday Since 1888

Vol. 30 TORONTO, JUNE 22, 1918 No. 25

Favor Trade-Marked Goods

Result of Thirty-three Interviews Show 88 Per Cent. of Merchants Think Trade marked Goods Help Them Make Sales—Large Percentage Give Preference for Trade Marks in Ordering Goods

AS a result of thirty-three interviews which HARDWARE AND METAL obtained with merchants in various parts of the country it is apparent that hardware dealers have a high opinion of trade-marked goods. To these hardware merchants the following question was put: "Do you think trade-marks help you sell goods?" Of the above number twenty-nine replied "Yes" that trade-marks did help them sell goods. Four replied in the negative. These figures show that 88 per cent. of those interviewed were of the opinion that their sales were helped by handling trade-marked lines, while only 12 per cent. were of the contrary opinion. The weight of evidence is overwhelmingly in favor of the trade-marked goods. There were various qualifying phrases used in connection with the answers given, however, which show an interesting sidelight on the question of trade-marked goods.

"Yes, trade-marks help sell goods. That is, advertised trade-marks that advertise the goods, not the mark. These goods are 80 per cent. sold and in these lines we are only order takers. We have found also that where manufacturers have set and advertised a resale price it is also helpful." In these words the proprietor of one of the large hardware firms in the northern part of Ontario gives his opinion with respect to trade-marked goods. This same merchant also says that where a manufacturer advertises his line extensively they are pretty near compelled to put in his line if he desires to accommodate his trade.

Give Preference to Trade-Marked Lines

The same hardware merchants were asked whether they gave preference in ordering trade-marked goods from their jobber. Of the thirty-three some twenty merchants stated they did give preference to the trade-marked goods when ordering from their jobber. In other words, about 60 per cent. of the merchants interviewed made it a point to specify trade-marked goods when making out their orders. That is, of course, where the trade-marked goods were available in the lines required. Some of the merchants in question bought direct from the manufacturers, and so did not need to specify to the jobber. In some cases the opinion was expressed in unmistakable terms that trade-marked goods were given the preference when ordering from the jobber. One firm in Fort William when asked the question, replied "Most decidedly."

THAT hardwaremen have a high opinion of trade-marked goods there can be no doubt. Following article is based on interviews with a number of merchants in different parts of the country. They were overwhelmingly in favor of trade-marked goods, especially where those goods are advertised to the consumer and where the merchant in turn is given the selling points in connection therewith.

Another firm stated that they give preference in ordering trade-marked goods from the jobber only when the goods make good and have been found to be what the manufacturers claim for them. When the quality has proved satisfactory and there is a reasonable margin of profit this hardwareman states that he gives preference to trade-marked goods.

What Trade Mark Stands For

Manufacturers for many years have been feeling their way toward some distinguishing mark for their goods, and to this end have evolved the trade mark. It has invariably been the manufacturers, who were jealous of the name of their goods, who have been instrumental in developing their trade marks. They have been desirous of getting some badge or token or mark that would set their goods apart from similar makes. It has been their aim to make quality count for something in the manufacture of their goods. They did not want to lose the advantage secured through the excellence of their goods, hence they needed some easy and handy way of having their goods identified. The name of the company itself would perhaps have been sufficient for this purpose, but in many instances the purchaser will forget the name of a particular maker, especially if the name of the company be a long one.

The trade-mark occupies much the same position as a slogan. People do not forget it once they have come to recognize it through its quality and value. A trade-mark is a simple method of helping them to identify the goods. A trade-mark will often stick where the name of the company cannot be recalled. The trade-mark and the name of the company are inseparable. Meaningless trade-marks or names in themselves do not stand for anything. They will not make a sale for the goods when other things are lacking. Back of the trade-mark must stand the reputation of the goods. When the manufacturer advertises quality in his goods and is prepared to back that up by putting his brand or trade-mark thereon it is usually evidence of his own strong faith in his goods. Sometimes it happens that even with a trade-mark the goods will be found to be lacking in what is claimed for them. Here again it serves a purpose, for it enables those goods more readily to be identified. By a process of elimination they are passed into the discard. Hence it becomes the survival of the fittest. As one hardware merchant put the case: "We do not give preference to trade-marked goods if they do not live up to the claims of the owners. But we do give them preference if the quality has proved satisfactory."

Something to Identify

The question largely hinges on whether the goods have merit—quality. If they have merit the manufacturer needs some easy method of having his goods

distinguished, and the dealer needs some easy method of identifying them. That is where the trade-mark comes in and fills a very important part in the scheme of merchandising. It is usually the symbol that the manufacturer is not afraid to have his goods identified. He courts getting them known by the trade-mark because he realizes that in the great number of commodities which are on the market his own has greater chance of being remembered and identified if there is some simple and easy way of above, it is much easier to remember a distinguishing the same. As stated slogan than to remember a great long dissertation about the quality of the goods. The quality of the goods must speak for itself, and the trade-mark is the emblem by which those goods, with all their good and bad qualities, can be identified.

It is not the manufacturer that has absolute faith in his goods who is afraid to have them identified. It is the manufacturer who is not so sure about his own goods who hesitates about putting something thereon that will make them easily recognizable.

Percentage Asked for by Name

One of the other interesting questions that was put to merchants by HARDWARE AND METAL was: "What percentage of trade-marked goods are asked for by customers according to the name or trade-mark?" Of the number who replied, fourteen stated that the number ranged from 50 per cent. up as high as 90 per cent. Six who answered the question gave the number from 20 to 50 per cent. of those inquiring for goods. This question should not be misinterpreted. It does not mean that from 20 to 90 per cent. of all goods asked for were trade-marked goods. It means rather that of the various trade-marked lines carried by hardwaremen some twenty-four dealers out of thirty-three placed the number who called for those goods by their particular trade-mark name as ranging from 20 per cent. all the way to 90 per cent. Seven dealers placed the figure at 75 per cent., while three stated that in their instance it would run as high as 90 per cent. This point indicates the interest which is taken in trade-marked goods by the consumer, and shows the advantage to be secured by the dealer who handles lines which are well known by the consumers.

Dealer an Important Factor

But the part which the dealer plays in making the sale of these various trade-marked articles should not be lost sight of. One merchant put the situation thus: "The public is not inclined to experiment with the goods unless we or some of their friends know something about them." In other words, the consumers will go to their local merchant for his advice on certain lines. They have confidence in him because they know him and know his worth as a business man. Another merchant states the case in this manner: "We find most customers take our word before the flashy claims put forth in newspapers and magazines which reach the consumer."

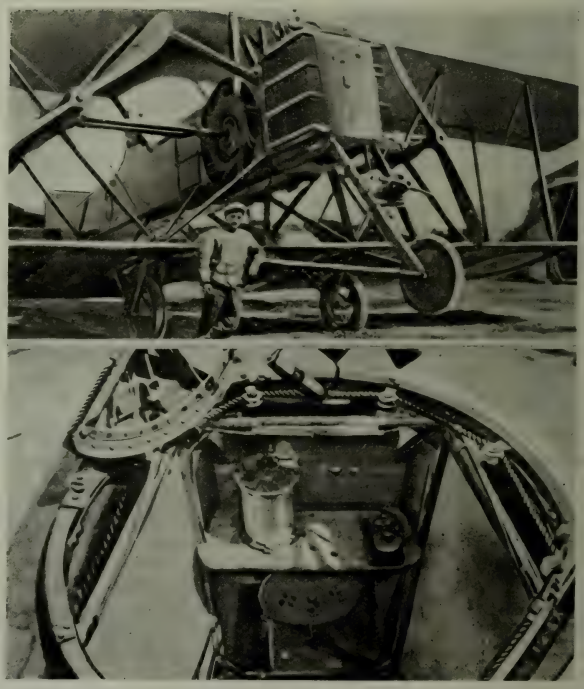
In these cases it resolves itself into the claims set forth by the manufacturer, who is far removed from the consumer as against the opinion and word of the merchant who is on the field and can give personal advice. It is needless to say that he must first be convinced of the merits of a particular article before

Current Events in Photograph—No. 23

THE EYES OF THE GUNS IN FRANCE

The accompanying photographs represent one of the type of large aeroplanes used for registering the effect of gunfire. These aeroplanes are equipped with wireless that is supplied with power generated by a small fan that is shown in the top photo, just below the engine.

The lower photo gives some idea of the interior of one of these planes, showing the handle of the machine gun. The wireless post is shown directly in front of the aviator; on the left is the antenna coil, and on the right the key.



he will recommend it to his customers. Herein is an intimation to the manufacturer that it is good business policy on his part to see without shadow of a doubt that the merchant is "sold" on his line in such a way that he will sell it to his customers in turn with all confidence that they will return to buy similar articles again.

First Sale Only the Beginning

Merchants should not lose sight of the fact that when the sale of a trade-marked article is made and the consumer is given satisfaction that it is much easier to sell him goods of the same style. When the consumer has tried them and is convinced that he has obtained his money's worth it is much easier for him to think of those goods by their trade-marked name than it is when they have no trade-mark. "Our lines of trade-marked goods run in tools, shelf hardware and paints mainly," stated one dealer. "We try to buy lines in which trade marks have some backing—that is, in which the maker informs the trade and the consumer in some manner of advertising of the reasons why his trade-marked goods are of a superior quality. Then we back him up in our selling talk. As an instance of this the varnish company whose goods we handle recently mailed circulars and color cards, etc., with selling talks to our customers and prospects. In ten days thirty-three purchases of this particular varnish were made by direct request for it. The result will be, provided the quality is there and as described, that those thirty-three customers will be added to our list of permanent purchasers of those particular lines."

From this instance it will be seen that the trade-marked articles have an eye on future trade—a steady, ever-returning stream of purchasers. This is the kind of trade that is worth while. Once the trade lines have been laid and the customer is once sold he or she should be a steady buyer of those goods. It should not be necessary to sell him anew every time he comes to make a purchase of that particular item. "Once sold, always sold," should be the motto. Trade-marked goods permit this, because they do not lose their identity after each sale is made. They have an individuality all their own because they are carried under a brand name. The trade-mark should stand like a beacon light or an old friend—both are easily recognizable.

Clerk is a Real Buying Force

Invariably Consulted by Proprietor When Latter Comes to do Buying — Some Stores Arrive at Decision Jointly After Discussing Articles to Buy With Clerks— Pointed Out That it Increases Their Ability as Salesmen

CLERKS KNOW WHAT ARE BEST SELLERS

"To a certain extent we consult our clerks. The advice of any clerk is good, otherwise there is no use keeping him as a clerk. Anyone meeting the trade must be asked for things not stocked. If his advice is not thought anything of no one could blame him for not offering it."—J. H. Slater, Ridgetown, Ont.

"I consult clerks when repeating or ordering new goods. They know what are the best sellers."—Garnet K. Wigle, Sackville, N.B.

"We ask clerks' co-operation. It helps to increase their interest in the business and we get fresh ideas."—I. G. W. Park, Swift Current, Sask.

"After I have had a clerk long enough to value his opinion I give him every opportunity to express it."—R. H. Cowan, Alexandria, Ont.

THAT the clerk in the average hardware store is a powerful factor in the buying of goods is not always taken into consideration. But it is a fact that cannot be disputed, as the opinion of some sixty hardware merchants in various parts of the Dominion give ample testimony to the fact. With a view to finding out the influence of the clerk in the purchasing of goods, HARDWARE AND METAL took occasion to make inquiries and from sixty merchants six replied that the clerk did not in any way assist them, while fifty-two replied that the clerks in their establishment were consulted. In some cases the buying is even left to the clerks. In a number of instances the heads of various departments in some of the larger stores send all their specifications to the manager or to the proprietor. These replies ranged from a direct affirmative reply to many amplifications of statement. With some stores the matter of buying is made a sort of co-operative affair. "Clerks are always consulted and decision made between us." Here is an instance where the proprietor is glad to get light from whatever source he can to assist him in his buying. The buying becomes a composite opinion of the various members of the firm and in this way all have a share in the important matter of selecting goods. It is fitting that the manufacturer and jobber should bear these facts in mind when endeavoring to make sales to any hardware firm. It shows the importance of these various interests reaching the clerk if they would reap the benefit of the buying power of the clerk.

He may not at all times be a conspicuous person in the store when the manufacturer's representative or the travelling salesman is there, but he exercises a decided influence on any buying that is done by that store.

The question asked was: "Do your clerks assist you in deciding what goods you will order, either on repeat business or new lines and to what extent?"

Here are the replies given to this question, which will enable the trade to see the importance which the average hardware merchant attaches to the opinion of his clerks in this matter:

"Yes." (Eighteen merchants replied in this direct affirmative way.)

"Always consulted and decision made between us."—George Taylor Hardware Co., Cochrane, Ont.

"Clerks mark down in the want book what goods we run out of. They do not assist in ordering goods."—Belauss Bros., Lancer, Sask.

HARDWAREMEN VALUE OPINION OF THEIR SALES FORCE

"Any new lines are always submitted to the clerks and advice asked. In buying a larger quantity than usual they are consulted. We find this best as they are more anxious to make good and dispose of the quantity." — J. F. Crosby, Highgate, Ont.

"We consult clerks with respect to new goods. I have found clerks take more interest in your business when they feel that they are one of the firm, which proved satisfactory in most cases."—A. A. MacDonald, Kingsville, Ont.

"After our clerks have had about a year's experience we consult them on some new lines. We have a want book and have notes put therein regarding any goods inquired for and not in stock and then consult about the purchasing of them."—Brewer & Harrison, Parkhill, Ont.

"I always counsel with my head clerk and find it helps me in my purchases."—E. E. Johnston, Lansdowne, Ont.

"Consult clerks on repeat orders and new lines."—E. McEvers, Niagara Falls, Ont.

"Assistant manager assists on repeat business or on new lines."—V. G. Boyd, Empress, Alta.

"Yes, they are consulted, more particularly on new lines, and quite frequently on repeat orders as to quantity."—J. A. Anderson, Drinkwater, Sask.

"Buying rests with me with but a few exceptions."—W. W. Rockwell, Kentville, N. S.

"No, unless we ask them. Manager and myself do the buying."—Hodson Hardware Co., Maple Creek, Sask.

"Our head clerks assist in all buying."—Moose Jaw Hardware Co., Moose Jaw, Sask.

"The head clerk is held responsible in all departments for purchases and sales made, and all orders placed are O.K.'d at office."—A. R. Colquhoun & Sons, Broadview, Sask.

"We are guided largely by the ideas of our salesmen regarding purchases in both new and old lines of goods."—Fennell & Chandler, Charlottetown, P.E.I.

"Clerks are taken into consultation with regard to new lines."—W. A. May, Creemore, Ont.

"On new lines I generally ask for their opinion."—H. J. Smith, Springhill, N.S.

"Yes, to a limited extent. I ask if they know of anything required not already on want list. Also ask for suggestions."—R. Hawkins, Smith's Falls, Ont

"Yes, clerks are consulted. Very often they have a better knowledge of many articles."—Edward Tuffy, Cobden, Ont.

"Yes, both on repeat business and new lines. And I don't buy without having my selling staff with me when it is possible."—Henri Jalbert, Chicoutimi, Que.

"We give certain departments to our head clerk In new lines we generally discuss the merits but decide for ourselves."—Gerry's Hardware, Fort William, Ont.

"Yes, in all lines, and have them buy direct from the travellers when they are capable of doing so."—J. J. Cain Alliston, Ont.

"My clerks generally assist me in buying goods."—J. B. Dionne, Coaticook, Que.

"Yes, each department manager makes out his own specifications."—George Taylor Hardware Co., Cobalt, Ont

"We use a common want book and order our own goods from want books, although incidentally we are open to ideas from our clerks as we rush along."—Madole Hardware Co., Napanee, Ont

"Yes, each head of department assists in buying goods for his own department."—Cowan Hardware Co., London, Ont.

"We take advice from our clerks as to what goods are moving and what merchandise is asked for that we do not carry."—Ryan & Co., Amherstburg, Ont.

"Clerks are usually consulted, especially on new business."—D. Mistele, Rodney, Ont.

"My clerk does most of the buying."—R. R. Woods, New Liskeard, Ont.

"Our clerks do not assist in buying either for repeat business or new lines."—Guest & Fishenben, Renfrew, Ont

"Yes, very often."—Potsford & Nicol, Kingston, Ont.

"Clerks do not assist in ordering goods."—C. Poitras, Verner, Ont.

"Usually do all purchasing myself."—W. F. McPherson, Prescott, Ont.

"We consult clerks."—Connor & Jones, Marmora, Ont.

"Sometimes consult head salesman as to quantity and also on new lines."—A. N. Fenn, Parry Sound, Ont.

"Clerks do not assist in ordering."—J. A. Robert, Grand Mere, Que

"We find the best policy is to let one man do the buying and look after it completely. In case some lines do not sell the clerks notify the buyer."—Jordan & Virtue, Oshawa, Ont.

"Do the buying myself. Staff very small."—G. H. Roblin, Brighton, Ont.

"Decidedly we consult."—Mowat Hardware Company, Trenton, Ont.

"Clerks do all buying in their departments on repeat orders and are consulted on new lines."—W. H. Richardson, Essex, Ont.

"We are always glad to consider suggestions from our clerks and have sometimes received very valuable ones."—Campbell & Best, Peterboro, Ont.

"Ask clerks' advice on new lines added, talking them over with traveler introducing such lines so they will understand them when they arrive."—A. Outram, Port Hope, Ont.

"Yes, on some lines."—St. Mary's Hardware Co., St. Mary's, Ont.

"I do the buying mostly myself."—E. Lendon, Leamington, Ont.

"My son is the only clerk. He some-

(Continued on page 67.)

ALWAYS GETS CONFIDENTIAL CLERK'S OPINION

"I never buy goods, especially a large amount, from a traveler without my confidential clerk's opinion on said goods. I am of the opinion that a good up-to-date clerk knows the goods required just as well or possibly better in some cases than the owner or manager, as the case may be."—N. D. Smith, New Waterford, N.S.

"Yes, in all matters of this kind the clerks are consulted and in most cases we find it a very good policy owing to the fact that they are in better position to know the requirements. I think in consulting the clerks along these lines it makes them take a greater interest in the affairs of the business, increases their ability as salesmen and by so doing materially helps any business to prosper."—F. W. Williams, Port Arthur, Ont.

Current Events in Photograph—No. 24

SCREENING THE SEADOGS

Nowhere has the art of camouflage been more successfully used than in the spectacular attack on the U-Boat bases of Zeebrugge and Ostend. Under a screen of smoke the ships of the fleet were enabled to get close enough to bottle up the U-Boats. This photograph was taken on board the Iris, one of the covering ships used in the Zeebrugge raid. One of the officers is turning on the tap to release the smoke that made a screen like a mist between the attacking ships of the fleet and the land batteries.

Practice in Selling Goods to Employees

Canvas of Hardware Trade in Considerable Number of Instances Shows Majority of Concerns Sell to Employees at Reduction From Regular Retail Prices—Ranges From Laid Down Cost to Regular Retail Prices

IT has been a matter of interest as to what the general practice is with respect to selling goods to employees in the average hardware store. With this in view HARDWARE AND METAL made inquiries from merchants in various parts of the country and from sixty-two replies received it was shown that nineteen of those concerns sold their goods to employees at cost plus 10 per cent., while 21 merchants sold to their employees at cost. Three merchants sold at cost plus 15 per cent. Five sold goods at a reduction of 10 per cent. below regular retail prices. Nine simply stated that they sold to their employees at a reduction, while five reported that they sold to their employees at the regular retail prices. It will therefore be seen that the more common practice is to sell either at wholesale cost, which is understood to be laid down cost, or at cost plus 10 per cent.

Replies of Various Merchants

"Any purchases made by clerks under $1 are charged at regular price. Over that amount our custom has been to charge them 10 per cent. over cost."—J. F. Crosby, Highgate, Ont.

"The rule we follow is 10 per cent. on cost to employees, which was satisfactory to the employees, as help is a great consideration in any business.—A. A. MacDonald, Kingsville, Ont.

"We usually let employees have goods at about half way between cost and regular retail prices so as to meet the running expenses on said goods."—Brewer & Harrison, Parkhill, Ont.

"Ten per cent. advance on cost laid down."—J. H. Slater, Ridgetown, Ont.

"We have discontinued selling to employees at reduction in price. Employees pay same as customers pay."—I. G. W. Park, Swift Current, Sask.

"At an advance of 15 per cent. over cost."—R. H. Cowan, Alexandria, Ont.

"I sell my help goods at cost. I mean invoice price, plus freight and truckage."—N. D. Smith, New Waterford, N. S.

"It is our policy to charge all employees the laid down cost plus 15 per cent., which is figured to be the cost of doing business."—F. W. Williams, Port Arthur, Ont.

"I sell to my employees at an advance of 10 per cent. over cost."—T. J. McManus, Pembroke, Ont.

"About ten per cent. over cost."—Potsford & Nicol, Kingston, Ont.

"Wholesale cost."—C. Poitras, Verner, Ont.

"We sell at laid-down cost to employees."—W. F. McPherson, Prescott, Ont.

"Goods are supplied to employees at 10 per cent. above wholesale cost."—Connor & Jones, Marmora, Ont.

"Ten per cent. reduction from regular retail prices."—A. N. Fenn, Parry Sound, Ont.

"At reduction on regular retail prices."—J. A. Robert, Grand Mere, Que.

"We sell clerks and employees goods at cost plus freight or expenses as the case may be."—Jordan & Virtue, Oshawa, Ont.

"Wholesale cost."—R. Rowland, Clinton, Ont.

"My employees always get goods at cost."—George H. Roblin, Brighton, Ont.

"At cost."—Mowat Hardware Co., Trenton, Ont.

"At wholesale cost."—W. H. Richardson, Essex, Ont.

"At a reduction from regular prices, probably averaging 10 per cent."—Campbell & Best, Peterboro, Ont.

"It has been customary to give the employees goods at cost."—Adams & Van Dusen, Picton, Ont.

"At present market cost plus 10 per cent."—George Taylor Hardware Co., Cochrane, Ont.

"Ten per cent. above cost."—Wood, Vallance & Leggett, Vancouver, B.C.

"At wholesale prices."—Belauss Bros., Lancer, Sask.

"Clerks at wholesale price plus 10 per cent.; helpers at 10 per cent. off retail price."—C. Snyder, Westerham, Sask.

"I sell to them at cost, believing they appreciate same in not being classified with regular customers."—E. E. Johnston, Lansdowne, Ont.

"About 10 to 20 per cent. above cost, according to goods, amount, etc."—E. McEvers, Niagara Falls, Ont.

"Sell employees at a reduction from retail prices."—V. G. Boyd, Empress, Alta.

"I sell goods to clerks at 10 per cent. above delivered cost."—J. A. Anderson, Drinkwater, Sask.

"At a reduction from retail prices."—H. S. McDonald, Chatham, N. B.

"At wholesale prices."—Henri Jalbert, Chicoutimi, Que.

"Sell goods to employees at a reduction of 10 to 15 per cent., according to how long they have been in our employ."—Gerry's Hardware, Fort William, Ont.

"At wholesale cost."—J. J. Cain, Alliston, Ont.

"I sell goods to my employees at 10 per cent. above invoice cost."—J. B. Dionne, Coaticook, Que.

"At actual laid down cost."—George Taylor Hardware Co., Cobalt, Ont.

"At the regular retail price; in fact, we pay the same ourselves."—Madole Hardware Co., Napanee, Ont.

"Wholesale cost."—Cowan Hardware Co., London, Ont.

"We sell to our employees at cost—that is, wholesale cost plus freight or expenses."—Ryan & Co., Amherstburg, Ont.

"Sell to clerks at about 10 per cent. on cost."—D. Mistele, Rodney, Ont.

"At wholesale cost."—R. R. Woods, New Liskeard, Ont.

"Employees pay regular prices, except in cases where a large purchase is made."—Guest & Fishenben, Renfrew, Ont.

"Our clerks buy goods out of stock at 10 per cent. over laid-down price."—Alf. Outram, Port Hope, Ont.

"About 10 per cent. from retail price."—St. Mary's Hardware Company, St. Mary's, Ont.

"We sell to employees at 10 per cent. less than retail prices."—F. Lendon, Leamington, Ont.

"At a reduction from the regular retail prices."—W. H. Dustan, Bowmanville, Ont.

"Depends somewhat on conditions. If ordered specially for them, usually put in at slight advance on cost. If taken from stock, usually at a reduction from retail price, say, 10 per cent."—Frank Defoe, Madoc, Ont.

"Ten per cent. advance on cost."—G. B. Hanes, Gananoque, Ont.

"At a reduction from regular retail prices."—W. W. Rockwell, Kentville, N.S.

"At about 10 per cent. over invoice and transportation charges."—Fortier & Seauchesne, Sturgeon Falls, Ont.

"At cost."—Hodson Hardware Co., Maple Creek, Sask.

"We sell goods 10 per cent. above laid-down cost to employees."—Moose Jaw Hardware Co., Moose Jaw, Sask.

"We give all employees a reduction and charge them 10 per cent. above actual cost for all purchases."—A. R. Colquhoun & Sons, Ltd., Broadview, Sask.

"Sell employees at laid-down cost."—Fennell & Chandler, Charlottetown, P.E.I.

"We sell at reduction from regular retail price."—W. A. May, Creemore, Ont.

"I give any person working for me to understand that they pay regular retail prices at all times."—H. J. Smith, Springhill, N.S.

"At slight advance on wholesale cost." R. Hawkins, Smith's Falls, Ont.

"At reduction from retail price."—S. B. Speer, Sussex, N.B.

"Clerks get goods at 10 per cent. over cost."—Edward Tuffy, Cobden, Ont.

Use of Electros Increased Business

Hardware Firm at Oakville Has Come to Realize the Benefits to be Derived From Consistent Advertising Well Illustrated—Four Generations of Hardwaremen in Same Location—Big Sale of Oil Stoves

View Showing Store H. E. Moore, Oakville

THE H. E. Moore hardware at Oakville, Ont., has become firmly convinced of the advantage to be secured through well directed advertising and the consistent use of electros or small cuts to illustrate their advertising. "While we have not been able definitely to attribute a certain percentage of increase to our advertising, still I feel confident that our trade during the past year has increased at least ten per cent. as a result," said H. E. Moore recently to a HARDWARE AND METAL representative. "My son Arthur was the first to become enthusiastic over the advertising idea. At first I gave my assent somewhat unwillingly to the proposition of taking considerable space in the local paper, but my son was persistent in his attitude that it was advisable to tell the people what we have to sell and to illustrate the same.

"We have used the small electros supplied by HARDWARE AND METAL and they have been of very material assistance in making our advertisements attractive and readable. Formerly we carried only a very small advertisement in the local paper. It was in fact nothing more than a business card. I feel sure that the advertising done in such a small way did little or no good. But we have had proof from our customers that our advertising as carried on now is of real benefit because they have told us direct that they wanted to buy certain articles which we advertised; they have even said they did not know we carried them."

Sold 300 Oil Stoves

One of the direct fruits of their sales methods is to be seen in the trade secured in oil stoves during the past two years. During that time this firm has sold no less than three hundred oil cooking stoves. The shortage of coal during the past winter in itself gave a great impetus to the oil stove business. This initial advantage was backed up by timely newspaper advertising, by window displays and by an interior display of the goods in the store. "We had a stove in which we felt confidence and that was a big factor in helping us get the business. The price at which we were enabled to sell was also a deciding factor."

Specializes in Stoves

The business of the H. E. Moore hardware, when started some ninety years ago, was originally a tinsmithing business almost exclusively. At that time the founder of the business, John Moore, had a tinsmithing shop in which as many as twenty-one workmen were employed at times. While the business has of late years been developing more along the lines of a general hardware store it naturally follows that the bent given to the business along the line of tinware and stoves should still persist.

Four Generations Follow Business

The Moore hardware was established some ninety years ago at Oakville by John Moore. The founder, as stated previously, devoted his attention largely to the tinsmithing business. The method of selling tinware in those days was to carry the stock on wagons and travel for many miles throughout the country. Feathers, rags and skins were collected from the settlers and Indians and tinware given in exchange therefor. In those days the trade route of the Moore Hardware extended as far north as Owen Sound and west to Windsor, with a considerable distance to the east.

Known as First Newspaper

There were very few newspapers in those days, and about the only means of getting news from different parts of the province was through the traveling salesman. The visits of John Moore were keenly anticipated by the settlers along his route, for he was able to tell them something of what had been going on in various parts of the province. No matter how crowded conditions might be at a farm house, accommodation could always be found for John Moore. He was known as the first newspaper in the district between Toronto and Hamilton. The stories were always listened to with more than passing interest because they were told by a man who knew them firsthand.

Mr. Moore located in Oakville because it seemed a more promising place than Hamilton at that time. Being on the lake it was one of the important ports of call for lake vessels and was a distributing point for the district round about.

In succession as proprietors of the business came Charles Moore, son of John Moore, who was in turn followed by Harry E. Moore, the present proprietor and grandson of John Moore. Associated with the present proprietor is his son, Arthur Moore, who makes the fourth generation to be connected with the business. Arthur Moore is at present directing the advertising campaign of the firm along the lines indicated previously. Part of the advertising campaign comprises a four-page circular which is to be distributed to the householders and farmers of the Oakville district. This circular is to draw attention to some of the spring lines. Illustrations are used along the line of those carried in the newspaper advertising. This concern has found that advertising when carried on in the right way will bring results. Their experience should be an eloquent hint to other hardwaremen who are desirous of increasing their trade.

Thinks Building Will Be More Expensive

Little Stimulation in Building Has Used Up Reserve Supply of Lumber—Will be Big Demand for Houses Since There Has Been Practically None Built Since War

THAT the increase in the cost of building has not yet reached its limit, is the opinion of A. A. Smith, Toronto manager of the Canadian Aladdin Co., Limited. Mr. Smith is of the opinion that the trouble with people now is that they compare prices of to-day with prices of yesterday whereas they should compare them with prices of to-morrow.

"People think because building was cheap before the war and is costly now that it would be foolish to build now. On the other hand all indications are that building will be very necessary for the next three or four years—to house what seems certain to be a growing population—and that it will be more expensive a good deal than it is at the present time.

"Since the outbreak of war chemicals have advanced far over 100 per cent. So have food products and clothing products, although not quite to the extent of chemicals. Lumber, on the other hand, has advanced only about 50 per cent. It has failed to go higher because a comparatively small demand has been felt until just recently. Now, however, the demand for lumber is getting very great and the output is very much reduced. Practically all the logging companies are operating with only a fraction of their before-the-war staff. They are doing this partly because they cannot get the men and partly because there has not, until recently, been the demand and they were not able to finance far in advance.

"Now they are facing a greater difficulty than ever in getting men and on the other hand the reserve supply has been used up and the demand for lumber is getting very heavy, partly because there has been a little stimulation in building and much more because there is a huge demand now for lumber for shipbuilding.

"When the war ends there will be a large flow of population to Canada, partly from our own soldiers, and there will in all probability be an influx from other countries as well. However, even if there is no real gain from immigration there will be a very big demand for houses since practically none have been built for four years. There will be no adequate supply of lumber to meet this demand and so, for the fundamental reason that the demand is large and the supply small, prices will go up."

Mr. Smith feels that it will be impossible to produce any supply of lumber sufficient to check the soaring prices of the lumber in less than three years. The men will come back from the front slowly. They will be slow to get back to old industries. It would take nearly a year to get the logging companies working at their old pressure. Then it would take another year to get the logs out and cut, and another year still for the lumber to dry before it is fit to be used. This means practically three years from the day war stops until a normal supply of lumber will be coming forward and until therefore the supply can something like catch up with the demand.

Mr. Smith also feels that there will be a huge demand for exportation of lumber to such countries as Belgium, France and other of the belligerents. His opinion, therefore, is that we are in for a long period of very high lumber and, as this is a great factor in building, in for a long period of rising prices in building—at least for a long period of prices considerably higher than they are at the present time.

CLERK IS REAL BUYING FORCE

(Continued from page 64.)

times did the buying, but he has signed up and is now in camp."—W. H. Dustan, Bowmanville, Ont.

"Depends on the line, also on the experience clerks may have had. Usually do most of it myself."—Frank Defoe, Madoc, Ont.

"Yes, I always consult them, then decide for myself."—T. J. McManus, Pembroke, Ont.

The above replies were taken as they were received by HARDWARE AND METAL. They give an excellent survey of the regard in which the clerks are held by the average hardware merchant in various parts of the Dominion.

"SAMSON" Garden Tools Are Fully Guaranteed

H. E. MOORE HARDWARE

Samson Garden Tools for the Cardener who is Proud of his Tools

To Plough, Dig, Cultivate and Plant is the Order Of The Day.

In these days of altered standards and difficult conditions it is good to know that goods with the "SAMSON" label are just the same as they have always been—an unvarying standard of high quality maintained to meet the confidence reposed in them.

"Samson" Lawn and Garden Rakes

At this season the rake is very necessary to clean up the yard, the flower bed and the lawn. Our assortment is good, consisting of malleable steel and wire, suitable for all kinds of work

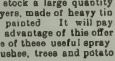
Each 35c, 65c, 85c, 90c, $1.00

Hand Sprayer

We have in stock a large quantity of handy sprayers, made of heavy tin with glass jar painted. It will pay you to take advantage of this offer and secure one of these useful sprayers for your bushes, trees and potato plants

Each, 70c.

Samson Garden Hoes



The garden hoe is a very necessary tool to have in your garden tool set. Samson Hoes are built for hard service. The handles are selected wood and securely fastened to the blade

Each, 35c, 65c, 70c.

Samson Potato Drags

"Samson" Potato Drags have four tines 7 inches long, made in oval or round, and are carefully tested as to balance, hang and set

Each, $1.00

Garden Trowels

A very handy tool for planting bulbs, etc. Made of good strong steel with shank securely fastened to the handle

Each, 10c, 15c

Grass Shears

You cannot afford to be without one of these handy Grass Shears. Made of stamped steel, with spring handle and blades; easy to operate with one hand and trim those places the lawn mower cannot cut.

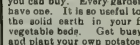
Each, 45c.

Give Your Lawn Plenty of Water

In places like Devonshire, England, where there is plenty of rain, the lawns are the most beautiful in the world. Mother Nature shows the way. Lawns should never go dry.

Plain Hose per foot.....12c
Hose Nozzles.....60c
Hose Reels.....$1.35, $3.25
Lawn Sprinklers.....40c to $2.25

Samson Garden Forks



Here is the handiest garden tool you can buy. Every gardener should have one. It is so useful to spade up the solid earth in your flower and vegetable beds. Get busy this year and plant your own potatoes.

Each, $1.45.

Hand Cultivators

Have you used one of our diamond pointed Hand Cultivators? They have fine forged steel tines, securely fastened to a hardwood handle. This tool will do your cultivating in half the time and do it right.

Each, $1.00.

Garden Spades

Neatly polished, highest grade steel Spades, fitted with selected handles. This spade is very useful for gardeners' use, because it is light in weight, yet strong enough for general use.

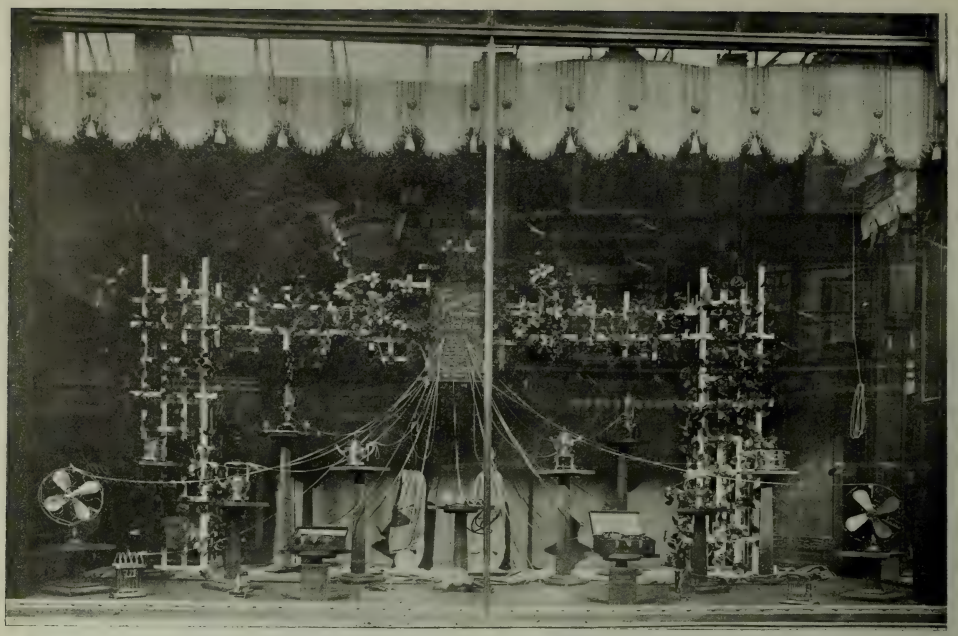
Each, $1.10.

Ask for Samson Garden Tools.

Unexcelled for Service. Absolutely Guaranteed

PHONE 10 | H. E. Moore Hardware | PHONE 10

Sample of Advertising Used by H. E. Moore, Oakville, Which Resulted in Increased Trade for the firm.



Much Depends on the Way in Which Elec trical Goods Are Displayed as to Whethe r or Not Trade Will Be Attracted. Above Picture Shows a Very Attractive Windo w Which Was Recently Shown in Toront o. It Offers an Excellent Suggestion for Window Arrangement.

Summer Months are Electrical Months

Because of Necessity for Eliminating Heat and Unnecessary Work, Electrical Lines Offer Big Field for Sales—Very Suitable as Presents for June Bride

BECAUSE of the necessity for eliminating unnecessary work and keeping the home as cool as possible "summer months are naturally electrical months." That is, they are the months when the largest sale of these articles should result. Electricity is above all a great saver of time and labor. These are very essential in order that people may be able to get out into the great outdoors and enjoy the sunlight. The electric iron is a saver of countless steps between stove and iron board. It is not so wearing on the housewife. For she can drive through and get the ironing out of the way in the cool of the morning. And it is not necessary to heat the whole house up in order to have the ironing done. The electric iron is efficiency personified. Only enough power is used to do the work of heating the iron and in keeping it hot. By the old methods of ironing there is much waste of fuel, waste of time, waste of the housewife's energy because her strength is sapped by being in a hot kitchen. These are all talking points which the hardware merchant can make use of in his sales talk or in his advertising of electrical lines.

Boon of Electric Washers

To the housewife with an electric washer the terrors of wash-day have been removed into the distant past. She has had to struggle with the problem of getting a washerwoman perhaps. In many cases she has been unable to get one, even after spending much time in the search and after being disheartened times without number through the fruitlessness of her efforts. Hardware merchants in some sections of the country have made a successful appeal for sales by placing the advantages of the electric washer before their customers. They have reasoned thus with them:

"Why not eliminate the terrors of wash-day by getting an electric machine. You can do the work yourself then if necessary. You can eliminate the cost of the washerwoman—perhaps $1.50 per week at least. That will amount to $75 per year—enough to buy a washing machine. You will have it paid for in one year in the amount you would save, and you will then be free from the worry of hired help. It is no trouble to do a washing with an electric machine. You switch the button and it works while you watch it. Furthermore, you know that it will not slight its work. It will keep pegging away at the dirty spots until they are made clean.

"It is reliable. It is dependable. You know that it will be there every week in the year to look after your washing. The washerwoman may get sick. She may decide to change her place of business and forget to come around to your place. But with an electric washer in your cellar you can forget all the former troubles you used to have on wash day."

Cooking by Electricity

It is useless to point out the advantages of cooking by electricity. They are apparent to the least observant. But it does not hurt to impress the fact on all prospective customers for electric ranges and cooking apparatus of various kinds. Here again the saving of labor is the big desideratum. You switch

a button and you get your heat. It is simpler even than the use of gas and is not nearly as dangerous. When the gas flame is turned low under a boiling pot there is always a chance that the contents will boil over and put the gas flame out. Then the gas commences to escape. This has been a common experience with many users of gas.

But it is entirely different with the user of electricity. An even heat is obtained and it cannot be put out until it is turned out. The amount of heat that escapes from the electric range is down to the minimum. Cooking in summertime loses much of its disagreeable features when electricity is used. The summer time is the time par excellence to press for the installation of electric ranges. Toasters, grills, electric fans, are all summer lines. They eliminate labor. They eliminate unnecessary heat. Therefore they are lines which should appeal to the average housewife.

No more acceptable gifts can be given to the June bride than something electrical. Hardwaremen should not fail to utilize the opportunity. Electrical lines make sensible and practical gifts. The new home should be more completely electrical than the one that was started some five or ten years ago. Window displays which are put forth as suggestions for the June bride's gifts should start the gift buyers thinking in the right direction. It is always possible to make a very attractive display of the electrical goods for this purpose. A very striking example is shown herewith.

And it is not in the presents to the bride alone that there are possibilities. When the young couple starts in their housekeeping that is the time when they should be imbued with the necessity for making their home an electrical home. Every article that they can possibly install that will do the work with electricity will be a blessing to them in disguise. It is the age of electricity. And the hardwareman who through his solicitations gets the young couple started using electrical lines in their home will for ever have a hold on their trade. For they will thank him in the quietness of their home when in aftertime they come to realize what a saving it has meant to them.

New Brass Foundry Located in Welland

The Welland Iron & Brass Foundry has been organized in Welland for the purpose of making brass, copper, aluminum and bronze castings. The manager of the new concern is E. J. Anderson, who was for ten years mechanical engineer with M. Beatty & Sons, Limited, another Welland concern. Six furnaces have been installed and the equipment permits of the making of castings up to five tons in iron and 24 tons in brass and copper. The company has acquired by lease the shops of the M. Beatty & Sons, Limited, on North Main Street, which were vacated some years ago by the latter concern when it moved to new premises.

ELECTRICITY Will Help You Solve Household Problems

Every housewife is disturbed these days by the difficulty of Getting Help, and by the scarcity and advancing Cost of Fuel. Have you considered what Electricity will do to help you? It's both cheap and plentiful, and can be turned to many uses. To show the ladies of Orillia some of these, we've arranged for a

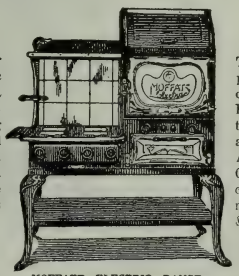
Special Demonstration

— ON —

Thursday, Friday and Saturday

MAY 16th, 17th and 18th

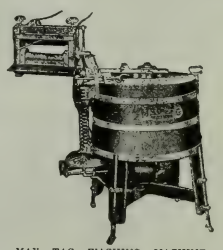
We have the agency for the Moffatt Electric Ranges, at from $50 up. Also for the 1900 Cataract Electric Washing Machine at $145, and the May Tag at $85. The Eureka Vacuum Cleaner—the best—we sell at $48, attachments extra.



MOFFATT ELECTRIC RANGE

There will be Three Expert Demonstrators — one for Moffatt Electric Ranges, one for Electric Washing Machines, and one for Hot Point Appliances, such as Grills, Ovenettes, Percolators, Toasters, Immersion Heaters, Irons, &c

EUREKA VACUUM CLEANER



MAY TAG WASHING MACHINE

The price of current is now so low, and the price of coal and wood so high, that you can make a big saving by using electricity for cooking and household work. Come and talk it over with the Experts.

We are ready to install an Electric Washer or Electric Vacuum Cleaner on trial. Could you ask more?

REMEMBER THE DATES, AND BE AT OUR STORE. WATCH FOR ANY FURTHER PARTICULARS NEXT WEEK.

Orillia Hardware Co.

LIMITED

Above Illustration Shows Advertising of Orillia Hardware Company and Indicates the Way Some Merchants Are Going After the Electrical Business.

Ingram & Davey, Hardware Merchants of St. Thomas, Have Been Doing Some Effective Newspaper Advertising in Which Electrical Lines Are Featured for the June Bride's Presents.

Turpentine Flurry Petered Out

Apparently Will be no Wholesale Withdrawal of Labor From Producing Districts of South—Resolved Itself Into Patriotic Appeal to Operators to Release Labor For Essential Industries

APPARENTLY there is to be no wholesale withdrawal of labor from the turpentine producing districts of the Southern United States, according to despatches that have come from that section. The conference in New Orleans between Cliff Williams, supervisor of the sixth labor district, comprising the States of Louisiana, Mississippi, Alabama, Georgia and Florida, and the naval stores interests resulted in entire accord. The conference lasted two hours, and is said to have been the largest gathering of naval stores operators held in that city in years. Practically every section of the turpentine belt was represented.

The Labor Commissioner is reported to have stated that he was ready to cooperate with the operators to the full, and that he was anxious to keep the labor just where it was most needed. The operators were gratified at his promise that no labor would be allowed to leave the district, and that such as was moved from one section to another would be returned at the proper time. He asked for their co-operation in putting the idler to work, and pointed out ways in which this could be done by creating a proper sentiment in the community.

There is already a serious shortage of labor in the producing areas of the South as the result of removal of workers of their own accord to the more profitable industries in the North. As a result of this condition it is estimated the crop of naval stores will be reduced from 35 to 40 per cent. as compared with last year. In some quarters in the New York market it was hinted that the "scare" was engineered in the interests of a bull market. Whether there is any ground for such belief cannot be stated. The fact remains that a meeting called ostensibly to lay before the turpentine interests a plan to withdraw all labor from the industry as non-essential ended after two hours' discussion, in which the operators are stated to be gratified over the situation and in "entire accord."

Discuss Question of New Steel Prices

A meeting of representatives of the various iron and steel trades was held in New York on Wednesday of this week for the purpose of formulating their views to lay before the general committee of the Iron and Steel Institute which is to meet in Washington on Friday of this week. It is understood some of the representatives favored higher prices because of increased cost of production. After the meeting Judge E. H. Gary, chairman of the general committee, gave out the following:

"As the War Industries Board has asked the general committee of the American Iron and Steel Institute to appear in Washington on Friday of this week to consider prices of iron and steel products, commencing July 1, representatives of the different lines of the industry met to discuss the situation. After the views of a number of gentlemen were expressed it was unanimously voted to place the whole situation in the hands of the general committee, with power."

Says Canada is in Need of Cash

The New York "Sun" places the financial position of Canada in an interesting light. She is in the position of a wealthy man who has all kinds of money due him, but who needs the actual cash to pay his own bills when they fall due. It says:

"Canada is in a singular financial position at the moment. It is that of a very wealthy man who cannot collect enormous sums due him, sums he is absolutely certain to get some day, and who is none the less obliged to pay out immediate cash for things he must have. He is not merely solvent; he has a tremendous, solid surplus wealth—not a mere future possibility of gaining wealth, but wealth already earned. Yet he cannot put his hand on it at once. The obvious solution is a grant of greater credit and relief from too insistent cash demands.

"The balance of trade in favor of Canada is very heavy, if it could be liquidated at once. She is certainly more than $200,000,000 "to the good," in spite of her enormous war expenditures. But most of this is due her from Great Britain, and Great Britain cannot make immediate payment. Meanwhile Canada owes the United States at least $200,000,000, which is less than half England's debt to her. But it makes cash payments necessary here and puts the exchange rates sky high.

"There are three possible solutions: to import less from us, to export more to

us, or, thirdly, to secure larger credits here. The first is practically out of the question, as Canada's imports from this country are now pretty well down to necessaries; chiefly things needed for her war work. They cannot be reduced. Nor is the second choice available at the moment, though it can be looked forward to when the new crops are ripened and ready to move. Until then, however, Canada has little to send to us. Her chief exports must in any case go to Europe. There remains only the third way out.

"It is hard to see why there should be any difficulty about adopting it. It is impossible to imagine a safer loan than one to the Canadian people at the present time. Surely our bankers and our Government itself can find some way to relieve the momentary stress upon our nearest ally and closest friend. It involves no sacrifice and is 'good business.' It is more than that. It is a plain duty."

Steel Company's Plant Damaged by Fire

The rolling mills plant of the Steel Company of Canada at Hamilton was damaged by fire to the extent of $10,000 to $15,000 on June 19. It is believed the fire started from a spark from the cupola of the moulding shop. The damage was confined largely to the wheel fan and transformer buildings, where electrical apparatus is housed. It will be necessary to close that part of the plant for about a week. Loss is covered by insurance.

AN UNFORTUNATE APPOINTMENT

Professor Goodwin, speaking at the annual meeting of the Canadian Manufacturers' Association, quoted from a Canadian technical paper to prove some interesting information he was presenting to the Association, and said: "The fact that we now have a technical paper devoted to the chemical industry in Canada is a most encouraging factor in the development of this most important feature of Canadian life."

Yet, M. E. Nichols, for whom Hon. Wesley Rowell says he hand-picked Canada to fill the $6,000 job of Director of Public Information, after careful investigation says that technical papers are of no value, and that they should not be admitted to the Canadian newspaper mails. A man who made such a gigantic failure of his own newspaper property is hardly an authority on Public Information, much less on Technical Information. Any man who can supply the public with general, special or technical news, such as they want, can make a success. Mr. Nichols failed to give the people of Montreal what they wanted in the way of news. He squandered over $500,000 of friends' money in trying to establish *The Mail* in opposition to *The Gazette*, but the latter came out of the fight stronger and more reputable than ever.

Canadians Discover New Cutlery Material

An important part of the address of Professor W. L. Goodwin before the Canadian Manufacturers' Association at Montreal last week was the professor's account of the value to Canada of research work in chemistry. As an illustration of this Professor Goodwin told of the development of the new material, "Festal," from iron, chromium, and cobalt. Chemists after considerable research work have succeeded in effecting the combination of these materials which makes a metal very easy to work, and suitable for the manufacture of the finest forms of cutlery. The substance has been named "Festal," and is shortly to be on the market in commercial quantity, according to Professor Goodwin's remarks.

Professor Goodwin is the chairman of the Canadian section, Society of Chemical Industry. His accounts of the tremendous field for intensive work to devise uses for waste products since the war were heard with great interest by the manufacturers. The efforts of the chemists and chemical engineers are directed towards getting a higher degree of extraction of useful substances from ores and waste products, and further to finding new uses for waste products. Canadian chemists, working in Canada, were responsible for the discovery of Festal, which is a peculiarly Canadian product.

Winners Announced Next Week

Winners in the contest for salesmen which HARDWARE AND METAL has been conducting will be announced next week. Some good sales ideas have been received. It is anticipated in the remaining days of the contest still others will come forward.

Replies that are mailed to us by Saturday, June 22, and which reach us not later than June 25, will still be eligible for entry. Mr. Salesman, there is still an opportunity to tell how you made a success of selling some particular commodity.

For the best answer a prize of $10 is offered and for the second best answer a prize of $5. For each reply that does not receive a prize and which we are able to use in our news columns we will pay $1.

Those who have not already entered, do so now. You cannot make $10 *as easily in any other way.*

EDITORIAL COMMENT

EDITORIAL BRIEFS

TRADE connections should be kept alive even though there may be a shortage of goods. Manufacturers must live for the morrow as well as for to-day.

* * *

HIRAM WALKER & SONS, of Walkerville, former distillers, are going to turn their attention to the manufacture of aniline dyes and chemicals. Under the gentle persuasion of prohibition a good business firm is getting started in a really useful industry.

* * *

SOME 50,000 tons of light rails, spikes, angle iron and spare parts of engines and cars are piled up on the wharves at Vancouver awaiting transshipment orders to Russia. We should be allowed to make use of this at home if the Russians are unable to do so.

* * *

JOBBERS of iron, steel and hardware have been called to meet the Priorities Board in Washington in order to consider how warehouse stocks can be applied to essential uses. There must be some iron and steel cached away in the warehouses, as the dealers have been recognized as a factor.

* * *

THERE is a decided improvement in the building situation in Canada as indicated by the large increase in building permits for May as compared with May of last year. Urgent need for buildings is making people forget about the prices that used to prevail for materials. This is another age in which we are living.

* * *

NO accurate estimates can be made of the United States Government's requirements of iron and steel in the coming year. This shows what an uncertainty is bound to exist in the minds of manufacturers of articles considered as non-essential to the war. The Government's requirements must first be supplied before other users get any.

RETAIL SALESMAN'S NUMBER

THIS issue of HARDWARE AND METAL is the "Trade-Mark and Retail Salesman's Number." Many advertisers have, in this issue, outlined selling points which can be used to splendid advantage by retail salesmen. The significance of various trademarks is made more clear to the trade, and by studying the advertisements the retail salesmen will secure a better knowledge of many lines which they are called upon to sell.

There never was a time in the history of Canadian business when there was a greater demand for high grade, high salaried salesmen. Efficient retail salesmen are in great demand. Modern business requires the services of the highest type of salesmen. The most efficient salesmen are constantly acquiring a greater knowledge of the goods they have for sale. Hundreds of the livest retail salesmen in Canadian hardware stores secure many of their best tips and selling talks through the advertising pages of HARDWARE AND METAL. This issue will appeal strongly to good, live salesmen, because of the splendid assistance offered by manufacturers and wholesalers throughout the advertising pages.

CLERK IS A BUYING FORCE

THAT the retail salesman or clerk in the average hardware store has a big influence on purchases made by the merchant is demonstrated by the opinion of a considerable number of hardware merchants who have expressed themselves on this point.

In this week's issue HARDWARE AND METAL gives the result of a canvas made among hardware merchants to see what their practice has been with respect to asking the advice of clerks in the matter of making purchases. Invariably the answer has been that the clerks are consulted.

This consultation has taken the form of absolute reliance in some instances, going so far as to leave the buying entirely in the hands of the clerk at the head of each department. Others again consult their clerks to find what lines are good sellers and for their opinion on the salability of new lines of goods.

Hardware merchants have shown themselves keen to take advantage of the knowledge and experience of their clerks. Information which the clerks alone possess is valuable to the proprietor and the proprietors give evidence that they realize the possibilities in this store of knowledge.

MANUFACTURERS TEMPER THEIR VIEWS

AT the recent convention of the Canadian Manufacturers' Association the subject of the tariff was one of the uppermost points in the discussions. There was a reaffirmation of the policy of manufacturers in their stand upon the tariff as being essential to development of Canadian industry.

The retiring president, S. R. Parsons, intimated however, that some readjustments in the tariff could be made here and there. Under the influence of the

strong demand for free trade that has arisen in the West the manufacturers undoubtedly have tempered their views somewhat with respect to the tariff.

Mr. Parsons is of the opinion that there should be a tariff board to go into the matter of readjustments and strongly urged the advisability of mutual conferences and understanding between capital, labor and agricultural interests. Tariff bids fair to be a live issue in the not distant future.

PRACTICE IN SELLING TO EMPLOYEES

INFORMATION gathered from merchants in various parts of the Dominion indicate that the more general practice with respect to selling goods to employees has been to sell either at cost or at an advance of 10 per cent. on cost. Of a great many replies received to this question in the neighborhood of 66 per cent. either sold at cost or at cost plus 10 per cent.

The great majority of merchants give some sort of reduction to their employees, ranging from 10 per cent. below regular retail prices to actual cost of goods.

In a number of instances the information was given that this was done as a matter of courtesy to their employees, as it was felt that the employees appreciated such a reduction and showed their appreciation by increased loyalty and desire to look after the interest of the firm.

In one instance the merchant stated that he charged the regular retail prices to his employees, as he paid regular retail prices for any goods that he took out of his store himself.

This practice undoubtedly shows that careful account is taken of every sale made, even to goods taken out of stock for one's own personal use. Hardwaremen are not all as careful as in the instance noted.

TURPENTINE SITUATION ONE OF STRENGTH

IT is now apparent that there will be no wholesale restriction on labor to be used in the turpentine industry of the Southern United States. Advices from that district indicate that an understanding was reached by the United States district labor representative whereby there would be no attempt made to curtail labor on the turpentine farms.

The prospect of the withdrawal of the labor caused excitement in the naval stores market and prices started to go upward. When it was evident that labor was not to be withdrawn the upward swing was stayed but there was no recession toward previous levels.

Reports from the South indicate that there will be a greatly restricted production of naval stores in the South during the present year through a natural chain of circumstances. Labor is becoming scarce for the turpentine farms owing to the fact that it is drifting to more profitably-paid work in the North and other parts of the country.

Estimates so far indicate that production will be reduced from 35 to 40 per cent. as compared with last year. In the face of this condition there has been a steadily rising market in the South. During the past month there has been an increase of 10c per gallon, and the position is one of firmness.

With restriction of output and with a big afterwar demand that is pretty sure to come turpentine bids fair to be one of the commodities that will see increases in prices corresponding to prices in other commodities.

CANADA'S FINEST RAW MATERIAL

STRONG emphasis was laid on the importance of technical training of young men by two announced speakers at the Canadian Manufacturers' Convention in Montreal last week. Sir John Willison, Chairman of the Toronto Executive Committee, Canadian Industrial Reconstruction Association, declared that Canada has allowed herself to slip at least two years behind the United States and Great Britain in this respect.

"We must give greater attention than we have been giving to technical education and scientific training of our young men," he said. "That which was called German efficiency has passed to the States. I do not believe there are anywhere in the world institutions for technical and scientific training to compare with those of America."

Sir John went on to point out that at least fifty great American firms had set aside large sums for the sole purpose of improving technical training of help and aiding industrial research. "We in Canada are far behind them," he said.

The same subject was even more strongly and fully dealt with by Professor W. L. Goodwin, Chairman of the Canadian Section, Society of Chemical Industry, who has been observing American methods of research recently. Prof. Goodwin indicated the extreme shortage of thoroughly trained chemists, showing the value of their work in adding big percentages to the extraction of valuable substances from waste products or raw ores, and in finding new uses for known substances hitherto considered of small value.

After suggesting the immensity and value of Canada's supplies of raw materials of many kinds, Professor Goodwin said: "But the finest and most precious raw material Canada possesses consists of the young men of Canada capable of being trained technically to the highest powers. The pity is that this splendid material should be still so raw, and compelled to remain so for lack of opportunities for technical and scientific training."

The manufacturers endorsed steps towards remedying the condition in the Dominion as to technical training through Government action to be set in motion.

Window Displays Have Great Selling Power

The Mills Hardware, of Hamilton, Ont., believes strongly in the selling power of the window display. They change the display twice and sometimes three times each week. Above photo shows one of their selling windows used during the past spring in their campaign to urge the sale of garden tools and incidentally to help production.

Additional Report on Half Holidays

FOR the past two weeks HARDWARE AND METAL has given lists of towns and cities in various parts of the Dominion where the weekly half holiday is observed during the summer months. Following is an additional list reported during the past week. A list of these towns has been prepared in booklet form for the accommodation of travelers and others, copy of which may be had free on request.

FOREST, Ont.—Hardware stores close 12 o'clock Wednesday during June, July and August. Close evenings 6 o'clock.

WALKERVILLE, Ont.—Majority of stores do not observe half holiday. Close evenings, except Saturday.

STOUFFVILLE, Ont.—Stores close 12 o'clock Friday, May, June, July and August. Close Monday, Wednesday and Friday evenings 6.30 o'clock.

WALLACEBURG, Ont.—All stores except hardware stores close 12 o'clock Thursday. Hardware stores close evenings at 6 o'clock, except Wednesday and Saturday.

FENELON FALLS, Ont.—All stores close 12 o'clock Wednesday. Open evenings.

COLDWATER, Ont.—Half holiday not observed. Close evenings, except Saturday.

PORT DOVER, Ont.—Hardware stores close 12.30 Thursday, June, July, August and September. Close evenings 6 o'clock, except Saturday throught year. Open Wednesday evening during spring, summer and fall.

GRAVENHURST, Ont.—Hardware stores do not observe half holiday. Close evenings, except Saturday.

ATWOOD, Ont.—Half holiday not observed. Close Monday, Wednesday and Friday evenings at 6 o'clock.

LITTLE CURRENT, Ont—Half holiday not observed. Close Tuesday and Thursday evening at 6 o'clock.

MATTAWA, Ont.—Stores close Wednesday 12 o'clock, May 1 to October 31. Open evenings.

HAWKESBURY, Ont.—Half holiday not observed. Close Tuesday and Friday evenings at 7 o'clock.

SARNIA, Ont.—Half holiday not observed. Close evenings at 6 o'clock, except Saturday.

COLBORNE, Ont.—Stores close Thursday 12 o'clock, May, June, July and August. Open evenings.

PORT COLBORNE, Ont.—All stores close Wednesday 1 o'clock, June, July and August. Close evenings 6.30 o'clock.

THOROLD, Ont.—Hardware stores close Wednesday 12 o'clock. Close evenings at 7 o'clock.

STRATFORD, Ont.—Hardware stores probably close Wednesday 1 o'clock. Close evenings.

ELK LAKE, Ont.—Hardware stores close Thursday 1 o'clock. Close evenings, except Saturday.

VICTORIA HARBOR, Ont.—Half holiday not observed. Close evenings 7 o'clock, except Saturday.

STRATHROY, Ont.—Half holiday not observed by hardware stores. All other stores close 12.30 Wednesday. Hardware stores close 6.30 evenings, except Saturday.

MOUNT FOREST, Ont.—Half holiday not observed. Close evenings, except Saturday.

Stove Makers May Reduce Number of Styles

The War Industries Board of the United States authorizes the following:

Representatives of the stove and furnace manufacturers have been conferring with the conservation division of the War Industries Board regarding a programme that is necessary to meet war conditions and enter into the saving of iron and steel, fuel, transportation, and labor.

The furnace manufacturers have already suggested action which would mean a reduction of 75 per cent. of the styles and sizes of furnaces now on the market.

The stove manufacturers suggested that no new styles or sizes of stoves be placed on the market for the period of the war, and representatives are now working out a detailed program of eliminating styles and sizes that are not really necessary. This, of course, will be taken up with the retail dealers before any definite action is taken.

This is especially important as a means of saving iron and steel, so essential to the country at the present. It will also enable the stove and furnace manufacturers to adjust their business to war conditions and to prepare for any war emergency that may come. Such action taken now may make unnecessary more drastic steps or prevent any serious situation later.

Stocks of dealers will be smaller and move more rapidly, and less capital will stand useless because tied up in inactive stocks.

Similar lines of conservation have been worked out in shoes, clothing, paints, etc., with others planned for the near future. Shellac and varnish manufacturers and users have just begun conferring with this division with a view to working out some programme of conservation, but have not yet reached a stage where any report could be made.

Hides and Leather Cannot Be Shipped Out

An order-in-Council has been passed at the instance of the War Trade Board prohibiting the export from Canada of hides and leather. An extensive export has been going on in these commodities owing to the big demand for them in the United States. Heavy leather of the kind suitable for making artillery harness has been going out of Canada in considerable quantities and the supplies available for harness and for belting in this country have naturally been greatly depleted.

In order to safeguard our own requirements the War Trade Board felt constrained to place an embargo on the export of same. Another order has also been passed prohibiting the exportation of tires for motorcycles and motor vehicles, as well as all other tires containing rubber, except under license. Owing to the restriction of the amount of raw rubber allowed to come into the United States there is a necessity that Canada should safeguard her available stocks.

Letters to the Editor

14*th June*, 1918.

The Editor,
"Hardware and Metal,"
143 *University Ave., Toronto.*

Dear Sir,

Will you kindly make a note in your reading columns to the effect that I desire to get in touch with manufacturers' agents who wish to obtain the Ontario agencies of United Kingdom firms now or after the war? I should also be glad to discuss with them, and others interested, the encouragement of British trade in Ontario, and the elimination of enemy goods after the war, and the sale of British goods in their place. Samples of German or Austrian merchandise sold here before the war, and which can be spared by importers and agents, will be of great service to my office. Any assistance you can render in your journal by placing me in touch with these parties will be greatly appreciated. Our office is at 260, Confederation Life Building, Toronto.

Thanking you in anticipation,
Yours very faithfully,
Fred W. Field,
H. M. Trade Commissioner.

The Sheet Metal Products Company has taken out a permit for a two-story brick addition to their factory on Gerrard Street East, Toronto, cost to be approximately $6,800.

EVENTS IN THE TRADE

Business Changes

Saskatoon, Sask.—A. Douglas, hardware, has discontinued.

Ottawa, Ont.—John Stewart Co., hardware, has closed Somerset street branch.

Galahad, Alta.—B. D. Brown, hardware merchant, has sold out his interest in the business.

Edmonton, Alta.—J. W. Rutherford & Son, hardware and groceries, have disposed of their business.

New Norway, Alta.—J. Nozick, who has conducted a general store and hardware business in New Norway, is closing out.

Kingston, Ont.—J. B. Bunt & Co., hardware merchants, has dissolved. Oliver Chown is no longer connected with the company.

Obituary

C. E. Nellie, hardware merchant, Stoughton, Sask., is dead.

Personals

Charles Shaw, Kleinburg, Ont., hardware merchant, spent a day in Toronto during the week.

G. A. Binns, hardware, Newmarket, Ont., was in Toronto one day this week on business.

James Dandy, Streetsville, Ont., was a visitor in Toronto during the week on his way through to Hamilton, where he was to attend a meeting of the Oddfellows as Grand Lodge representative from his town.

News Notes

Gordon Wall of the Dresden Hardware Co., of Dresden, spent the week end in London on business.

Mr. Brewer, of Brewer and Harrison Hardware, of Parkhill, has been absent from the store during the past month on account of ill health. He resumed his duties at the store this week.

Geo. A. McMurtry, hardware merchant of St. Thomas, has completed enlarging his store basement and has shelved half of it. The alterations were necessary to take care of a larger stock. Two of the new lines Mr. McMurtry has added lately are a complete stock of auto accessories and a good line of bicycles.

The hardware merchants of London have decided to hold their annual picnic to the lake at Port Stanley as usual. The event will take place on Wednesday, July 31. In connection with the picnic the hardwaremen aim to raise $500 to give to the Queen Alexandra Sanitarium at Byron. The money will be raised by selling tickets for a draw on a fine piece of silver tea service which the members of the London Retail Hardware Association bought and donated for this purpose.

D. H. HOWDEN
President and Managing Director of D. H. Howden & Co., Wholesale Hardware Merchants, London, Ont., Who Died Suddenly During the Past Week.

Well-Known Wholesaler Dies in London

D. H. Howden, head of the firm of D. H. Howden & Co., wholesale hardware merchants of London, Ont., died unexpectedly at his home in London, after a short illness, on Tuesday evening, June 18. Mr. Howden suffered a stroke of paralysis while riding on a Grand Trunk train on Sunday as he was returning from visiting his daughter, Mrs. J. J. Stewart, at Hamilton. Mr. Howden was born at Watford, Ont., 58 years ago, in which place he conducted a general store for some time. We went to London some 30 years ago and became associated with John Bowman & Co., wholesale hardware merchants. Sixteen years ago he established the wholesale hardware house of D. H. Howden & Co. During the course of this business career he has become widely known as a man worthy to be held in high regard. He is survived by two brothers, who live in Watford; two sisters, Miss Howden and Mrs. W. D. Eckert, of London; one daughter, Mrs. J. J. Stewart, of Hamilton; and one son, Norman H. Howden, of D. H. Howden & Co.

Montreal News Notes

Royal Cluxton, manager of the Canada Paint Co., was in various points across the line last week, including Cleveland and Syracuse.

D. H. Corner, hardware merchant of Bedford, Quebec, was a Montreal visitor this week.

J. W. Richardson, buyer for the firm of Caverhill-Learmont & Co., is holidaying at present at points south of Montreal.

Arthur Laberge, of Chateauguay, Quebec, hardware merchant, was this week in Montreal on business.

Mr. McEwen, superintendent of the Imperial Varnish Co.'s plant at Toronto, was in Montreal the first of the week.

Incorporations

Lawrence's Limited, has been incorporated to carry on a furniture and hardware business at Maple Creek, Sask.

The Page Wire Fence Company of Canada, Limited, has been licensed by the Province of Ontario to carry on business within the province, provided that the company does not use any larger amount of capital than the sum of $40,000. The company is already incorporated under the laws of the Dominion of Canada.

Letters patent have been granted to the Canadian Stoves, Limited, with head offices at the city of Toronto, for the purpose of carrying on the business of manufacturers of and dealers in furnaces, stoves, ranges, boilers, lavatories, baths, basins, sinks, laundry and toilet wares, cisterns, tubes, pipes for water, gas, sanitation and drainage.
The capital of the company is placed at $40,000.

Rubber Company to Build at Brampton

Operations have started on the building of the plant for the Hercules Rubber Company at Brampton, Ont. It is stated the first building will be 60 by 120 feet in dimensions and that other buildings will be added as rapidly as the needs of the company require. Brick and other materials have already been placed on the site at McMurchy Avenue in that city. It is stated the machinery is already on order for the plant.

St. John Manager of Robertson Co. Dies

T. McAvity & Sons, Limited, St. John, are flying a service flag bearing 149 maple leaves in honor of the men of their staff who have gone overseas. The leaves are of blue, with the exception of eleven which appear in gold in recognition of those members who have given their lives in the war.

Lieut.-Col. J. L. McAvity, president of McLean, Holt & Co., Ltd., has been appointed commandant of Camp Sussex, the summer training camp for New Brunswick forces.

The McLennan Foundry & Machine Works, Limited, of Campbellton, N.B., are preparing to enter the shipbuilding business. They have secured a long-term lease of a suitable site at Duncan's Point on the Restigouche River and have secured the right to erect a large wharf in connection with their plans.

of only a few hours on June 13.

Mr. John Keeffe, manager of the St. John branch of the James Robertson Co. Ltd., died suddenly after an illness of only a few hours on June 13. Mr. Keeffe, who was a life-long resident of St. John, had worked his way up with the company until he had won promotion to the office of manager, which he has held for many years. In business circles he held a high reputation as an able executive and a man of sterling integrity. In the Board of Trade he was an influential member whose opinions bore weight and whose assistance in any plans for the upbuilding of the city and commercial and industrial interests could be counted upon. For several years he was a member of the International St. John River Commission which settled many matters which had been at issue between the United States and Canada for generations.

Mr. Keeffe is survived by his wife, two daughters and two sons, one of the latter being Major George Keeffe, who was associated with his father in the business until he joined the expeditionary forces and who, after being invalided home, has continued in military service with the training staff.

New Experiment for Montreal Gun Club

In the various parts of the West there is much interest in trap shooting. This is conducted very largely during the evening hours, where the long daylight permits of a real enjoyment of this pastime by those who are attracted by the traps. It is not uncommon to find, in parts of Saskatchewan and Alberta, and also elsewhere very considerable numbers enjoying their evening pastime, even in towns with a population of very few hundreds.

Since the introduction of daylight saving it has been considered possible to make use of the long evenings in like manner and just now the experiment is being tried out by the Montreal Club. Those interested have stated to HARDWARE AND METAL that there is reason to look for much success. There are many who will doubtless prefer to have an evening at the trap and others again who can go at this time but who are prevented from attending in the earlier part of the day.

W. H. PLEWES

A member of the firm of Plewes, Ltd., manufacturers' agents, Winnipeg, returned home last week, having been wounded in France. Mr. Plewes joined the Cycle Corps in 1915, and left Canada in 1915 for Europe. He went through several severe engagements including Passchendale, and was twice sent to hospital for treatment. Mr. Plewes was with the Northern Electric Co. for two years, later with the Canada Metal Co., entering his father's business in 1914, but left the following year for France.

Captain Marshall Married in England

Advice has been received announcing the marriage of Captain George Reginald Marshall, son of George A. Marshall, of G. A. Marshall & Co., manufacturers' agents, Toronto, to Miss Lily Parton, eldest daughter of Mr. and Mrs. A. E. Parton of Meadow Bank House, Sheffield, England. The ceremony was performed in St. Andrew's Church, Sharrow, Sheffield, on June 14. Captain Marshall joined the Royal Flying Corps in October, 1916, and has been overseas since that date. For conspicuous work with the service he was recently promoted to the position of captain.

Former Distillers to Manufacture Dyestuffs

Announcement was made during the week that the firm of Hiram Walker & Sons, distillers, of Walkerville, Ont., is to engage in the manufacture of dyestuffs and chemicals and will shortly start the erection of a $1,000,000 plant on the waterfront at Sandwich. One of the products they intend to manufacture is toluol, the basis of trinitrotoluol. A new company will be chartered under the name of the Hiram Walker & Sons Chemical Company, with a capitalization of $500,000. The decision to engage in this line of manufacture came about as the result of several months' consultation with experts from England and the United States.

New Montreal Firm of Manufacturers' Agents

A new manufacturers' agency with headquarters in Montreal, to sell hardware specialties at factory prices to the jobbers of Eastern Canada, is announced this week under the name of Richardson & Bureau. The firm is made up of John Richardson and Ernest Bureau. Mr. Richardson is a native of Sheffield, England, where for many years he was associated with large cutlery and hardware interests. Mr. Bureau has been a salesman connected with Lewis Bros. Ltd., Montreal, for the past fifteen years. He was a director of the Canada Hardware Company. Richardson & Bureau will be the direct Eastern representatives for Canadian, English and American factories. Their present postal address is 627 Querbes Street, Montreal.

Toronto Hardware Picnic July 17

The Toronto retail hardware merchants, in conjunction with the city salesmen, held a meeting Wednesday of this week in connection with the holding of their third annual picnic. This year the picnic will be held on July 17 at Lambton Park, and committees were appointed to take care of all details. A fee of $2 for each retail store is to be charged, this fee to include all the members of the firm and their employees. A. E. Manley has charge of the entertainment; there will be a dance in the evening.

A good list of sports is being arranged for, and there will be a baseball game too. The refreshment committee intimate that in spite of the restrictions of the Food Control Board they will provide enough to satisfy even the hungriest of the hungry.

The committees appointed to take care of the welfare of those attending are:

Programme—J. E. Booth, John Caslor, O. F. Morrison.

Prize — Messrs. Lake, McGee, F. Jackson, Bailey, McFadden, Atkinson, J. W. Jackson.

Parade—N. Baden, S. Buscombe, J. E. Booth, W. Cotton.

Refreshment—Mr. and Mrs. Ibbotson, Mrs. Platt, Mr. and Mrs. Boyd, Mr. and Mrs. McGillvray, and Mr. B. Platt.

To Hold Bicycle Races August 10

The Toronto Bicycle Dealers' Association plans to conduct at least eight bicycle races on a local half-mile track on August 10, and a number of dealers have already offered prizes or donations to a fund to help the meet. The majority of the events will be open scratch or handicap races. Out-of-town racing men are being invited to compete and at least one hundred and fifty different entries are expected.

CATALOGUES and BOOKLETS

Catalogue on Gas Stoves

The Burrow, Stewart & Milne Co., Limited, Hamilton, has just issued a very attractive catalogue comprising 82 pages in which their various lines of Jewel gas stoves and glass appliances for cooking and heating are shown. The catalogue is well illustrated and contains much valuable information with respect to their various lines. It is printed on a high quality calendared paper and presents a very attractive appearance. The cover is printed in three colors and shows the young housewife in the act of taking some apparently deliciously cooked food products from the oven of the gas range.

Catalogue of Surface Coils

McIntyre & Taylor, 501-3 Queen Street West, Toronto, have issued an eight-page booklet on M. & T. Extended Surface Coils which shows their line in these articles in an attractive manner. The illustrations of their various types and patterns of coils are well printed and give an excellent idea of what the coils look like. Some other lines are also included in the catalogue such as asbestos stove lining, asbestos stove cement and stove-pipe enamel. The catalogue is for distribution to the trade and may be had on request.

Booklet on Oil Systems

The S. F. Bowser & Co., Inc., of Fort Wayne, Ind., has issued an attractive and handy booklet for distribution to the trade. One of the features of this booklet consists in the fact that the outer cover is stitched and has space for carrying address to person to whom it is to be sent. On the back cover a return postal card is attached which can be easily torn away along perforated line. This postal makes request for information respecting their oil storage plan. The booklet is attractively printed and makes a forceful appeal for oil storage systems as compared with storage in barrel. Conservation is the keynote of the booklet.

Catalogue on Electrical Supplies

The National Electric Heating Co., Limited, Toronto, has issued a very artistic catalogue showing their various lines of heating and cooking appliances. It is designated as Catalogue "C" and is a fine product of the printer's art. The introductory page is followed by three pages of illustrations showing the various processes of manufacture of electrical goods. Pages describing electric irons, toasters, chafing dishes, hot plates, electric ranges, hot water heaters, heaters, radiators, and electric parts follow. These various lines are all finely illustrated with complete description of each article. The catalogue is printed on highly calendared paper and cover is embossed and done in three colors, brown, green and dark red. They are for distribution to the trade.

Western Crop Conditions Good

E. B. Plewes, of Plewes, Limited, Reports Conditions Similar to Those in 1915 When There Was a Bumper Crop

AFTER spending several weeks on an automobile trip in Saskatchewan and Southern Manitoba, in which he covered over two thousand miles, E. B. Plewes, head of Plewes, Ltd., Winnipeg, manufacturers' agents, has returned to head office. He reports that with the exception of a small area, he found crop conditions everywhere the best in years; since his return, however, rain has fallen in that particular section, so that they too will be enjoying the prospects of a good crop.

Mr. Plewes, speaking to a representative of HARDWARE AND METAL, drew attention to an important fact, viz., that the grain roots are down five inches in some cases on account of the cool spring. This results in the same condition as prevailed in 1915, when there was a bumper crop. Farmers claim to have sufficient moisture to mature the grain even though there was no more rain, as there is lots of frost in the ground.

Mr. Plewes reported that in view of the fact that an end of the war might come at any time, and with the end of the war lower prices, dealers were looking towards buying at lower prices, and were only making such purchases as would serve them for the immediate future. There was plenty of evidence that they were desirous of seeing the goods before ordering them. On account of the extremely high prices, dealers do not feel like having to carry goods over for twelve months.

Sending Sample Window Trims

The Canadian National Carbon Co., Limited, Toronto, is sending out a very attractive circular to trade calling attention to their new window trims. One of the novel features is an enclosure in miniature of the window trim itself. "Instead of sending you a picture of the new 'Colonel Batt' window trim, we thought we'd send you a little dummy window this time. Then you can see exactly what the trim is like. All you need to do to get the lithographed material for this window is to sign the card and mail it. Why not do that right now?" Above is the foreword to the pamphlet describing the window trim.

HARDWARE LETTER BOX

Manufacturers of Chemical Closets

J. R. Myers & Sons, Stratford, Ont.—Kindly advise us of the names of manufacturers of chemical closets.

The Kaustine Co., Limited, Toronto, Ont.; The Red Cross Sanitary Appliance Co., Brantford, Ont.; Steel Trough & Machine Co., Tweed, Ont.—Ed.

Steel Wire Cable Manufacturers

The Johnston Brokerage & Drayage Co., Sherbrooke, Que.—Please advise us of the names of manufacturers of steel wire cable.

B. Greening Wire Co., Hamilton, Ont.; Canada Wire & Iron Goods Co., Hamilton, Ont.; Dominion Wire Rope Co., Montreal; The Wire & Cable Co., Montreal, Que.—Ed.

Makers of Sewing Machines

Des Rochers, Ltd., Montreal, Que.—Please advise us who is the maker of the White sewing machine.

The White Sewing Machine Co., Guelph, Ont.—Ed.

Manufacturers of Fuse Plugs

In June 15 issue name of Northern Mfg. Co., Montreal, was inadvertently given as the manufacturers of fuse plugs. The name should have been the Northern Electric Co., Ltd., Montreal.—Ed.

Trade Inquiries

316. **Catalogues of various products.**—A Port Elizabeth wholesale firm requests price lists and catalogues on any line of goods suitable for wholesale jobbers, mentioning in a special way hardware and iron and steel goods of all kinds, brushware, woodenware, furniture (knocked down), carriage and wagon parts, foodstuffs, folding chairs, organs, and lumber for shelving.

317. **Linseed oil.**—A Port Elizabeth firm of wholesale importers requests prices and full particulars from Canadian shippers of linseed oil.

322. **Catalogues.**—A South African firm, with headquarters in Pretoria, asks for catalogues and price lists from Canadian manufacturers in all lines suitable for the wholesale trade, mentioning in a special way hardware—household, farm, building, and mining—tools, shovels, axes, kitchen utensils, brushware, handles, woodenware, wheelbarrows, paper—wrapping—and bags.

323. **Catalogues.**—A Port Elizabeth firm of wholesale general merchants requests catalogues and price lists on all lines suitable for the wholesale trade and in a special way on hardware of all kinds, lanterns, cutlery, tools, shovels, enamelware, household utensils, stoves, furniture—knocked down—foodstuffs, wire—baling, fencing, and netting—iron and steel in bars and rods, bolts and nuts, nails, woodenware, stepladders, handcarts, and samples of paper—wrapping and grease-proof—also bags.

324. **Catalogues.**—A Durban firm of importers requests catalogues on any line suitable for the wholesale general trade, in a special way on hardware of all kinds, tools, axes, shovels, pickaxes, household utensils, iron and steel goods of all kinds.

THE CLERKS DEPARTMENT

MASTER QUALITIES IN THE MIND OF CHAS. M. SCHWAB

Director General of the U.S. Emergency Fleet Corporation is a Man of Tact, and Above all of Imagination —But There's Something Else

IMAGINATION has been considered a poetic faculty only, and there have been hard-headed business men with whom the word never had any place at all. Of late, imagination has been associated very closely with successful salesmanship, and in this connection the fact that Charles M. Schwab possesses the gift in high degree is notable. You remember that when Schwab sped to Britain soon after the declaration of war with Germany that trip was said to express in action the highest form of imaginative salesmanship. Its results have been figured of course in millions. Before long they may reach billions.

Imagination is found in these days of big business, not only connected intimately with salesmanship, but also with executive work on the hugest scale. Again the imaginative powers of this prince of executives, Charles M. Schwab, come into the calculations of keen observers regarding his character and achievements. Here is what "Holland" has to say of Mr. Schwab in the *Wall Street Journal*.

"Another quality which is essential, if there be the greatest executive achievement, is imagination. Mr. Schwab possesses this quality. He is able to picture forth in his mind's eye what are to be the visible results of great undertakings. He saw in an instant almost what the achievements of the United States Steel Corp. were to be, not only in our home markets, but in a little while, in the world's markets. When he took hold of the Bethlehem Steel Co., he saw what the future of this corporation was to be, and his imagination has served him well, since what he foresaw some fifteen years ago is now an established fact."

His Visions of To-day

Schwab's imaginative faculties are busy to-day fleet-creating. Poets can vision argosies of the purple twilight borne on the seas of dreamland. Schwab's imagination not only pictures the fleets but speeds the vigorous creative forces of his executive mind into the tremendous activity that spurs men and machinery on to build and launch the vessels—to float the fleet he has visioned—is visioning to-day.

"It will be only a few days," says Holland, " before Mr. Schwab knows where, how and when the different materials which are required for ship construction are to be found and he will, furthermore, formulate, intuitively perhaps, a plan by which these material resources can be in the best manner and also in the most speedy way utilized for the construction of the ships.

Undoubtedly he is to have full power. He is a man who would not assume stupendous responsibilities involving the construction of a very great fleet and the expenditure of many millions of money unless he had also the necessary power with which to enforce those acts, whereby big responsibilities can be fully met. They said in Washington that Mr. Schwab had been commandeered by a certain implied power similar to that of eminent domain, whereby the Government assumed command of his services.

"Here are Your Ships"

"That is, of course, no more than a picturesque way of setting forth the manner in which this great intellectual and executive force has been brought into the service of the people in addition to the service which he has already been in various ways performing. With Mr. Schwab in command and with the whole resources of the country at his disposal, and without any banking financing needed, he should be able in a few months to say to the Administration at Washington, 'Here are your ships. My work is done. You are to use the ships in such way as seems expedient to you and with use of that kind I have nothing to do.'

Tact Does It

Mr. Schwab furthermore possesses tact in an unusual degree in dealing with men and especially with men who deem themselves to be of high authority. He has the power of persuasion. For this reason it will be possible for him speedily to mobilize all of the various factors which enter into our shipbuilding proposition.

"A somewhat colloquial comment frequently made on the day when announcement came from Washington that Charles M. Schwab had suddenly been appointed Director-General of the Emergency Fleet Corporation was this: 'If Schwab can't do the thing, then it cannot be done.' In the days that have intervened since that appointment, the view that was taken by all who know Mr. Schwab personally and by many who know only of his achievements, that he is perhaps the one man in the United States who can achieve all that is sought in the shipbuilding programme, has been emphasized.

"One of the gratifying features associated with this sudden selection of Mr. Schwab is to be found in the evidence furnished by the appointment that there is now thorough understanding of the necessity, if this Government is to do big things in these days of war, that there must be called to its assistance men who have achieved great success in industry and especially men who have taken no more than a remarkable interest in political or partisan activities.

"Mr. Schwab demonstrated nearly 20 years ago, when still a young man, his executive capacity for handling great propositions. For from one point of view and, relatively speaking, it was as difficult to organize quickly and adequately the so-called billion-dollar Steel Corporation as the proposition which Mr. Schwab now has consented to undertake in behalf of the nation and for a salary of $1 a year. As president of the United States Steel Corp. it was commonly understood that he received a salary of $100,000 a year and there were no accusations that he did not earn the money.

Unerring Judgment

"He had, as his first business as president of the Steel Corporation, the co-ordination of various corporations, some of them large, which had been independent and which as a whole represented all the features of the iron and steel industry of the United States. It was almost an original proposition, although it had been in part worked out by the Federal Steel Co. of Illinois. These various corporations were established in many cities and in several states. Mr. Schwab, with swift and unerring judgment and skilful administration, thoroughly mobilized all these various subordinate corporations so that in a few months the great machine moved smoothly, without friction, and the many thousand employes, from the high-salaried officers down, felt the spirit of enthusiasm and co-operation which this young president was able to infuse into the entire system.

"Of course, as Director-General of the Emergency Fleet Corporation, Mr. Schwab's responsibilities are greater and in the aggregate the work which he must do will be in far larger proportion than was that associated with his achievement in speedily establishing upon a firm foundation the United States Steel Corporation. But he is to bring to this national work precisely the same executive qualities and that unusual and almost mystic mental equipment which distinguish him. It is impossible to analyze the intellectual qualities which are the possession of men of extremely great executive capacity. Not much more can be said than that these men accomplish this, that or the other great thing. It can, furthermore, be said that they were masters of strategic mental resources, so that there was constantly suggested to them as though by intuition or inspiration the way by which difficulties could be surmounted.

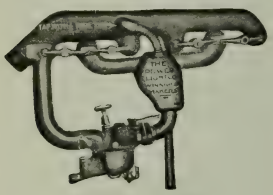
"That was the quality of mind which the late J. P. Morgan possessed, and in this respect Mr. Schwab has often been spoken of as resembling that great organizer and financier."

NEW HARDWARE GOODS

OFFERED TO CANADIAN HARDWAREMEN

POWERLIGHT MANIFOLD

The Powerlight Company of Winnipeg, Man., is placing on the market a new article in the Powerlight manifold, which it is claimed gives greater efficiency from gasoline. In one test that was made with this manifold on a Ford



Powerlight Manifold

car it is stated the mileage obtained on a gallon of gasoline was 35.9. The Powerlight manifold consists of two cuplike iron pieces, as illustrated, which clamp together where the intake joins the manifold, making a practically heat tight chamber, with a little asbestos packing between the two pieces. Two bolts hold the heater in place and the heat is obtained by drilling and tapping a ⅜-inch iron pipe size hole into the exhaust pipe of the manifold. Into this hole is screwed a street elbow, and connecting with this elbow and the top of the heater is a flexible steel tube which causes the heat from the exhaust to enter the heater at the top, and from the lower part of the heater is a similar flexible steel tube carrying away all the heated gases.

MOTOR AND TRANSMISSION GREASE

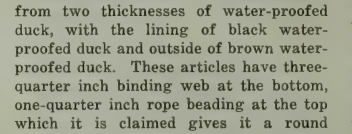
The Motor Mica Products Company, 566 W. Washington street, Chicago, Ill., is placing on the market some new products in the shape of motor mica cup grease, transmision and differential grease and tire powder. For the cup grease it is claimed that it is made of the purest selected fats and highest grade mineral oils, properly compounded to give the best results from all conditions. It is asserted that it prevents hot bearings, saves lubrication cost from 35 to 50 per cent. and saves wear and tear. It is claimed for it that it is antifriction and anti-carbon, that it saves the horse's strength and the wagon's wear.

Motor mica grease is a grease designed for use in all transmissions and differentials except those designed for light oil lubrication. It is claimed for it that it is the most satisfactory lubricant for electric gears, shift mechanisms and reverse gears of power boats. It is asserted that it is useful for filling the change speed gear case and the wheel and brake hubs of motorcycles. Motor mica tire powder is designed to prevent inner tubes from sticking to tires and to eliminate over-heating. It is claimed for it that it will not stick, cake or harden. It is put up in a convenient shaker tube of an attractive orange color.

Motor Mica Cup Grease

COLLAPSIBLE CANVAS WATER BUCKET

The Powers Manufacturing Company of Waterloo, Iowa, is introducing two new articles in their collapsible water bucket and basin which is designed along the lines of the bucket and basin used by the United States War Department. It is stated these articles are manufactured from two thicknesses of water-proofed duck, with the lining of black water-proofed duck and outside of brown water-proofed duck. These articles have three-quarter inch binding web at the bottom, one-quarter inch rope beading at the top which it is claimed gives it a round shape. A web handle is sewed two-inch from bottom as an aid to easy pouring. The bucket holds 9 quarts, is 8 inches in diameter and 12 inches high, weight 12 ounces. The basin is 4½ inches high, 8 inches diameter, holds 3 quarts, weighs 7 ounces.



Canvas Bucket and Basin

PATHFINDER COMPASS

The Pathfinder Company, 318 W. Lombard Street, Baltimore, Md., is placing before the trade a new compass which it is stated has a threaded post on the back with a small nut, so that they can

Pathfinder Compass

be readily attached to any other article such as a soldier's wrist watch, an automobile gauntlet, lapel of a coat, a dog collar for hunters or to other articles. It is stated these compasses are made of solid brass, heavily nickel-plated and with an unbreakable crystal. They are sold on display cards, 24 to a card.

NEW AUTOMOBILE HEADLIGHT

C. Kloepfer, Limited, 44-50 Wellington street east, Toronto, is placing before the Canadian trade the Rite-Lite headlight for automobiles which it is claimed is scientifically designed to overcome all the difficulties experienced in the use of powerful electric headlights. The principle used in this headlight is that of the camera lens, which it is claimed is a new departure in construction.

In the principle of a camera the view of a large landscape is transmitted through a small lens of not over one inch in diameter and the incoming light is evenly distributed over a plate up to ten inches square with such evenness that no appreciable difference is observed on the remotest corners of the plate. In Rite-Lite, it is asserted, similar results are obtained by the action of the powerful reflectors forcing the light into the darkness through a diffusing lens which diffuses over an area of at least 100 feet in width by five hundred feet in front of the car. In order to obtain a longer range of light, it is stated, a small bull's-eye of clear glass is placed in the diffsuing lens, which causes projected rays and intensified light on the road for over five hundred feet in front of the car.

In Rite-Lite two-thirds of the entire lens is made of green and orange shades of glass and one-third of white, which is the diffusing lens. In action, it is claimed, these different shades are blended into a soft light which does not cause a sharp contraction of the pupil of the eye when meeting the car.

WEEKLY HARDWARE MARKET REPORTS

STATEMENTS FROM BUYING CENTRES

THE MARKETS AT A GLANCE

TURPENTINE provides the sensation of the markets for the week in an advance of 10c per gallon, with every indication that further increases may become effective within the near future. Supplies are only fair and difficulties in securing further stocks seem to be multiplying almost daily. Delays over the railroads, with no intimation being given out by shippers on the sailing of ships, throws a cloud of uncertainty over the question of future arrivals.

The increasing strength of the pig lead market as evidenced in a series of advances during the past two or three weeks has resulted in new prices at higher levels being named on white lead in oil. The continued high market on linseed oil is also, it is intimated, a contributing factor in this latest advance, which amounts to 50c per 100 pounds.

Wire nails have undergone revision upward, present quotations ranging 10c per 100 pounds above last week's figures. Wire rods are unobtainable from the United States mills, and Canadian plants are experiencing considerable difficulty in maintaining output. These elements provide for a very strong market on nails and even higher figures may be named in the near future.

The strength of the sheet situation is shown in higher prices being named on corrugated sheets during the week. This is in line with predictions given in HARDWARE AND METAL last week, and will very likely extend to metal ceilings, siding and shingles. Eavetrough and conductor pipe are being held at unchanged levels for the present. Black steel sheets show an advance in some quarters ranging from 25c to 50c per 100 pounds over former figures.

The number of miscellaneous items to be revised this week is somewhat smaller than usual, but the tendency throughout is upward. Extension ladders have made an advance, along with blow torches, fire pots, sash weights, sleigh bells and vises. A heavy sale of guns and rifles is reported, with a slight firming of prices in some quarters; stocks are becoming pretty well depleted, retailers showing a desire to cover for their fall requirements. Business is seasonably good.

MONTREAL MARKETS

MONTREAL, June 20.—Changes have been considerable, including a number on auto accessories. These are getting short in some respects and naturally there are and will continue to be advances. The steel markets are steady and firm with upward tendencies promising. School slates, fishing lines, roofing nails, rifles, rope clips, lamp black, Norway iron, lead, spelter, and hose clamps are marked higher, while there is likely to be an advance on certain lines of chains and also on washboards on which the prices are withdrawn. Trading conditions have somewhat quieted down. Notwithstanding this there is a fair movement of small goods, and the only complaint made by the trade is that of their inability to secure goods wanted. Stocks are fair in some commodities and the jobber having these is not looking for a market.

Auto Jacks, Pumps Register Higher Prices

Montreal.

AUTO JACKS, PUMPS.—Automobile jacks are higher. This applies to that known as "The Cracker Jack," and the new price is 30c each higher than the old at $1.80. Discount allowed the trade is 33 1-3 per cent. Manzel engine-driven pumps for Ford tires are up to $12 each from $10.50; a special discount is allowed the dealer.

Waxes and Cleaners; Channel Rails Advance

Montreal.

WAXES, CARBON REMOVERS, RAILS.—Among the auto accessories to change this week are various lines of prepared wax used in polishing cars. These are reduced about ten per cent., and the same applies to carbon remover and stop-squeak oils. Channel rails are advanced somewhat, the percentage being anything but uniform. Some of the comparative prices are as following, the old price quoted first: No. 6094 $7.63-$7.93; No. 6092 $5.33-$7.20; No. 6093 $6.67-$9.55 and so on. From these prices a discount of 33 1-3 per cent is given.

Pliers Advance; Valve Grinders, too

Montreal.

PLIERS AND VALVE GRINDERS.—Pliers known as "Superb" are up from $1.23 to $1.50 per pair; vest pocket pliers from 77c to 90c, and thin nose from $1.07 to $1.27 per pair. A discount of 33 1-3 per cent. applies. Universal valve grinders also are higher and cotter-pin extractors selling before at 12c each are now 13½c. A special discount is allowed.

Connecting Rod Wrenches, Socket Wrenches, etc., up

Montreal.

ROD AND SOCKET WRENCHES, ETC.—Changes have been made representing advances in the price of connecting rod wrenches. These revisions apply also to cylinder head, tension spring, and also to spark plug wrenches. They approximately are 10 per cent. dearer than before. Socket wrench sets also are up and this will run from 10 to 12 per cent. Double-end wrenches are in the advance list, too, including the small adjustable style. Special discounts apply. A variety of extension bar socket wrench sets is included in the new revised list and also some universal joint socket brace, Mossberg socket and Mossberg brace wrenches. Illustrative of the advances in Mossberg sets the following will be a guide. No. 10 old price $1.65, new price $1.84; No. 49 $5.70-$6.25, and No. 17 $2.59-$2.85.

Advanced Prices for Storage Batteries

Montreal.

STORAGE BATTERIES, SPRINGS.—Advances are in effect for Eveready storage batteries. It is now necessary to add 10 per cent. to the Canadian list with the usual trade discount applying. There is a scarcity in certain springs for use on Chevrolet cars caused by the difficulty in securing special steel used in their manufacture, this requiring to be 3 inches wide.

Bright Chain, Washboards, Wire Rope Clips are up

Montreal.

CHAIN CLIPS, WASHBOARDS.—Advances are made in bright coil harness chain and other lines of chain. Prices for the present are not available, new lists being promised for the immediate future. Wire rope clips are moved higher, too, the following being the new prices and representing an advance of 5c per dozen; ¼-inch jap'd 70c, galv. 80c; 5-16 inch jap'd 95c, galv. 95c; ⅜ inch galv. $1.10; ½ luch jap'd $1.30, galv. $1.55; ⅝ inch jap'd $1.65, galv. $2.10; ¾ inch jap'd $2.50, galv. $3.20; ⅞ inch jap'd $3.30, galv. $4.25, and 1 inch jap'd $3.75, galv. $5.00. Wash board prices are withdrawn and new quotations will be available in the immediate future.

Slates, Hose Clamps and Fish Lines Higher

Montreal.

SLATES, HOSE CLAMPS, FISH LINES.—Children's school slates are advanced about 15 per cent. all through, effective at once. Hose clamps also are higher, and the average percentage of increase is 15 per cent. Fish lines of the S. I. cotton variety are considerably higher also, this being about 25 per cent. over previous quotations.

Rifles are Higher; Pistols, etc., Go Up

Montreal.

RIFLES AND GUNS.—While there are no wholesale changes recorded for the week on arms, there is likely to be a general revision of the prices ruling heretofore on revolvers, rifles and guns of all kinds. This week revision is made in some lines of Winchester rifles and these are as follows: No. 699 from a list of $18.50 to $20.50; No. 698 from $40 to $48; No. 711 from $23.50 to $25.50; No. 7110 from $25 to $27, and No. 723 from $25.75 to $27.75. An extra 5 per cent. is to be added to these list prices for the dealer's costs.

Big Advance Lampblack; Also Roofing Nails

Montreal.

LAMPBLACK, ROOFING NAILS.—Considerable revisions upward are made in the price of lampblack. The ¼'s are selling now at 45c per pound, and were before quoted at 25c; the ½'s at 36c per pound, and these were 20c before. The supply of one pounds is very short and in one quarter these are altogether withdrawn for the present. American felt roofing nails are up to $11 per cwt. in less than keg lots, and to $10 in full kegs, while another make is selling on the basis of $9 per keg.

Wire Nails and Wire Steady; Demand Fair

Montreal.

WIRE AND NAILS.—Changes have not been made for either wire or nails and a fair amount of business is passing. One retail dealer that is also doing some jobbing states that the city trade is fine and this is a comforting contrast to what has obtained for some weeks past. Wire nails are firm at $5.35 base per 100 pounds; cut nails at $5.60, and smooth steel wire is steady but unchanged at $6.25 per 100 pounds.

HANDLES MAY GO HIGHER

During recent weeks there has been much advance in the price of handles. This, it was thought, would be ample to cover the market for some time.

In speaking with a large importer of these goods in Montreal, HARDWARE AND METAL was informed that this class of goods, while now high, would further advance. The reasons given are several.

The United States Government, in particular, is at present employing immense quantities of handles for the use of her troops. Millions of pick, shovel, axe and other handles are required and this is an unusual demand upon the available supply of material used in the manufacture of these.

Then again, the supply, particularly of hickory, and which is so much depended upon for the better grade of handles, is not as great as the demand calls for. It is really growing less each year and with the great tax now upon it the supply will be smaller as time passes.

A factor lost sight of by many also is that of the necessity of using up other woods for various war work. All this has a bearing on the output of handles. This informant was of the opinion that they would be much higher—and this ere long.

Dearth of Fuel Oils; Coal Oil, Gasoline Steady

Montreal.

COAL OIL AND GASOLINE.—The steady demand for fuel oils continues. Importers state that they have recently had many enquiries from those who customarily buy elsewhere. This reflects the fact that there is not as much fuel oil to be had as is desired, and as a matter of fact much more could be used. Gasoline is steady and the request for this active. Coal oil is unchanged and in steady demand, seasonably speaking. Prices: Motor gasoline, 34c gallon; coal oil, Palacine and Electroline 22c, and Royalite 19c.

Supplies Stoves Being Made up for Fall

Montreal.

STOVES AND WARES.—While the present volume of business is not heavy there is little diminution in the efforts of the stove makers who continue to lay up stocks against the fall demand. There is material on hand some of the manufacturers say to keep them working in the foundries, and a certain amount of material is being received from time to time from outside sources. The general lines of graniteware, pieced ware and general shelf goods are selling fully as well as this season of the year could be expected to record. No changes of price were made, but the tendencies are firm.

Rope Market Steady; Binder Twine Moves

Montreal.

ROPE AND CORDAGE.—While there is not a great deal of added interest to the rope situation the whole position is characterized by firmness. The ease with which supplies used to be obtained has now vanished and of many sizes it is harder to get what are required each week. It will not be a surprise to see prices higher before long. Some movement is still reported of binder twine. The heavy supplies to the trade in the West have reached there and what is now moving is going nearer to dealers. Pure manila rope is based still at 39c per pound; British manila at 33c, and sisal at 27½c per pound.

Norway Iron Firmer; Iron and Steel Steady

Montreal.

IRON AND STEEL.—There was an advance of $1 per 100 pounds on the part of one jobber for Norway iron. This still brought the price within the quotation given below, but the commodity is ruling with a firm undertone. Steel and iron bars too are steady and firm. An advance for these would not be at all surprising. In the meantime there is a fair amount of business obtaining from outside points particularly.

Common bar iron, per 100 lbs.	$ 4 55
Refined iron, per 100 lbs.	4 80
Horseshoe iron, per 100 lbs.	4 80
Norway iron	12 00
Mild steel	5 05
Band steel	5 05
Sleigh shoe steel	5 05
Tire steel	5 25
Toe calk steel, per 100 lbs.	5 95
Mining tool steel, per lb.	0 17½-0 19
Black Diamond tool steel, per lb.	0 18 -0 19
Spring steel	6 50
Single reeled machinery steel	6 50
Iron finish machinery steel	5 10
Harrow tooth steel	5 20
Black Diamond cast steel, lb.	0 20-0 21

Dwindling Supply Sheets; Prices are Unmoved

Montreal.

SHEETS AND PLATES.—Although there are no supplies available from without the schedules at which various

sheet sellers are offering have been unchanged. There is one thing generally conceded, and that is that the likelihood of getting further supplies in from the United States is a very remote possibility. Some have hinted that the available supplies on hand are ample for some time to come and there may be some truth in this. There is a fair volume of trade for sheets, particularly for those of regular gauges that can now be supplied.

BLACK SHEETS—		100 lbs.
10 gauge	$9 50	$9 00
12 gauge	9 25	9 65
14 gauge	7 25	9 00
16 gauge	7 45	9 15
18-20 gauge	7 50	9 25
22-24 gauge	8 00	9 60
26 gauge	9 70	9 75
28 gauge	....	9 90
10¾ oz. (28 English)	10 80	10 75

GALVANIZED SHEETS—	
10¾ oz.	$10 00
28 ga.	9 65
26 ga.	9 25
22 and 24 ga.	9 05
20 ga.	8 85
18 ga.	8 85
16 ga.	8 70

All Lead Products Have Strong Undertone

Montreal.

LEAD PRODUCTS.—As pointed out last week there was a very firm tone to the market and this firmness still continues. The pig lead position will be likely to affect the price of manufactured lines if it advances much more, and some revisions may be made in the near future. Trading operations are fair but the business is confined quite closely to immediate needs, users not wishing to carry stock at the somewhat advanced prices ruling.

Lead pipe, lb.	....	0 14
Lead waste pipe, lb.	....	0 15
Lead traps and bends	Net list	
Lead wool, lb.	....	0 12
Lead sheets, 3 to 3½ lbs. sq. ft., lb.	....	0 11½
Lead sheets, 4 to 8 lbs. sq. ft.	....	0 11
Cut sheets, ¾c lb. extra, and cut sheets to size. 1c lb. extra.		
Solder (guaranteed)	....	0 68
Solder, strictly, lb.	....	0 60
Solder, commercial, lb.	....	0 55
Solder, wiping, lb.	....	0 55
Solder, wire (8 gauge)—		
40-60	....	0 62½
45-55	....	0 68¼
Zinc sheets, casks	....	....
Do., broken lots	....	....

Lead and Zinc Firm in Old Material List

Montreal.

OLD MATERIALS.—There is much firmness in the old metal markets on the two important items of lead and zinc. These are somewhat in better demand and the supplies are not large. The firmness also is in sympathy with the market for pig lead. Heavy lead pipe is quoted at 7c to 7⅜c per pound. The fact of there being an embargo against the export of some of the old metal lines has served to make less fluctuation of price for the home market is the only one available to those who have trading to conduct.

Tea lead	0 07¼	0 07⅜
Heavy lead pipe	0 07½	0 07⅜
Yellow brass	0 12½	0 13½
Red brass	0 22½	....
Light brass	0 08	....
Scrap zinc	0 05½	0 06
Heavy copper	0 22	0 23
Wrought iron, No.1, per gr. ton	27 00	....
No. 1 machinery cast	36 00	37 00
Heavy melting steel	20 00	21 00
Pipe scrap	18 00	20 00
Stove plate, per ton	22 00	23 00
No. 2 busheling	13 00	14 00
Old rubbers, boots and shoes	0 08	0 08¼
Overshoes, lumbermen's rubbers boots	0 07	....
Bicycle tires	0 04¼	....

Spelter Very Firm, so is Pig Lead

Montreal.

INGOT METALS.—There is a very strong market this week as applying to spelter although there was a somewhat easier feeling in New York early this week. Lead too is very firm, and there seems to be less offering.

Copper.—The usual good condition still prevails, there being a good volume of business at the unchanged price of 29c to 30c per pound.

Tin.—It is difficult still to get any tin for immediate use. As a consequence there is none to be had without paying a high pricee, and this holds at around $1.25, with $1 per pound quoted on the basis of supplies to arrive. It is reported that some lines may be placed on a fixed basis.

Spelter.—In sympathy with the United States markets the position of spelter here is very firm. While the latest reports do not indicate a higher basis some think this quite probable. Price 10½c per pound.

Lead.—There does not seem to be a great deal of lead available and as a consequence there is another advance recorded in the United States markets. Even at this the offerings are reported very light. Price here is around 10c to 10½c per pound, and strong at this.

Antimony.—The market is firm, but since the recent heavy deals were consumated there has been little trading. Prices hold at 13c to 13¼c per pound.

Aluminum.—Little to report on this metal. Trading is light and price remains at 50c per pound.

TORONTO MARKETS

TORONTO, June 20.—Quotations during the week show many lines under revision and advances are provided for in each instance. Corrugated sheets are higher in price and other lines affected include blow torches, grindstones, sleigh bells, mill board, hand bells and step ladders. A very ready sale has been noticeable for rifles and guns and jobbers' stocks are practically exhausted. Pig lead and spelter show advances for the week.

Business continues in very good volume in all lines. Retailers report fair business for screen doors and windows and auto accessories are moving out very freely.

Blow Torches Make Further Advance

Toronto.

BLOW TORCHES.—A further advance in prices applying on blow torches and fire pots has been named and quotations now available on some of the better selling numbers are as follows: Blow torches, No. 32, $9.00 each; No. 17, $9.40 each; No. 123, $8.60; fire pots, No. 20, $9.28 each; No. 21, $11.88 each.

Grindstones Revised; Mill Board Too

Toronto.

GRINDSTONES, MILLBOARD.—Revised prices have been issued on grindstones during the week which provide for advances in these. The present scale of quotations for 40-lb. stones and over is from $2.25 to $2.50 per 100 pounds, while 40-lb. and under sell at $2.50 to $2.60 per 100 pounds.

Asbestos mill board selling at 14c per pound has reached a considerably higher level, following the trend of other hardware lines.

Extension Ladders Up; Other Lines Revised

Toronto.

EXTENSION LADDERS, OTHER LINES.—Quotations on extension ladders are being named at a new basis than that formerly ruling. This shows little variation over former figures, the 16 to 32-ft. selling at 20c per foot, the 34 to 40-ft. at 22c, and the 44-ft. at 24c. Common household stepladders have also been revised, a substantial advance being provided for in new quotation of 19c per foot.

Gem razors have been changed in price, $13.50 per dozen being new figure established. Red end scythe stones at $5.60 gross, cast washers at $5.95 per 100 pounds. and Dover sad irons No. 60 at $21.00 dozen sets are other lines to be revised upwards during the week.

Prices Advance on Hand and Sleigh Bells

Toronto.

HAND, SLEIGH BELLS.—Prices have advanced on hand bells this week, the present range of prices being as follows: Nickel plated No. 2, $3.25; No. 4, $6.00: No. 6. $10.00; No. 8. $15.00; No. 10, $26.40 dozen; brass No. 2, $2.85; No. 4, $5.50; No. 6, $9.35; No. 8, $14.00 dozen.

Sleigh bells have also come in for a change in price, quotations now ruling showing up about 15 per cent. over last year's figures.

Vises Go Higher; Valves and Tools

Toronto.

VISES, VALVES, TOOLS.—Prices are in process of correction on practically all lines of vises, the new figures to show an advance of about 10 per cent. all

the way through. A revision in bolt stocks and dies is looked for in some quarters though the amount is not stated—it will be an advance. Casters are another line on which new prices at about 10 per cent. advance are now in effect.

Quotations on Jenkins globe, angle and check valves should read 12½ per cent. advance on list instead of 12½ per cent. discount. The discount applying on lumbering tools is given out as 5 per cent. in place of 15 per cent. which appeared in last week's issue.

Guns and Rifles Selling Freely; Sash Weights

Toronto.

GUNS, RIFLES.—A very free movement of available supplies of guns and rifles is apparent since the recent order-in-Council prohibiting further imports, and jobbers' stocks are becoming pretty well depleted. Some jobbers report that they have been only able to take care of their booked orders and have not solicited any further business. An endeavor to equalize distribution as much as possible is being made. A tendency towards firmer prices on some lines is noticeable.

An advance in sash weights has been named during the week, the solid being quoted at $3.90 per 100 pounds and sectional at $5.50 per 100 pounds.

Stoves and Ranges Slow; Enamelware Firm

Toronto.

STOVES, ENAMELWARE.—There is little business being done in stoves and ranges and the market shows no revision during the week. Prices are very firm and the question of future supplies hinges on raw materials available. A very good movement of summer lines continues, though difficulty in taking care of gas stove trade is reported.

Enamelware and tinware are holding very firm and revisions in some lines upward in the near future seem quite within the realm of possibility. Business is very satisfactory for this season of the year.

Gasoline Supply Easier; Heavy Demand Continues

Toronto.

OILS, GASOLINE.—One large dealer reports that they have been able to catch up on gasoline deliveries and in that respect the situation is easier. Prices have held firm, 33c per gallon showing no change, and the demand is very heavy.

Coal oil is also in good demand and unchanged range of quotations continues, the Royalite selling at 18c and Palacine at 21c per gallon.

Lubricating oils and greases for automobile use are in big demand and interest is being manifested in lines used during the threshing season.

Advance of 10c Keg Made in Wire Nails

Toronto.

NAILS. WIRE.—The long heralded change on wire nails outlined and followed up in HARDWARE AND METAL for some little time past has finally been put into effect. Quotations are now to be made at $5.30 base per 100 pounds, representing an advance of 10c per keg. That this is the peak is questionable in some quarters and another 15c advance is freely hinted at. A fair movement is in progress though indications are that retailers' stocks are in very fair shape to take care of present demands. No change has been made in cut nails, the base holding at $5.65 per 100 pounds.

Smooth steel wire has held firmly at $6.25 per 100 pounds base and no revision in this quotation is looked for at the present time. The demand is only fair.

Little Movement in Cordage; Twines Strong

Toronto.

CORDAGE, TWINE.—The demand for cordage is rather limited at the present time, though some interest is noticeable in hay fork size and some sales of this have been completed. Quotations are firm, pure manila selling at 39c per pound base, British manila at 33c and sisal at 27½c.

Twines are reported very firm, due principally to scarcity of material. There is very little hemp twine offering now and jute is reaching high levels. Stocks on all lines are rather confined to a narrow range.

Iron and Steel Bars Holding; Light Demand

Toronto.

IRON AND STEEL.—Iron and steel bars are holding steady in an unchanged market, and little of interest attaches to these items. The demand is within rather narrow channels and jobbers are able to take care of the present demands of the trade quite easily. Quotations range as follows:

TORONTO—		Per 100 lbs.
Common bar iron	....	$ 5 25
Common bar steel	....	5 50
Refined iron	....	5 65
Angle base	....	5 75
Horseshoe iron	....	5 50
Tire steel	....	5 70
Mild steel	....	5 50
Norway iron	11 00	13 00
Toe caulk steel	....	6 25
Sleigh shoe steel	....	5 50
Band steel, No. 10	....	5 75
Do., No. 12	....	6 00
Spring steel	9 50	11 50
Mining drill steel	19 00	30 00
Sheet cast steel	0 42	0 45
Tool steel	0 20	0 42

Corrugated Sheets Go Higher; Trough Firm

Toronto.

CORRUGATED SHEETS, EAVETROUGH.—A revision upward in galvanized corrugated sheets is provided for in new lists established in some quarters, which is in line with predictions made in HARDWARE AND METAL last week. That this new list will be generally adopted and that painted will also come under revision within the next few days is considered probable. New list is shown along with previous figures below.

For the present it is thought that eavetrough and conductor pipe will remain unchanged, though how long the present scale of prices can be maintained is problematical. This likely will largely depend on how quickly present stocks are absorbed. Prices appear in current market quotations.

TORONTO— Corrugated Sheets—	Per 100 Sq. Feet Galvanized	Painted
No. 28 gauge	$ 8 25-$ 9 00	$ 6 75-$ 7 25
No. 26 gauge	9 00- 10 00	7 75- 8 25
No. 24 gauge	13 00- 15 00	10 50- ....
No. 22 gauge	16 00- 18 00	13 25- ....
No. 20 gauge	19 00- 21 00	16 50- ....
No. 18 gauge	23 00- 27 00	20 00- ....

Discount 7½ per cent.

Black Sheets Revised; Few Sheets Arriving

Toronto.

SHEETS, PLATES.—Revised prices on black sheets have been named in some quarters which provide for an advance of 50c per 100 pounds in some gauges and 25c in others. Stocks on hand are fairly complete though from all sources indications are that there is comparatively little moving towards Canada in either black or galvanized. It will not take long under present conditions to bring existing stocks down to a comparatively low level. Galvanized sheets have held at advances recorded last week with a fairly good demand reported. The present range of quotations follows:

BLACK SHEETS—		Per 100 lbs.	
10 gauge	....	10 00	$12 00
12 gauge	....	10 10	10 00
14 gauge	7 45	7 90	8 40
16 gauge	7 50	8 00	8 50
18-20 gauge	7 80	7 55	8 05
22-24 gauge	7 85	7 60	8 10
26 gauge	7 90	7 65	8 15
28 gauge	8 00	7 75	8 25
3/16-inch plate	....	10 10	10 25
¼-inch boiler plate	....	....	10 00
GALVANIZED SHEETS—			
10¾ oz.		9 50	9 75
U.S. 28		9 20	9 45
U.S. 26		8 90	9 15
22 and 24		8 75	9 00
16		8 45	8 70
14		8 35	8 60

Light Supplies Wrot. Iron Pipe and Boiler Tubes

Toronto.

WROUGHT IRON PIPE, BOILER TUBES.—Stocks of wrought iron pipe are growing lighter every day owing to the difficulty manufacturers are experiencing in getting through supplies of raw material. Prices are very firm and that higher levels may be reached has been hinted at in some quarters. Prices shown in current market quotations are unchanged for the week.

Boiler tubes are increasingly scarce and stocks have dwindled to the vanishing point with apparently little prospect of their being replenished. Quotations are unchanged on the following basis:

Boiler Tubes—	Cold Drawn	Lapweld
1 inch	$36 00	$ ....
1¼ inch	40 00	....
1½ inch	43 00	36 00
1¾ inch	43 00	36 00
2 inch	50 00	36 00
2¼ inch	53 00	38 50
2½ inch	55 00	42 00
3 inch	64 00	50 00
3¼ inch	....	58 00
3½ inch	77 00	60 00
4 inch	90 00	75 00

Lead Products Very Firm; Solder Steady

Toronto.

LEAD AND ZINC PRODUCTS.—A further advance in pig lead has firmed

the market on manufactured lead products to that extent and manufacturers indicate that should the metal go much higher they will be compelled to advance their lines. The demand is only nominal at the present time. Solder remains firm and unchanged with a fair amount of trading in progress. The present range of prices is given herewith.

Lead pipe, lb.	0 14	....
Lead waste pipe, lb.	0 15	....
Lead traps and bends	Net list	
Lead wool, lb.		0 16
Lead sheets, 3 to 3½ lbs. sq. ft., lb.		0 13¼
Lead sheets, 4 to 8 lbs. sq. ft.		0 12½
Cut sheets, ¾c lb. extra, and cut sheets to size,		
Solder, guaranteed, lb.	0 66	0 70
Solder, strictly, lb.	0 60	0 66½
Solder, commercial, lb.	0 55	0 62
Solder, wiping, lb.	0 54½	0 56
Solder, wire, lb.	0 65	0 70
Zinc sheets, per lb.	....	0 26

Old Material Business In Stagnant Condition

Toronto.

OLD MATERIALS.—Business can be termed stagnant. There are no elements of interest attached to the markets here, and trading is at a very low point. Dealers seem to feel that improvement must come though when it is not possible to determine. Prices are unchanged.

Tea lead	$0 04½	....
Heavy lead pipe	0 07	0 07½
Yellow brass	0 12	0 13
Red brass	....	0 21
Light brass	....	0 09½
Heavy zinc	0 05½	0 06
Heavy copper	0 21½	0 22
Stove plate, per ton	17 00	18 00
Old cast iron, per ton	25 00	26 00
Overshoes, trimmed Arctics	....	0 06½
Auto tires	0 04½	....
Bicycle tires	0 03½	....
	Per gross ton.	
No. 1 railroad wrought	26 00	27 00
No. 2 railroad wrought	15 00	16 00
Pipes and flues	....	12 00
No. 1 busheling	16 00	17 00
No. 2 busheling	....	12 00
Country mixed scrap	....	16 00

Waste and Oakum Holding Steadily

Toronto.

WASTE, OAKUM.—A fair amount of new business is offering in waste, and manufacturers are busy filling contracts on hand. Prices have held firm and unchanged for the week, as shown in current market quotations.

Oakum is rather quiet at the present time, orders being none too free and quantities rather limited. Prices shown in current market quotations are unchanged.

Cement in Fair Demand; Plaster of Paris Steady

Toronto.

CEMENT, PLASTER OF PARIS.—A fair volume of business has been passing in cement and June trading is showing up fairly well from all accounts. The market here is very firm, and that higher price levels may be reached seems quite within the realm of possibility.

Plaster of Paris is rather quiet, orders being none too plentiful. Stocks are in fairly good shape and prices, which appear in current market quotations are unchanged.

Lead and Spelter Reach Higher Levels

Toronto.

INGOT METALS.—Prices on lead and spelter both show an upward tendency during the week, though this is not due to heavy demand. Primary points report a very good trade and markets show strength. Some tin is arriving with quotations on these supplies and spot stocks same as noted last week. A heavy consumption of copper is reported with production equal.

COPPER.— Reports from United States points indicate a heavy consuming demand but producers are equal to this and no shortage is reported. Conditions locally are unchanged, the price holding firm around 29-30c per pound.

TIN.—Little of interest has developed during the week on this market. Supplies are expected to reach here at almost any time, orders being accepted on tin to arrive at $1.00 to $1.15 per pound, while spot offerings still range around $1.35 to $1.50.

SPELTER.—The market is somewhat firmer. A fairly steady demand, with a gradual depletion of stocks owing to certain producers withdrawing from the market, are factors. Prices locally range from ¼ to ½c higher at 9¼c to 9½c per pound.

LEAD.—Consumption at United States points and for Allied account is considered heavy and the market shows increasing strength. This has been reflected locally in an advance of ¼ to ½c and whereas ½¾c is named in some quarters, most sellers are asking 10c per pound.

ALUMINUM.—There is no change to record in the situation during the week. Price locally holds firm at around 50c per pound.

ANTIMONY.—This market has shown some strength under an increased demand. Primary points report a somewhat quieter tone. Locally the price is unchanged at 16c per pound.

PIG IRON.—There is little to be said in regard to pig iron. The demand is far in excess of supply and commercial requirements are receiving comparatively little attention. Reports from United States points indicate increased production, but the demand has not yet been overtaken.

LONDON MARKETS

LONDON, June 20.—Prices on all lines are very firm and several advances are recorded. Lines affected during the week include sash weights, roofing nails, wire nails, step ladders, pine tar, apple parers and grindstones. Business here continues good. The demand for seasonable lines is still strong. The demand for guns and rifles from the retail merchants to the jobbers is good. Most jobbers are selling their stocks in small lots in this way, making them go as far as possible.

Wire Nails Make 10c Advance; Rope Firm

London.

WIRE NAILS, ROPE.—In line with firm tendencies noted in HARDWARE AND METAL in regard to wire nail situation, an advance of 10c per keg has become effective during the week, with a further increase being talked of. The new base as provided by this advance is $5.30 per 100 pounds. Cut nails are unchanged, the base price being $5.60 per 100 lbs. Rope shows no inclination to change in price during the week, quotations holding firm as follows: Pure manila, 39c; British manila, 33c; New Zealand hemp, 33c; sisal, 29½c base per pound. Indications are that merchants have their stocks in good shape for the buying season.

New Prices on Grindstones; Tie Out Chains

London.

GRINDSTONES, TIE OUT CHAINS. —Revised prices have been issued on grindstones which call for an advance of 25c per 100 pounds over former quotations. The new basis of sale established is for 40 to 200 pounds $2.50, and less than 40 pound $2.60 per 100 pounds. A splendid sale of tie out chains is in evidence. Prices remain unchanged, lists being as follows: 1/0 x 20 ft., $16.50; 1/0 x 30 ft., $23.00; 1/0 x 40 ft., $30.00; 1/0 x 50 ft., $37.00 dozen; these lists subject to a discount of 50 per cent.

Step Ladders Go Higher; Roofing Nails

London.

STEP LADDERS, ROOFING NAILS. —An advance in the price of step ladders has become effective during the week. The high price of wood and difficulty in securing, along with heavy producing costs have entered largely into this increase. New quotations on the shelf-lock are being made at 18c, and the Ontario at 23c per foot. Extension ladders are also higher in price, lengths up to 32 feet selling at 20c per foot. A decidedly stiff advance has been made in the American large head roofing nails which are being quoted at $10.00 per 100 pounds in 100-lb. kegs, while in 25-lb. boxes the price is $10.25.

Apple Parers Advance; Small Bore Rifles Firm

London.

APPLEPARERS, SMALL BORE RIFLES.—Apple parers which have remained stationary for some time have undergone revision upward, the new price on the genuine Hudson being $12.00, and on the Little Star $8.75 per dozen. Small bore rifles are enjoying a fairly good sale and prices are holding firm and unchanged. Quotations on the Stevens' rifles are given as follows: No. 14½ Little Scout, $5.25; No. 26 Crack Shot, $6.25; No. 17 Favorite, $9.25;

No. 27 Favorite, $10.00, and the Marksman, $7.75 each.

Pine Tar Goes up; Bluestone Strong

Toronto.

PINE TAR, BLUESTONE.—A new price has been named on pine tar which represents an advance over previous quotations, the pint tins now selling at $1.50 dozen. Bluestone is also very firm locally, and a price of 17c per pound is named. This is a very high figure, but it is said warranted by present conditions. A very good sale of bicycles continues to manifest itself, and no change in quotations is noted, the Victor remaining at $33.50 each.

New Price Named on Sash Weights; Lawn Hose

London.

SASH WEIGHTS, LAWN HOSE.—New prices have been named on sash weights which represent a substantial increase over previous quotations. The solid are now being quoted at $4.00 per 100 pounds, while the sectional are selling at $5.50. A very fair sale of lawn hose is reported. Prices hold firm at levels ruling for some time past, which are as follows. Prices are per foot:

No. 33 3-ply x ½ in., 9c ft.; ⅝ in., 10¾c; ¾ in., 12½c. No. 44, 4-ply x ½ in., 11c; ⅝ in., 12¾c; ¾ in., 14½v. No. 55. 5-ply x ½ in., 13c; ⅝ in., 15c; ¾ in., 17c. Corrugated, ½ in., 15¾c; ⅝ in., 18¾c; ¾ in., 21½c; 1 in., 31½c. Corrugated less 5 per cent. in full reels of 500 ft.

Turps up Another 10c; Linseed Oil Firm

London.

TURPENTINE, LINSEED OIL.—The turpentine market shows increasing strength and this is revealed in an advance locally of 10c per gallon. Primary points show a very strong market and this will naturally be reflected here. The demand continues in very good volume and the supply is still within narrow limits. Present prices are: 1 bbl. lots, 95c; 2 to 4 bbl. lots, 94c; 5 gal. lots, $1.00 Imp. gall. The linseed oil situation shows no change. Supplies are none too plentiful and prices are firmly maintained. The demand continues fair. Quotations being made are: 1 to 2 bbls. raw, $1.90, boiled, $1.93 per gal.; 3 to 5 bbls. raw, $1.89, boiled, $1.92 per gal.; 6 to 9 bbls. raw, $1.87, boiled, $1.90 per gal.

White Lead in Oil Makes 50c Advance

London.

WHITE LEAD IN OIL.—An advance of 50c per 100 pounds has been made in prices on white lead in oil. The increasing strength of the lead market as noted during the past three or four weeks along with the high prices maintained on linseed oil are factors in the establishing of this new price. Quotations are now being made for pure at $16.75 in ton lots and $17.10 per 100 pounds in less quantities.

Glass in Light Demand; Putty Firm

London.

GLASS, PUTTY.—A very limited demand is noted in respect to window glass, and no item of particular interest is to be remarked in this market. Quotations are being firmly maintained, single and double diamond taking a discount of 25 per cent., while cut lights sell at 10 per cent. Putty is also dull and uninteresting. The demand is light and prices firm, standard in drums selling at $5.55 per 100 pounds, and pure in drums at $7.55.

WINNIPEG MARKETS

WINNIPEG, June 20.—Market prices on all hardware lines are holding firm and the past week shows but one advance of any importance, this being recorded on turpentine which jumped 15c gallon. The next month, however, will see many changes as just at present new prices are being prepared by many U. S. concerns to take care of the additional 25 per cent. advance in freight rates effective June 25th, and as soon as new shipments arrive higher prices are to be expected.

Owing to the embargo on wire coming into Canada a serious shortage of barb wire is going to result. Winnipeg stocks are reported as very low, and any further supplies will have to come from Canadian mills. Business in general continues fair, while harvest tools show heavy shipments in preparation for the coming harvest.

Fire Pots, Torches Move Freely; Very Firm

Winnipeg.

FIRE POTS, TORCHES.—Fire pots and torches continue to move freely, while prices hold on all lines. However, reports indicate that further advances may be expected. Prices now ruling on a few of the more familiar lines are as follows: Blow torches, No. 32, $8.25; No. 38, $7.40 each. Fire pots, No. 71, $14.00; No. 72, $12.80 each.

Shovels, Scoops Hold Firm; Good Sale

Winnipeg.

SHOVELS, SCOOPS.—Good movement is reported on all lines of shovels and scoops with prices holding firm. Stocks in general are reported to be well assorted. To-day's ruling prices are given herewith:

Shovels.—Fox & Olds, doz.—DH. sq. pt., $13.50; DH. rd. pt., $13.50; LH. rd. pt., $13.50; LH. sq. pt., $13.50. Bull Dog, and Jones, doz.—DH. rd. pt., $15.50; DH. sq. pt., $15.50; LH. sq. pt., $15.50 LH. rd. pt., $15.50.

Scoops.—Black Cat, and Crescent, doz.— No. 4, $17.00; No. 6, $17.50; No. 8, $18.00; No. 10, $18.50. Moose & Jones, doz.—No. 4, $18.25; No. 6, $18.75; No. 8, $19.25; No. 10, $19.75.

Barbed Wire, per spool—

Barb Wire Getting Scarce, Heavy Demand

Winnipeg.

BARB WIRE.—A heavy demand continues on barb wire with only a limited quantity on hand, and stocks will soon be depleted owing to the embargo previously mentioned. Other lines of wire continue to move freely and on these no shortage is reported. Prices on all lines are holding firm and are quoted at the following figures:

	F.o.b. Ft. William	F.o.b. Winnipeg
Lyman, 4 pt.	$4 95	$5 25
Glidden, 2 pt.	4 80	5 10
Baker, 2 pt.	4 75	5 05
Plain twist per 100 lbs.	4 95	5 25
Plain gal., per 100 lbs., No. 9	5 65	6 05
No. 12	5 85	6 25
Coil spring, 100 lbs., No. 9	5 70	6 10
No. 12	5 95	6 35
Bale ties, single loop, 14 gauge, per 100 lbs.	7 25	7 65
Annealed wire, per 100 lbs., No. 9		$6 75
No. 10		6 80
No. 12		6 95
No. 14		7 15
No. 15		7 25
No. 16		7 40

Higher Prices Looked For on Dry Batteries

Winnipeg.

DRY BATTERIES.—New prices are being prepared on dry batteries, showing an advance of approximately 5 per cent. These will put into effect on the Columbia the coming week. Prices now ruling on this line are as follows:

No. 6—Less than 12, $43.25; less than 50, $39.25; less than 125, $38.25; full barrels, $35.75 per 100.

No. 8—Less than 12, $108.50; less than 25, $96.00; less than 50, $93.00; full barrels, $89.50 per 100.

Wrot. Iron Pipe Very Firm; Getting Scarce

Winnipeg.

WROUGHT IRON PIPE.—Prices continue to hold firm on wrought iron pipe owing to the fact that a serious shortage is reported in certain sizes. Reports emphasize the inability of the mills to get raw material. Prices still in effect are as follows:

Wrought Iron Pipe—	Black	Gal'v'd
¼ inch	$6 08	$8 42
⅜ inch	6 16	8 50
½ inch	7 83	9 63
¾ inch	9 95	12 38
1 inch	14 67	18 27
1¼ inch	19 88	24 75
1½ inch	23 76	29 57
2 inch	32 04	39 78
2½ inch	51 30	63 59
3 inch	67 05	83 16
4 inch	100 62	.....
3½ inch	84 92	.....
4½ inch	116 10	.....
5 inch	135 00	.....
6 inch	174 60	.....

Higher Prices Looked For In Saddlery Hardware

Winnipeg.

SADDLERY HARDWARE.—Reports from manufacturers of snaps, buckles and other lines of saddlery hardware indicate that an advance is anticipated in the near future. This is said to be necessary owing to increasing costs of raw material and production costs. Prices in the meantime remain at quotations ruling for some time past.

Turpentine Up 15c; Linseed Oil Steady

Winnipeg.

TURPENTINE, LINSEED OIL.—New prices just announced on turpentine show the heaviest advance during the past year, being 15c per gallon. This is due to the shortage of labor and increased demands for transportation. New prices now in effect are given herewith: Barrels, 95c per gallon; ½ barrels, 98c gallon; 5-gallon lots, $1.00 gallon; 1-gallon lots, $1.00 gallon; plus the usual extra for containers.

No change is recorded during the week on linseed oil, prices holding firm at the following figures: Raw oil, $2.00 gallon; boiled oil, $2.03 gallon, barrel lots.

PITTSBURGH MARKETS

PITTSBURGH, June 20.—While the steel producers are not altogether clear as to some points in the new regulations as to the distribution of pig iron and steel products, adopted by the War Industries Board under date of June 6, they feel fairly familiar with the general bearing of the regulations.

One very interesting point seems clear in the minds of most steel producers, to the effect that the distribution of any surplus material that may develop after the preference list (the recognized "more essential" classes of commercial consumption) has been taken care of, cannot occur at present, or until the War Industries Board issues its promised revised list of the preference purposes. The list embodied in the resolutions of June 6 is an old list, compiled without particular reference to iron and steel. When that list is promulgated the distribution of surplus steel can occur, but only upon written consent of the Director of Steel Supply.

A Queer Point

The tying up of surplus steel goes farther than the actual shipment; it appears to relate to the finishing of steel that may have been produced. The regulations refer not merely to material existing, but also to the use of "manufacturing facilities." Therefore leading steel producers make this interpretation, that if in the filling of a Government order they chance to produce an "off" heat of steel, which cannot be used for the order, they must hold the heat in ingot form until instructed by Washington what finished forms to roll it into. Obviously such a thing cannot be carried far, in point of time, as ingots cannot be stored to any great extent, and also it is expensive to let them cool and heat them later for rolling.

Not Enough Yet

The authorities at Washington continue to insist that there will not be nearly enough steel, at least for months to come. Many steel producers adhere to their view formed long ago that the war industries cannot possibly consume all the steel, and that there must be a surplus eventually. Of course they merely hold the opinion and cannot allow it to modify their conduct, and thus they are merely carrying out the regulations. Some of them have the thought, however, that the intensive shipping of steel against the war activities will in its own due time bring the surplus to light, in the form of some of the war industries finding them well stocked with steel and expressing a willingness to have shipments to them curtailed. Meanwhile the producers have nothing to do but "play the game."

Pig Iron Supplies

From the current trends it would appear that even if some steel products should eventually become more plentiful, and no one can say that the balance of probability is really in that direction, it would not follow that pig iron would become more plentiful, for the iron foundry, for instance, not engaged in war work. The best estimates that can be made of capacity are that there is 43,000,000 tons of pig iron capacity and 47,000,000 tons of steel ingot capacity. While steel is made from pig iron, in general, there is normally much scrap used, and that scrap is scarcer than usual, hence it takes a larger proportion than usual of the pig iron to keep the steel works running, and the steel works are going at a less proportion of their capacity than are the blast furnaces. There is practically no new construction except in connection with the war, and that means that old bridges and buildings are not being torn down. The railroads are doing but little in rail

Continued on page 62.

replacements, and they are wrecking very few cars and locomotives, and thus the railroad scrap lists are small. The Pennsylvania Railroad (east of Pittsburgh) is running only about 10,000 tons of scrap a month. Then, too, a great deal of steel is going abroad, to be fabricated there, and the scrap resulting does not come out here.

Steel Production

The statistics of steel ingot production in May are somewhat disappointing. Pig iron production, as noted in last report, was at the rate of 40,400,000 tons a year in April and at the rate of 40,900,000 tons a year in May. There was an increase, even though it was not as great an increase as had been expected. Now the steel ingot figures appear, showing that while the rate in April was about 42,650,000 tons a year, the rate in May actually dropped to about 42,300,000 tons a year. The production of finished rolled steel runs about 75 per cent. of the ingot production, the difference being scrap, mill scale, etc., so that finished rolled steel was produced in May at the rate of about 31,600,000 gross tons a year, or about 3,000,000 net tons a month.

War Requirements

At the Institute meeting May 31, J. Leonard Replogle, Director of Steel Supply, stated that the unfilled war orders on the books of steel producers, plus orders he had practically ready for placing, amounted to 16,800,000 net tons. Since then news has come out of additional requirements, for early placing, involving some 3,000,000 tons more, and making 20,000,000 tons in all.

The vital question, of course, is the rate per month at which this steel will be required. If the Government were simply buying farther ahead, as its plans are developed, the mere increase in total tonnage would mean nothing. That the trade at large has no definite idea is quite certain, and one can go farther than that, and observe that there is a hint that the highest authorities as yet know very little. This hint is contained in a paragraph in the War Industries Board's resolutions of June 6, in which distribution of pig iron and steel products to the preference list was decreed. It will be recalled that on May 17 a committee was formed, of a few members of the War Industries Board and a larger number of men, leading representatives of the iron and steel industry, to determine, among other things, this very question, the prospective rate at which steel could be furnished and the prospective rate at which it would be required. In the resolution of June 6, however, the committee is given instructions as if it had not reported any very definite findings as yet, and it is asked to recommend, if possible, ways by which steel supply can be increased.

There is no definite hint as to what the War Industries Board will do in the matter of iron and steel prices, a subject it must decide by the end of next week, as the present set prices run only through June 30. There is a strong presumption that reductions, and perhaps considerable reductions, will be desired, particularly as the Government is taking such a large proportion of the output that taxing excess profits is not enough to equalize. On the other hand there are arguments as to increased costs, and indeed a great increase since the original price basis was decided upon, September 21, 1917, and there is also the argument that the last ton of steel possible is desired, and even if the best positioned producers do make large profits the poorly positioned producers are also needed, when six months ago it did not appear that the war needed them. The familiar argument in some quarters then was that if 75 per cent. of the iron and steel industry was given a profit, its output would be amply sufficient to conduct the war work in all its phases. That is no longer the case, for the consumption that does not help directly or indirectly to win the war has become relatively small.

The Robert Simpson Company, Limited, Toronto, the second largest department store in the Dominion, has established a bicycle sales department. The company has already had several displays of wheels in its windows.

WEEKLY PAINT DEPARTMENT

Paint Trade and Brush Trade Linked Up

Customers Should be Reminded That They Need a Brush—Often They Overlook This Item Until They Come to Paint—Good Arrangement of Paint Stocks Obviates Possibility of Selling Wrong Article

PAINT sales and brush sales are linked together in an indissoluble tie. Where one goes the other should go. Many a customer will thank the dealer for suggesting that he needs a brush, for it often happens that the customer will not think of the brush until he comes to apply the paint. Suggestion that a brush is needed invariably strikes the purchaser with the idea that the dealer knows what is what. For he knows how to anticipate his needs in the matter of a brush. Such anticipation of his needs will often save the customer another trip to the store and forestall the possibility of his attempting to put the paint on with the stub of an old brush that is bound to spoil the job.

A well organized paint department will have the brushes in prominent display places. One aggressive hardware dealer has his stock of brushes arranged in drawers immediately below the paint stock, which is on shelves well up toward the front part of the store. Each one of those drawers is labeled with the kind of brush and the price at which they sell. In the centre of the paint display is the display of the various kinds of brushes, neatly arranged in a wall panel behind a sheet of glass. This display of brushes is always in view and the customer can hardly escape seeing them. To see them is to be reminded, perhaps, that he needs a brush. With the brush stock kept in drawers the chance of their becoming dust-covered is removed. They always look fresh and clean when shown to the customer.

ARRANGEMENT OF PAINT STOCK

The well arranged paint stock will be arranged in groups or in sections. Thus the oil stain will not be mixed with the stock of varnish stain, or the wood enamels mixed with the stock of iron enamels. Each will have its particular place and will always be kept in that particular spot. This arrangement does away with the possibility of error in handling goods. When they are placed side by side it is very easy for a clerk unthinkingly to pick up the wrong article. When the error is discovered the customer may have the article at home or even may have the application made. These are all factors which eventually help or mar trade.

The arrangement of the surplus stocks of paints is also another important point in the selling of paint. One successful dealer has his stock of extra paints arranged in the basement in exactly the same positions in which they are located in the paint display in the store. When a line runs down it is an easy matter to make a trip to the basement to replenish the supply. He can almost replenish his stock in the dark, so systematically is his stock arranged in this respect. This saves time—and time is an important factor in these days when there is a shortage of help in almost every hardware store.

KEEPING RECORD OF STOCK

The paint department can be conducted on a good business system or it can be allowed to run itself. When it is allowed to run itself it usually runs amuck. If it does not run amuck it runs to the minimum of sales. One of the points that greatly assists in keeping the stock in a well-ordered and systematic manner is a record book for stocks that are running low. One prosperous paint dealer keeps an order book always handy on the shelf ledge of the paint department.

As soon as any line gets down to a certain minimum, perhaps half a dozen cans, note is made that the stock is running low. When the representative of the manufacturer calls it is easy for him to tell at a glance the lines that he requires. If the paint traveler does not call in time before the order should be placed it is in a handy way to pass on to the manufacturer through the mail.

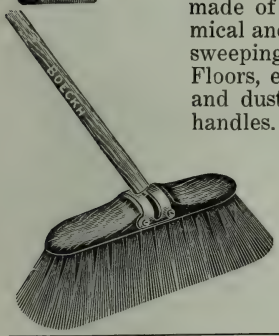
The dealer who never has to tell his customers that he is out of a particular line stands a very good chance of keeping their trade permanently. For they will not have occasion to try elsewhere in order to get a line that they may urgently need at the time he happens to be low on that line.

The Merits of Boeckh Brushes
always appeal to the Buying Public

The Buying Public always shows confidence in Boeckh Brushes by buying them.

Boeckh's Paint and Varnish Brushes have selected bristles of unusual elasticity and resiliency that are held firmly and can't come out, and the user is assured of a good-wearing, satisfactory job.

The "CLEAN SWEEP" with "Screw Lock" Handles made of selected Grey Fibre, is a sanitary, economical and serviceable broom. Specially adapted for sweeping Carpets, Linoleums, Oil Cloths, Hardwood Floors, etc. Gathers forward every particle of dirt and dust. Buffed blocks, adjustable "screw lock" handles. Sizes 10, 12 and 14 inches.



The merits of these brushes are sure to appeal to the Buying Public.
Write for prices.

Manufactured by

The Boeckh Company, Limited
166 West Adelaide St. Toronto, Canada

DO YOU WANT
"BETTER BRUSHES"

THEN WHY NOT BUY THE ONLY BRUSH MADE TO THAT STANDARD?

TRADE SIMMS SET IN RUBBER MARK

Brushes built on a quality basis and priced on a quantity output. Made under modern methods, equipment and management in the finest factory in the world devoted to the making of high-grade brushes.

T. S. SIMMS & CO., Ltd., Makers of "BETTER BRUSHES"
ST. JOHN (FAIRVILLE), N.B., CANADA

If interested, tear out this page and keep with letters to be answered.

WEEKLY PAINT MARKETS

MONTREAL

MONTREAL, June 20.—The feature of the markets this week is that of the very strong place turpentine continues to occupy. The demand altogether exceeds the supply, and it is impossible to figure out when there will be more available in anything like adequate amount. Linseed oil is obtainable now in better supply, but still there is no surplus. There was an advance of 50c per 100 pounds in the price of white lead in oil, and this follows the position attained by pig lead, and is in accord with the tendencies already outlined in HARDWARE AND METAL. Putty is very firm; so is shellac, and advances have been made recently by several makers in the latter product. Trading conditions have continued favorable, and the season has been longer than usual this year.

Shellacs Very Firm With Upward Tendency

Montreal.

SHELLACS.—Firming tendencies are still threatening in the shellac markets, and advances have been made by various paint makers. There is probability that prices will be very fully maintained all around, and further revisions would not be surprising. There is a fair demand and some request again for munition purposes will tend to make the activity greater in the near future.

No Trouble to Get $1 for Available Turpentine

Montreal.

TURPENTINE.—It is very little trouble to sell turpentine if one has it to offer these days. The fact is that there is none to speak of in sight. Some have secured quantities of wood turpentine, and for most purposes this is all right, it being of a darker shade and of less refined nature than the grade known as pure. At this writing it is not clear what the trade may expect, for the situation in the South seems to be more or less beclouded, and what supplies can be counted upon for the next few weeks is very uncertain indeed. The trade hopefully expects improvement, and if the regulations to be made regarding naval stores are more stringent than at present it is at least hoped that turpentine will be still available. Some have asked and readily received as much as $1 per gallon, but even at this there is little to be had.

Turpentine—	Per Imp. Gallon
1 to 4 barrels	....
5 barrels and over	....

Small quantities 10c advance over 1 bbl. prices.

Linseed Oil Resting Easier, But is Steady

Montreal.

LINSEED OIL.—There is this to say, which will be encouraging to the trade, that there is more oil to take care of orders that have been waiting the ability of the paint men to fill. The situation is better, although there is really no surplus here. Steady crushing has been permissible with some because of the receipt of seed from the West. As pointed out before the supply of seed has not been such as to promise an easing of the price for oil. The slight reductions made by some, as before pointed out, were in accordance with the usual procedure each season after the peak of the early trading was passed.

Linseed Oil—	Raw Imp. gal.	Boiled Imp. gal.
1 to 4 barrels	$1 79-$1 86	$1 81½-$1 88½
5 to 9 bbls.	- 1 78	- 1 80½
10 to 25 bbls.	- 1 77	- 1.79½

Putty Very Firm But is Unchanged

Montreal.

PUTTY.—The putty market is a strong one, but there is still evidence that the present basis will not continue, and that an advance may shortly be made. The strength of the oil market and the scarcity of whitings may provide for an advance in the near future. In the meantime quantities are selling as follows:

Standard Putty—	Per 100 lbs. 5 ton	1 ton	Less
Bulk, in barrels	$4.00	$4.15	$4.35
Do., ½ barrels	4.15	4.30	4.50
Do., 100 lb.	4.85	5.00	5.20
Do., 25 lb.	4.85	5.00	5.20
Do., 12½ lb.	5.10	5.25	5.45
3 and 5 lb. tins	6.85	7.00	7.20
1 and 2 lb. tins	7.35	7.50	7.70

Pure linseed oil putty, $2.00 per 100 lb. advance on above prices.

Glaziers' putty—$1.60 per 100 lb. advance on above prices.

Terms: 2%, 15 days, net 60.

Fifty Cent Advance in White Lead in Oil

Montreal.

WHITE LEAD IN OIL.—The strong position of the pig lead market is responsible this week for an advance of 50c per 100 pounds in the price of white lead in oil. Even at this it rules strong, and the combined high price of linseed oil has had some bearing in this advance. Business is just fair, and sales are made on the following basis:—Five-ton lots, $16 per 100 pounds; ton lots, $16.50, and smaller lots, $16.85. The usual differences apply for the special brands of the different makers.

Mixed Paint Firm; Sales are Made

Montreal.

MIXED PAINT.—The position of mixed paint is quite unchanged, and there is very fair business still. In common with some other lines there is a noticeable falling off, although business has kept moving better the present season than it did a year ago. This is accounted for to a certain extent because of the shortage in the early part of the season of basic materials. Manufacture was thus held back for a few weeks, and the distribution of orders was consequently spread over a longer period. Prices are very firm on all lines.

TORONTO

TORONTO, June 20.—Turpentine has furnished the feature of the markets during the week in an advance of 10c per gallon over previous quotations. White lead in oil is also higher in price. The advance amounting to 50c per 100 pounds. This is said to be due to the increasing strength of the lead market noticeable during the past three or four weeks. Colors in oil and some dry colors are also quoted higher. Business continues splendid, and from all sources a satisfactory volume of trading is reported.

Linseed Oil Follows Unchanged Course

Toronto.

LINSEED OIL.—There is nothing new to report in the situation during the week. The market is holding firm and the seed market shows little variation during the past few days. Supplies of seed are not coming through to provide for an accumulation of stocks but the trade generally is being taken care of quite satisfactorily. Prices on oil show no variation, raw in 1 to 2 bbl. lots selling at from $1.86 to $1.90 per gallon with the usual differentials for boiled. Trading is fair though not heavy to retail sources.

	Raw Imp. gal.	Boiled Imp. gal.
1 to 2 bbls.	$1.86-$1.90	$1.88½-$1.93
3 to 5 bbls.	.....	.....
6 to 9 bbls.	.....	.....

Less than barrel lots 10c per gallon higher than single barrel price.

The Paint That Is Guaranteed

The familiar "3-can display" of B-H "English" Paint this Spring, as usual, dominated the boards in every poster town in Canada. In all our newspaper and farm paper ads—and we carried on a campaign in every local paper where we had an agent—the reader's attention was directed to this sign, which has become the trade-mark of B-H products, and is known from coast to coast.

The big feature about B-H "English" Paint is the guarantee that goes on every can over our President's signature.

B-H "ENGLISH" PAINT

70% Pure White Lead (Brandram's Genuine B.B.)
30% Pure White Zinc
100% Pure Paint

High in price as white lead has become, we cannot afford to use less of it, for if we did, it would necessitate the removal of the guarantee from our cans, and to do that, would injure the reputation these paints have acquired by reason of their superior ingredients. It is by using Brandram's Genuine B.B. White Lead and Pure White Zinc in such liberal quantities that we have been able to produce a paint that truly excels in covering capacity—and stands the severe climate test of Canada in a way that spells true economy for all who use it.

Ask for particulars of our Agency proposition.

BRANDRAM-HENDERSON LIMITED

MONTREAL HALIFAX ST JOHN TORONTO WINNIPEG CALGARY EDMONTON VANCOUVER

If interested, tear out this page and place with letters to be answered.

Turpentine Makes Jump 10c Gallon

Toronto.

TURPENTINE.—Furnishing a feature every week seems to be the role of turpentine, and an extra thrill is supplied this week in a jump of 10c per gallon, the biggest weekly advance to be recorded for a long period. The question of transportation grows increasingly difficult and consequently supplies are being nursed along as carefully as possible to provide as wide a distribution as can be secured. Shipments by all-rail route are slow in coming through and shippers are not allowed to state when boats are leaving, so distributors locally are completely in the dark as to when goods in transit may reach destination. Stocks at the present time are only fair and are growing lighter.

	Imp. Gal.
1 barrel	$0 88-$0 95
2 to 4 barrels	....
5 gallon lots	1 05

White Lead in Oil Goes up 50 Cents

Toronto.

WHITE LEAD IN OIL.—Interest in this market centres in an advance of 50c per 100 pounds in practically the entire list. The metal market on lead has shown greatly increasing strength under the influence of heavy demand during the past three or four weeks and is the main element in this advance on white lead in oil. The continued high market in oil is also a contributing factor and new prices it is indicated are warranted by conditions. The demand shows no improvement but a fair amount of trading is being done. Pure, in ton lots, is now selling at $16.75 per 100 pounds, with smaller quantities quoted at $17.10. Some brands carry a slightly different range of prices as will be noted in current market quotations.

Mixed Paints Selling Freely; Very Firm

Toronto.

MIXED PAINTS.—A splendid sorting business on mixed paints is reported from practically all sources, retailers indicating sales as very heavy and this is reflected in movement from manufacturers' and jobbers' warehouses. Prices have been firmly maintained at figures shown in current market quotations.

Glass is Unchanged; Putty Very Steady

Toronto.

GLASS, PUTTY.—Glass business is within rather narrow channels at the present time, the demand being easily taken care of by dealers. Prices shown in current market quotations are fully maintained. There is a comparatively small amount of trading being done in putty and no item of particular interest attaches to this market. Prices are firm and unchanged as follows: Standard bulk in casks, $4.60; 100-lb. drums, $5.35-$5.45; bladders in barrels, $5.50-$5.70 per 100 lbs. Pure putty takes an advance over standard of $2.00 per 100 lbs.

Colors in Oil Advance; Light Stocks Paris Green

Toronto.

COLORS IN OIL, PARIS GREEN.—A revised list of prices, applying to practically the entire range of colors in oil, has become effective and represent substantial advances all the way through. Some lines of dry colors have also been revised. New prices will be found in current market quotations. Distributors of Paris green intimate that stocks are none too heavy. Booked orders have been taken care of but a heavy sorting demand during the next month would soon absorb present supplies. Prices are firm at figures shown in current market quotations.

Trade Inquiries

224. **Paints and Varnishes, Fencing and Baling Wire, Wire Netting, Iron and Steel Goods, Hardware, Lanterns, Cutlery, Enamelware, Shovels, Tools of all Kinds, Furniture, Fodostuffs, and Grocery Proprietary Lines.**—A South African wholesale firm requests catalogues and price lists, also samples when possible, of the above lines. These are mentioned in a special way, but they are interested in any line of goods suitable for the wholesale jobbing trade. The furniture must be of a kind which can be shipped in a knocked-down condition.

226. **Hardware.**—A Pretoria firm of wholesale importers requests catalogues, price lists, and samples when possible of any Canadian line of hardware, household, building or mining, also household utensils, wire (barbed and plain), and wire netting.

228. **Wire.**—An Orange Free State firm of wholesalers requests samples and prices of barbed and plain wire, galvanized and plain finish, also mosquito nettings.

229. **Agricultural and Dairy Machinery and Implements.**—A South African dairy specializing in agricultural and dairy requirements, requests correspondence, catalogues and price lists from Canadian manufacturers of cultivators, ploughs, harrows, seed drills, chaff cutters, grinding mills, harvesting machinery, cream separators, churns, milk cans, piping and fittings, pumps, foot valves, and strainers, sluice valves, rods, cylinders, and other farm machinery and implements.

231. **Hardware, Washing Machines, etc.**—An Orange Free State wholesale firm requests catalogues and price lists from Canadian manufacturers of hardware of all kinds, also from manufacturers of stoves, axes, shovels, washing machines, and household utensils.

234. **Hardware and Household Utensils.**—A Johannesburg commission agent, with branch offices in the principal centers, is prepared to take up Canadian agencies on hardware of all kinds and household utensils of every description.

236. **Electric Household Utensils.** — An Orange Free State firm, specializing in electric goods, requests catalogues and price lists from Canadian manufacturers of electric stoves, heaters, irons, toasters, and others electrical material.

238. **Tools.**—A Johannesburg commission agent, with long experience in carpenters' tools, is prepared to take up the representation of a Canadian range of these lines. Catalogues and price lists are requested in the first correspondence.

239. **Locks.**—A Johannesburg commission agent specializing in hardware seeks the representation of Canadian-made locks and other door and window metal furniture.

347. **Iron and steel, agricultural implements, typewriters, sewing machines, paper, chemical products, nickel, copper, silver, wood for construction, railway material, oil, benzine, skins and furs**—A French mercantile firm, with branches in France, Switzerland and Belgium, the head of the firm now being in the French army, wishes to arrange with Canadian manufacturers and exporters for a general agency in France, Switzerland and Belgium after the war. A member of the firm is willing to visit Canada with a view to arranging special agencies. The firm has in its organization departments for handling the above and would like to arrange for the exclusive representation of Canadian manufacturers.

349. **Hardware, iron and steel goods, barbed and plain wire, enamelware, lanterns and tools of all kinds.**—A Durban, Natal, firm of commission agents is prepared to accept agencies on commission basis only from Canadian manufacturers of the above.

351. **Catalogues.**—A wholesale hardware firm in Port Elizabeth requests catalogues and price lists from Canadian manufacturers of builders' and household hardware, spades, shovels, pick-axes, tools of all kinds, brushware, paints and varnishes, lanterns, cutlery, household utensils, stoves, iron and steel bars and rods, spring steel and iron, enamelware, woodenware, handles, step-ladders and other lines suitable for the wholesale trade.

356. **Belting.**—A South African firm, making a specialty of engineering goods, is prepared to take up the representation of Canadian-made balata and leather belting.

361. **Shovels and pick-axes.**—A South African engineering firm is prepared to take up the representation for South Africa, or purchase outright for Natal, coal shovels, square-mouth, and pick-axes. Immediate correspondence requested.

362. **Copper wire.**—A South African engineering firm requests samples and prices in sizes 8, 10, 12, 14 and 16, of hard-drawn copper wire.

363. **Incandescent lamps.**—A South African firm specializing in electrical material will purchase or act as agents for Canadian manufacturers of incandescent lamps, 100, 110 and 200 volts and bayonet caps, candle-power 16, 25, 32, 100, 200 and 400.

364. **Electrical material.**—A Durban firm of engineers, specializing in electrical goods, requests correspondence from Canadian manufacturers of electrical fittings and materials.

367. **Hardware, etc.**—A South African wholesale firm, making a specialty of hardware and kindred lines, asks for price lists, catalogues and when possible samples, from Canadian manufacturers.

369. **Catalogues.**—A Port Elizabeth firm of wholesale importers in hardware and kindred lines, asks for catalogues and price lists from Canadian manufacturers of hardware of all kinds, tools of all kinds, lanterns, enamelware, fencing and baling wire, wire netting, household utensils, stoves, shovels, pick-axes, bar iron and steel, paints and varnishes, piping and brushware.

372. **Iron and steel products.**—A Johannesburg wholesale firm requests catalogues and price lists from Canadian manufacturers and shippers of iron and steel forges, wire nails, plates and angles, bolts and nuts, bar iron, piping, pipe fittings, boiler tubing, wire, dog spikes, shafting, spanners, rotary pumps, drilling machines, mining tools, mining material, shovels, handles, brass and copper sheets and rods and machinery in general.

373. **Catalogues.**—A Pretoria wholesale firm requests catalogues and price lists from Canadian manufacturers of hardware, brushware, dairy machinery and implements, furniture (k.d.s.), woodenware, tools, handles, cart and carriage material, washing machines, wire of all kinds, samples and price lists of wrapping paper and paper bags.

Drastic Moves to Keep Money in Canada

More drastic embargo measures are on the way at Ottawa, for as THE FINANCIAL POST says in a strong front page article this week:

"It is not believed that the present List under Embargo will be sufficient to right the Exchange situation."

Highly important economic points affecting the actual business in which you personally may be engaged in Canada to-day are discussed thoroughly in this leading article. Secure a copy of THE POST, and at the same time make the acquaintance of a business newspaper in which you will find real enjoyment, and many a pointer to practical advantage. Just run over this list of contents of the June 15th issue of THE POST:

Canada and U.S. Crop Outlook is Unprecedented.

Australia Open to Canadian Newsprint Mills.

Broad Spirit at Canadian Manufacturers' Convention.

Canada Badly Needs an Institute of Research.

Regulation of Salmon Profits Now Proposed.

Profits of Banks Show Advance for Past Year.

Elaborate Plans for Rebuilding Halifax Homes.

How Embargoes Will Affect Our Imports.

Extensive Use of Trade Paper in This Country.

Fire Safety Starts at Home.

Conserving Natural Gas Will Affect Our Industries.

Saskatchewan Got Good Price For Its Big Issue.

Edmonton Has Scheme to Save Tax Delinquents.

Saskatchewan Municipalities are Prosperous.

Recommend That Government Develop Lignite.

Tariff Protection Necessary For Prosperity.

The last mentioned article is a verbatim report of the important address of S. Parsons, retiring President of the C.M.A., and embodies immensely important Canadian business matters. Many other articles in this number of THE POST are reported from the C.M.A. Convention at Montreal. Send for a sample copy of THE POST right now, and you will realize that as a Canadian Businessman's newspaper THE FINANCIAL POST is thoroughly fit and efficient to help your purposeful progress.

The MacLean Publishing Co.,
153 University Ave., Toronto.

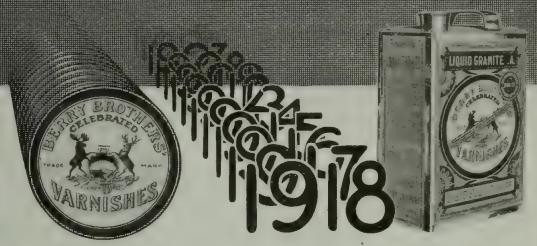
Send me THE FINANCIAL POST each week till further ordered. I will send subscription price ($3.00 per year, or $1.00 for four months' trial subscription) on receipt of bill.

Name .....

Address.....

H.M.

SIXTIETH ANNIVERSARY



DEPENDABILITY

During sixty years devoted by Berry Brothers to the study of varnish making—years of careful adherence to high standards, Berry Finishes have earned a reputation for absolute dependability and high quality. The mark of this quality is the Berry label. It is a guarantee of beauty and permanence and a safe guide for every user or buyer of varnish. All Berry products are easy to sell because of their uniform and widely recognized dependability.

Luxeberry WHITE ENAMEL

Luxeberry Wall Finishes
Luxeberry Wood Finish
Luxeberry Spar Varnish

Liquid Granite FLOOR VARNISH

Berrycraft Stain Finish
Auto Color Varnishes
Floor Wax

Berry Brothers, Inc., Walkerville, Ontario

(657)

Berry Brothers
STAINS VARNISHES ENAMELS

"Not what you PAY but what you GET for what you pay."

These well-known Brands stand for quality first and foremost. Handle the best—it pays, because it means satisfied customers.

BUILDING PAPER

"Triumph," "Navy," "Cyclone," "Sunrise," "Western King," and "Monarch."

PREPARED ROOFING

"Indruroid," "Winner," "North Star," "Klingon."

"Comfort" Felt. Red Resin, Blue Plaster Board.
Ask for Price List and Samples.

O-RIB-O MFG. CO., LTD.
WINNIPEG

If interested, tear out this page and place with letters to be answered.

CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION

Dominion Metallics — B.B. Caps, 25% B.B. Caps, 20%; 22 short, black, 22 long black, 22 long, smokeless, 20%; 22 short lesmok or 22 long lesmok, 20%; 22 short, smokeless, 30%; 22 long rifle, black, 22 long rifle, smokeless, 7½%; other rim fire, 10%; center fire pistol, add 35% list; center fire sporting, add 60%; shot cartridges, same as ball; brass shot shell, 20%; primers, add 35% list; empty shot shells, 5%; blanks, add 25%; bullets, add 40%.

Terms: Net 90 days, or 2% discount for cash in 30 days.

"Dominion" Loaded Paper Shells "Crown" Black Powder, 10% on list; "Sovereign" Bulk Smokeless Powder, net list; "Regal" Dense Smokeless Powder, net list; "Imperial" Shells, both Bulk and Dense Smokeless Powder, net list; "Canuck" Smokeless, net list; Empty Shells, 5%; 90 days net.

F.O.B. Montreal, Toronto, London, Hamilton.

AMERICAN AMMUNITION
List Prices.
Subject to 10% advance on list.

B.B. caps, $3.50 per M.; B.B. caps, concave ball, $4.40; 22 short, $5; 22 long, $6; 22 long rifle, $7; 22 short smokeless, $5.35; 22 long smokeless, $7.50; 22 long rifle, smokeless, $8.75 per M.

Sporting Cartridges—Centre Fire Smokeless 303 Winchester, $72.25 per M.; 303 Savage, $72.25; 303 British, $95; 32 Winchester special, $72.25; 38-55 Winchester, $76; 401 Winchester self-loading, $76 per M.

Primers—Nos. 1, 1½ and 2½, $8.60; Nos. 1 and 2 (100 in box), $8.80; Nos. 1-W, 1½-W, 2½-W and 3-W. and 5, and 5½, 100, in box, $8.80; Berdan Nos. 1, 1½, 2 (250 in box), $8.60; Berdan Nos. 1, 1½, 2 (100 in box), $8.80; new No. 4, $5.50; U.M.C., 88, $5.50.

Shot, standard, 100 lbs., Toronto, $17.35-$19.75; Montreal, $18; net extras, as follows, subject to cash discount only: Chilled, $1.50; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

AUGER BITS

Standard List Prices per dozen.

3/16	$ 6.00	18/16	$12.00
4/16	5.00	19/16	14.00
5/16	5.00	20/16	14.00
6/16	5.00	21/16	16.00
7/16	5.00	22/16	16.00
8/16	5.00	23/16	18.00
9/16	6.00	24/16	18.00
10/16	6.00	25/16	21.00
11/16	7.00	26/16	21.00
12/16	7.00	27/16	24.00
13/16	8.25	28/16	24.00
14/16	8.25	29/16	27.00
15/16	9.50	30/16	27.00
16/16	9.50	31/16	30.00
17/16	12.00	32/16	30.00

Discounts from Standard List prices:

Beaver, 57½ to 60%; London, 60%.
Ford's Auger Bits, 35 to 27½%.
Gilmour Auger Bits, 47½%.
Gilmour Car Bits, 37½%.
Gilmour Eye Augers, 35%.
Gilmour Ship Augers, 12½%.
Rockford Auger Bits, 50 and 10%.
Irwin Auger Bits, 15% to 17½% off list in Catalogue No. 10, 1905.
F.O.B. Toronto, Montreal London and Hamilton.

AXES

	Single Bit	Double Bit
Single Bits, doz.	$14 00	$16 00
Double Bit	16 50	19 50
Boys' Axes	12 00	14 00
Hunters' Axes	11 00	12 00
Bench—No. 2, doz.	12 50	13 20
No. 3, doz.	13 50	14 20
No. 4, doz.	14 50	15 25
Sager	$15 00	$20 00
Dominion Pride	14 50	19 50
St. Clair handled	15 50	....
Sager Boys	12 50	....
Kitchener Boys	12 00	....
Sager Hunters	11 50	....
Kitchener Hunters'	11 00	....

F.O.B. Montreal, Toronto, Hamilton, London.

BABBITT

Prices on babbitt fluctuate with the metal markets and prices are quoted on application. Prices range from 14c to $1.15 a lb.

BELTING (Leather)

Discounts apply to Revised List of Feb. 14, 1907.
Extra Quality, 30, 5%.
Standard Quality, 40%.
Side Lace Leather, lb. .$1.40-$1.75
Cut Lace Leather, lb... 1.60- 1.95
F.O.B. Montreal, Toronto.

BELLS (Farm)

No. 1 x 40, lb. $4 00
No. 2 x 50 lb. 5 00
No. 3 x 60 lb. 7 50
No. 4 x 100 lb. 10 00
F.O.B. Montreal, Toronto.

BOLTS AND NUTS

Discounts apply to list of Feb. 1, 1913.
Carriage Bolts ($1 list), ⅜ in. dia. and smaller, 10%.
Carriage Bolts ($1 list), 7-16 dia. and larger, net list.
Machine Bolts, ⅜ in. dia. and smaller, 10%.
Machine Bolts, 7-16 in. dia. and larger, net list.
Sleigh Shoe Bolts, all sizes, net list.
Coach and Lag Screws, 25%.
Skein Bolts, 20%.
Square Head Blank Bolts, net list.
Bolt Ends, net list.
Plow Bolts, net list.
Elevator Bolts, net list.
Fancy Head Bolts, net list.
Shaft Bolts ($3 list), net list.
Step Bolts, large head ($3 list), net list.
Whiffletree Bolts, net list.
Nuts, square, blank, add to list $1.50.
Nuts, square, tapped, add to list $1.75.
Nuts, hexagon, blank, add to list $1.75.
Nuts, hexagon, tapped, add to list $2.
Stove bolts, 55%.
Tire bolts, 35%.
Terms: 2% off 30 days from date of shipment.

F.O.B. Montreal, Toronto, Hamilton, London, Ont.

BORAX

Lump Crystal Borax, lb....14-14½
F.O.B. Montreal, London, Toronto.

BRASS Per lb.

Spring sheets, 24 gauge and heavier, base $0 43
Rods, base ½ to 1 in. round. .38-40
Tubing, seamless base......45½-50
Tubing, iron pipe size, base ¾ in. and up to 3 in.....45½-50
Copper tubing, iron pipe size, base ¾ in. up to 3 in.....47½-53
F.O.B. Montreal and Toronto.

BOILERS (Range)

30-gal. extra heavy ......$14.50-$17
30-gal. Standard 14 00
F.O.B. Montreal and Toronto.

BOARDS (Wash) Zinc

	Doz.
Pony	$2 25
Improved Globe	4 90
Neptune	4 90
Standard Globe	4 90
Original Globe	5 40
Jubilee	5 50
Newmarket King	5 50
Diamond King (glass)	6 00
Western King (enamel)	7 00
Beaver (brass)	7 00

F.O.B. Newmarket.

BUTTS Wrought Steel:—

No. 840	5%
No. 800	2½%
No. 838	5%
No. 808	5%
No. 804	15%
Nos. 802, 842, 844	5%
Nos. 810 and 814	net list
No. 830	2½%

F.O.B. Toronto, Montreal, London, Hamilton.

Spring Butts

Chicago Spring Hinges, List.
Triplex Spring Hinges, 20-10-5%.
Chicago Mortise Floor (5000), 33 1-3%.
Chicago Relax Floor (6000), 25-10-10-7½%.
Chicago Premier (4000), 16 2-3%.
Chicago Ajax (3000), 16 2-3%.
Chicago Fire Station, add 10% to list.
Lavatory Door Hinges, 20-5%.
Chicago Screen Door (2000), 40-7½%.
Chicago Screen Door (3000), 16 2-3 and 5%.
Non-Hold Back Screen Door, on application.
F.O.B. Chicago.

CANS

For discount on milk and cream cans, etc., see list under head of wares, etc.

CHAIN

	B.B. Fire Welded Proof Coil Mont'l	B.B. Fire Welded Proof Coil Tor'to	B.B.B. Fire Welded Mont'l	B.B.B. Fire Welded Tor'to
3-16 in.	$22.75	$19.85	$.....	$.....
¼ in.	16.75	15.25	21.75	20.25
5-16 in.	14.15	13.65	19.00	17.00
⅜ in.	13.00	12.75	15.90	16.50
7-16 in.	12.75	12.45	15.65	16.00
½ in.	12.50	12.15	15.50	15.75
9-16 in.	12.50	12.15	15.50	15.75
⅝ in.	12.35	12.00	15.25	15.50
¾ in.	12.25	11.85	15.10	15.25
⅞ in.	12.05	11.65	15.00	15.25
1 in.	11.90	11.50	14.85	15.25

Electric Welded

	B.B.		B.B.B.	
3-16 in.	$16.95	$17.40	$.....	$.....
¼ in.	13.15	13.30	13.75	15.55
5-16 in.	11.85	11.75	12.00	14.00
⅜ in.	11.65	10.50	11.75	12.75
7-16 in.	10.45	10.50	11.75	12.75
½ in.	10.20	10.50	11.75	12.75
⅝ in.	10.10	10.50	11.75	12.75
¾ in.	9.95	10.50	11.75	12.75

Montreal and Toronto.

American Proof Coil Chain

	B.B.	B.B.B.
3-16 in.	$16.75	....
5-16 in.	12.00	$12.75
⅜ in.	11.00	11.90
7-16 in.	10.75	11.70
½ in.	10.50	11.60
⅝ in.	10.35	....

Electric Welded B.B.B.—Chain, ¼ in., $13.75; 5-16 in., $12 F.o.b. Toronto.

Cow ties, 12½-15%; trace chains, net list; dog chains, 25 to 32½%; halter chains, 25 to 32½%; tie-out chains, 50%; stall fixtures, net list; breast chains, 2½%. F.O.B. Montreal, Toronto, Hamilton, London.

CEMENT

Cement, per bbl., $2.70 in carlots; $3.25 bbl. in small lots.

Paris plaster, five-barrel lots, $3.25; single barrel, $3.25.
F.O.B. Toronto.

CHURNS

List price hand churns:—No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.

List prices power churns:—No. 0, $11; No. 1, $11; No. 2, $12; No. 3, $13; No. 4, $17; No. 5, $20.

Discount of 20% f.o.b. Toronto, Hamilton, Fergus, London, St. Marys.

Discount of 17½% f.o.b. Montreal, Ottawa, Kingston.

St. John, N.B., 20%.

CHOPPERS, FOOD

Universal (doz.)—

No. 0	$17.75
No. 1	21.50
No. 2	27.00
No. 3	35.00

F.O.B. Montreal, Toronto.

Russwin—

No. 0	$17 70
No. 1	21 70
No. 2	24 95
No. 3	34 60

CLOTHES LINE (Galvanized)

No.	Per 1000 ft.
17—7-strand, 100 ft. lengths	$6 80
17—7-strand, 50 ft. lengths	7 00
18—6-strand, 100 ft. length	5 40
18—6-strand, 50 ft. lengths	5 45
19—6-strand, 100 ft. lengths	4 75
19—6-strand, 50 ft. lengths	5 00

F.O.B. Montreal, Toronto, London

COPPER

	Montreal	Toronto
Casting ingot, see weekly report.		
Bars, ½ to 2 in.	$42 50	$43 00
Plain sheets, base 16 oz. and heavier	46 00	44 00
Copper sheet, tinned, 14x60 in., 14 oz.	48 00	....
Copper sheet, planished, base 16 oz. and heavier	57 00	45 00
Braziers' in. sheets, 6x4 base	45 00	44 00

Above prices are full sheets and bars. Cut sheets and bars are 5c per lb. higher.

COMBS

Curry combs: No. 111, $1.55; No. 121, $1.70; No. 122, $2.25; No. 127, $2.25; No. 100, $2.80 per dozen.
F.O.B. Montreal, Toronto, Hamilton, London

CORD (SASH)

No. 6, lb. 72
No. 7, lb. 71
Nos. 8, 9, 10, 12 70
F.O.B. Montreal, Toronto, Hamilton, London

CANADA PLATES

Prices nominal.	Montreal	Toronto
Ordinary, 52 sheets	$11 75	$ 8 50

Galvanized

	Apollo	Crown	Gorbals
18x24x52	......	....	....
60	......	....	....

CHARCOAL, TIN PLATES

M.L.S. and Famous—	Per box
IC, 20x28 base	$28 00
IX, 20x28 base (nominal)	32 00
IXX, 20x28 base (nominal)	36 00
IXXX, 20x28 base (nominal)	40 00

F.O.B. Toronto

Raven and Murex Grades—

IC, 20x28 base, 112 sheets	$40 00
IX, 20x28 base, 112 sheets	39 00
IXX, 20x28 base, 56 sheets	20 00
IXXX, 20x28 base, 56 sheets	21 00

(Nominal) f.o.b. Montreal.

TERNE PLATES

I. C, 20 x 28, 112 sheets.. .....
F.O.B. Montreal.

COKES, AMERICAN

Bessemer Steel—
20x28 IC, 112 sheet 30 00
F.O.B. Montreal.

"DOMINION CROWN BEST"— DOUBLE COATED TISSUE

	Nominal
IC, 14x20 base	$20 00
IX, 14x20 base	18 75
IXX, 14x20 base	19 50

F.O.B. Montreal.

CLOCKS

Big Ben	$2 92
Good Morning, each	1 15
Lookout	1 45-1 50
Sleepmeter	1 65

F.O.B. Montreal, Toronto, London, Hamilton.

CROWBARS, $8.50-$9.50 per 100 lbs.

DRILLS

Bit Stock Drills, 30 to 37½%.
Rd. Shk., 30 to 37½%.
Wood Drills. 37½%.

DOORS, SCREEN

Kasement, No. 1, $24.84 to $27.24 doz.; No. 2 and 3, $28.20 to $30.60 doz. F.O.B. Toronto.

EMERY CLOTH

See under Sandpaper.

ENAMELWARE

See prices under heading Wares.

Reasons Why You Can Place Your Orders for Babbitt Metals With Us

1. We are the largest manufacturers of Babbitt Metal in the Dominion of Canada.
2. All our Babbitt Metals are made under the supervision of a skilled metallurgist.
3. Our facilities for manufacturing are superior to any other firm in the Dominion.
4. We can buy larger quantities of raw material than any other firm and can therefore give favorable quotations.
5. All raw material is tested for purity before being used. Anything not coming up to our high standard is rejected.
6. When satisfied that our raw material is right we melt thirty-five tons of metal at once, thus making thirty-five tons of any one grade at one heat. During the process of melting many tests are taken and checked up in our laboratory to absolutely guarantee a uniform alloy. After the alloy is satisfactory, the metal is poured, but before being passed as perfect the Babbitt Metal is tested on a friction testing machine and must stand up to severe tests before being passed as O.K.
7. Our Babbitt Metals are lower in specific gravity than most all other metals of similar grades. Our Imperial Genuine is the highest grade of Babbitt Metal manufactured and is lower in specific gravity than any other genuine babbit manufactured. It contains no lead.
8. We manufacture for some of the largest and most discriminating users of Babbitt Metals in the Dominion.
9. We guarantee our Babbit Metals to give excellent service.
10. We can deliver promptly from stock and guarantee a uniform alloy.
11. Our prices are as low as is consistent with the high quality.
12. Dependability is our motto.

We Manufacture All Grades of Babbitt Metals. Write for Complete List.

THE CANADA METAL COMPANY LIMITED

HEAD OFFICE AND FACTORY **TORONTO** FRASER AVENUE

HAMILTON MONTREAL WINNIPEG VANCOUVER

OUR NEW AUTO ACCESSORY CATALOGUE IS NOW READY

If you have not already received your copy, please write in and we will send one to you promptly. We want every accessory and hardware dealer to have one. You will find it to contain many items of interest. Write to-day.

GREAT WEST ELECTRIC CO., LIMITED

WINNIPEG

Distributors for Laco, Tungsten and Nitro Lamps

If interested, tear out this page and keep with letters to be answered.

FILES AND RASPS

Discounts below apply to list of Nov. 1, 1899.

	%
Great Western, Amer.	50
Kearney & Foot, Arcade	50
J. Barton Smith, Eagle	50
P.H. and Imperial	50
Disston Brand	40
Globe	50
Nicholson	30-32½
Black Diamond	32½
Delta Files	37½

F.O.B. Toronto, Montreal, London, and Hamilton.

FITTINGS

Cast iron fittings, 10% off list. Malleable bushings, 20-25%; cast bushings, 20-25%; unions, 35%; plugs, 17½-20% off list. Net prices: Class B, black, 24-26c lb.; Class C, black, 16-17c lb.; galvanized. Class B, 34-36c lb.; Class C, 24-26c lb. For fittings by the pound add 12%. F.o.b. Toronto and Montreal.

GRILLS, ELECTRIC

Single heat, round	$6 00
Three heat, round	7 15

F.o.b. Toronto.

GRINDSTONES Per 100 lbs.

Over 40 lbs. and 2 in. thick	2.25-2.50
Under 40 lbs.	2.35-2.60
Bi-Treadle, each	6.25

F.o.b. Toronto.

HALTERS (SNAP AND RING)

	Doz.
Russet rope shank, 1"	$11.25-$12.75
Russet rope shank, 1¼ in.	13 85
Black rope shank, 1 in.	13 75
Black rope shank, 1¼ in.	12.50- 13.85
Hand sewn, no shank, 1 in.	17.40
Hand sewn, no shank, 1¼ in.	20.20

Halters (Sisal).

7-16 in. gross, $24; 9-16 in., $36. F.o.b. Toronto. London—7-16 in., $2.10 doz.; ½ in., $2.65 doz.

HAMMERS, SLEDGE

Can., 5 lbs. and over, cwt.	$17 50
Masons, 5 lbs. and over, per cwt.	20 00
Masons, 5 lbs. and under	22 50
Napping, up to 2 lbs.	25 00

F.o.b. Montreal, Toronto, Hamilton, London.

HANDLES (WOOD)

All hickory handles, 10%. All neckyokes, whiffletrees and doubletrees, 10%. All ash and maple handles, wood hay rakes, horse pokes, 20%.

F.o.b. St. Thomas, London, Strathroy, Toronto.

HANGERS, BARN AND PARLOR

	List
Atlas, No. 0	12 50
Atlas, No. 1	12 95
Atlas, No. 2	15 90
Stearns, 4 in.	7 40-7 65
Stearns, 5 in.	10 25-10 65
Perfect, No. 1	10 45
Perfect, No. 1½	13 20-13 80
Storm King and safety hangers, doz.	10 25-10 65
Steel track, 1¼ in.	9.00-12.00

F.o.b. Montreal, Toronto.

HEATERS, ELECTRIC

Majestic, 1 Burner	7 50
Majestic, 2 Burner	11 25

F.o.b. Toronto.

HINGES, TEE AND STRAP

Heavy, Net Prices.

	Strap	Tee
4-inch, dozen pairs	$2 34	$1 99
5-inch	2 89	2 50
6-inch	3 12	2 81
8-inch	4 22	3 21
10-inch	7 49	5 70
12-inch	9 28	9 05
14-inch	10 61	9 20

Light, List Prices.

3-in., doz. pairs	$1 00	$1 00
4-in., doz. pairs	1 20	1 10
5-in., doz. pairs	1 40	1 30
6-in., doz. pairs	1 70	1 50
8-in., doz. pairs	2 50	1 80
10-in., doz. pairs	3 50	2 40

Discount 20 and 2½% off list.

Screw Hook and Strap Hinge—

Under 12 in., per 100 lbs.	8 00
Over 14 in., per 100 lbs.	7 50
Extra hooks for above ⅝ in., per lb.	8
Extra hooks for above, ¾ in., per lb.	7¾

F.o.b. Toronto, London, Hamilton and Montreal.

HAY KNIVES

Spear Point	$14 00
Lightning	12 50
Heath's	12 50

HOES, Grub $7.25

HOOKS, GRASS.

	Canadian	English Fox
No. 2, per doz.	$3 40	$5 00-$5 50
No. 3, per doz.	3 50	5 50- 6-40
No. 4, per doz.	3 50	6 00- 7 40
Little Giant	5 25	....- ....
Berden	5 25	....- ....

F.o.b. Montreal, Toronto.

HORSESHOES Price per keg

Patterns	Sizes made	No. 2 and larger	No. 1 and smaller Less 20c
Light iron	0-7	$6 25	$6 50
Long heel light iron	3-7	6 25	....
Medium iron	1-8	6 25	6 50
Heavy iron	6-8	6 25	....
Snow	1-6	6 50	6 75
New light "XL" steel	1-6	6 70	6 95
Featherweight "XL" steel	0-4	8 10	....
Special countersunk	0-4	8 60	....
Toe weight (front only)	1-4	9 10	....

*All sizes.

Packing—Up to 3 sizes in one keg, 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra. F.o.b. Montreal and Belleville.

Terms—Cash in thirty days, less 2% discount.

TOE CAULKS

Nos. 0, 1, 2 and larger, sharp and blunt, $2.25 to $2.90 box.

HOSE, LAWN Toronto

Corrugated, ½ in., 100 ft.	$15 75
Corrugated, ⅝ in., 100 ft.	18 75
Corrugated, ¾ in., 100 ft.	21 50
Corrugated, 1 in., 100 ft.	31 50

Less 5% for full reels, 500 ft.

F.o.b. Toronto and London.

HAT AND COAT HOOKS

Coppered wire, 3 in., 95c gross. F.o.b. Montreal, Toronto, Hamilton London.

IRON AND STEEL.

See weekly report.

IRON, TINNED

Prices nominal; Subject to premium where stocks are obtainable.

72x30 up to 24 gauge, case lots	....
72x30, 26 gauge, case lots	....

Less than case, 50c per 100 lbs. extra. F.o.b. Montreal.

IRONS (SAD)

Mrs. Potts, No. 55, polished, per set	2.20-2.30
Mrs. Potts, No. 50, nickel-plated, set	2.30-2.40
Mrs. Potts, handles, japanned, doz.	1.30- 1.50
Sad irons, common, plain, 3, 4 and 5 lbs.	9 20
Sad irons, plain, 6 lbs. up	7 00
Sad irons, common, plated	5 50
Princess Electric, each	3 35
Canadian Beauty Electric Irons—Style A	$3 75
Style B	4 12
Hotpoint Domestic Electric Iron, each	4 75
Gasoline Sad Irons, each	4 25

F.o.b. Montreal, Toronto, London, Hamilton.

LADDERS, ETC.

Step Ladders	Per ft.
Crescent	19c ft.
Household	19c ft.
Standard, 4-12 ft.	21c ft.
Electrician	30c ft.
Heavy duty	47c ft.
Extension	35c ft.

Common and Roped Extension.

	Per ft.
Up to 32 ft.	20c ft.
34 to 40 ft.	22c ft.
44 ft.	24c ft.

London—Up to 32 ft., 20c; 34-44 ft., no stock.

Fire Ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

Single and Fruit Picking.

10 ft. to 16 ft.	17c ft.
18 ft. to 22 ft.	18c ft.
Chair ladders, each	2 00

F.o.b. Toronto, Hamilton, London, Montreal.

LANTERNS Per doz.

Short Globe, doz.	$12 50
Jap'd Dash, doz.	15 00
Search Dash, doz. X-ray	15.75-16.10
Little Bobs	$2.10-$4.20
Copper, well japd., doz.	18.25

F.o.b. Toronto, Hamilton, London, Montreal.

LANTERN GLOBES Dozen

Cold blast, short	95c-$1.10
Cold blast	95c-$1.10

3 doz. cases, 85-90c doz.; 6 doz. cases, 85c dozen.

Cold blast, short ruby	4.00-4.20
Cold blast, common ruby	4.00-4.20

Less 5c a doz. in 6 doz. lots.

F.o.b. Toronto, London, Hamilton and Montreal.

LATCHES

Steel Thumb, No. 2, per doz.	1 90
Steel Thumb, No. 3, per doz.	2 50
Steel Thumb, No. 4, per doz.	4 70
Barn Door, No. 5, per doz.	2 55
Barn Door, No. 9, doz.	4 70

F.o.b. Montreal, Toronto, London.

LEAD

For pig lead and lead and zinc products see weekly report.

MACHINES (WASHING)

	List Each
Canadian	9 00
Dowswell	9 00
Noiseless	15 50
Hamilton	11 00
Snowball	15 00
Momentum	16 50
New Century, style A	16 50
New Century, style B	18 00
Playtime, engine drive	19 50
Ideal Power	28 00
Seafoam, electric	102 00
Seafoam, engine drive	44 00
New Idea, electric	134 00
Sunshine	8 50
Popular, No. 1	9 50
Economic	11 50
Champion	17 00
New Excell-All	18 00
Blue Bell, without stand	16 50
Puritan Water Motor Washer, complete	28 00
Hydro, One Tub, engine drive	45 50
Low pressure water motor washer, each	30 00
Connor ball-bearing, with rack	18 50
I X L	18 50

Gem	16 50
Winner, plain	13 50
Connor Improved	9 00
Jubilee	15 00
Canada First	19 00

Discount, 40%. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

MALLETS Per doz.

Tinsmiths, 2½ x 5½ in.	$1.00-$1.75
Carpenters', No. 3	5.80

F.o.b. Montreal, Toronto, Hamilton

MATTOCKS

Cutter, doz.	$12 00	$12 50
Pick doz.	12 00	12 50

F.o.b. Montreal, Toronto, London, Hamilton.

MOPS

Mops, O-Cedar, doz. net	$12 00
Sprustex, No. 2, doz.	$8 00 8 40
S.W. Mops, complete, doz.	4 25-4 85
Mop Sticks, doz., No. 8	1 55-1 85
Cast Head Mops, doz.	2 00
Crescent, doz.	3 10
Crank wringing, doz.	6 25

F.o.b. Montreal, Toronto, Hamilton. London.

MOWERS, LAWN

Adanac	50%
Woodyatt	40%
Empress	40%
Mayflower	40%
Star, Ontario, Daisy	40%

F.o.b. Toronto, Guelph, London. Hamilton.

NAILS

List adopted July 10, 1912.

Advances over base on common wire nails in kegs.

		2¾ inch	15c
1 inch	$1	3 inch	10c
1⅛ inch	1	3¼ inch	10c
1¼ inch	65c	3½ inch	10c
1½ inch	40c	4 inch	5c
1¾ inch	40c	4½ inch	5c
2 inch	30c	5 inch base.	
2¼ inch	30c	5½ inch base.	
2½ inch	15c	6 inch base.	

6½ to 12 inch-2 Ga. and heavier, 25c over base.

Standard Steel Wire Nails, f.o.b. Toronto, London, Hamilton, Milton $5.20 base.

Freight equalized on above points

F.o.b. Montreal, Gananoque, Collingwood and Owen Sound, $5.25 base.

Freight equalized on above points

Windsor, Walkerville, Sandwich fo.b. factory points, carload freight allowed, $5.32½.

Sault Ste. Marie, Port Arthur Fort William, $4.95-$5.25 base, f.o.b. factory; no freight allowance

Moulding, Flooring, Slating, Box, Fence, Barrel Nails, 25c per 100 lbs. over common nail price. Finishing Nails, 50c per 100 lbs. advance over common nail price Clinch Nails and Sash Pins, 75c per 100 lbs. over common nail price.

Miscellaneous wire nails, 60% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton, London.

Cut Nails—Montreal, $5.70 base; Toronto, $5.65 base; London, $5.60; Hamilton, $5.65. No equalization of freights.

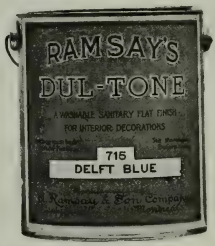
Roofing Nails — American, large head, keg, $9.00. London, $8.25.

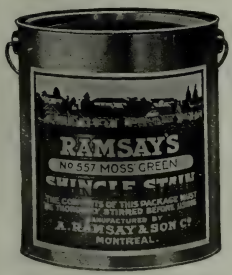
F.o.b. Montreal, Toronto, Hamilton London.

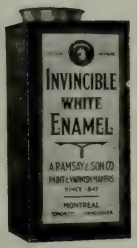
NAILS (HORSE)

Size	C Brand Per box of 25 lbs.
No. 3	$37 87½
No. 4	12 87½
No. 4½	11 62½
No. 5	4 87½
No. 6	4 62½
No. 7	4 37½
No. 8	4 37½

RAMSAY'S *Our Trade Mark Your Protection*







SOME OF THE LINES MANUFACTURED BY

A. RAMSAY AND SON COMPANY

Makers of Paints and Varnishes Since 1842

TORONTO MONTREAL VANCOUVER

No. 9	4 12½
No. 10	4 12½
No. 11	4 12½
No. 12	4 12½

Discount from above is 10% in small quantities and 10 and 5% in full boxes.
F.o.b. Montreal, Toronto, Winnipeg, Vancouver, St. John.

"M.R.M." BRAND

No.	Net Price List Lengths	Per box of 25 lbs.
3	1⅝"	$19 00
4	1¾"	9 00
5	1 15-16"	4 00
6	2⅛"	3 75
7	2 5-16"	3 50
8	2½"	3 50
9	2 11-16"	3 25
10	2⅞"	3 25
11	3 1-16"	3 25
12	3¼"	3 25

F.o.b. London, Hamilton, Montreal, Toronto

NETTING, POULTRY

List prices per roll of 50 lineal yards. Adopted March, 1909.

2-inch mesh and 19 ga. wire.

12 inch	$1 80	48 inch	$6 20
18 inch	2 65	60 inch	7 70
24 inch	3 40	72 inch	9 20
30 inch	4 00	84 inch	10 50
36 inch	4 75	96 inch	12 00
42 inch	5 50		

1½ inch mesh and 19 ga. wire.

12 inch	$3 50	42 inch	$10 50
18 inch	5 00	48 inch	12 00
24 inch	6 30	60 inch	15 00
30 inch	7 75	72 inch	18 00
36 inch	9 90		

1 inch mesh and 20 ga. wire.

12 inch	$4 00	42 inch	$12 00
18 inch	5 50	48 inch	14 00
24 inch	7 00	60 inch	17 00
30 inch	8 50	72 inch	20 00

¾ inch mesh and 20 ga. wire.

24 inch	10 50	36 inch	$15 00
30 inch	12 75		

½ inch mesh and 22 ga. wire.

24 inch	$16 50	36 inch	$24 00
30 inch	20 10		

Discounts at present quoted apply only to 1 and 2 inch mesh netting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Canadian netting 15% off list.
Montreal, 15% off list.
American netting, 10% off list.

		Per rod
Invincible—1640		$0 75
1848		0 85
2060		0 95

Put up in 10, 20 and 30-rod rolls.
F.o.b. Montreal.

OAKUM

Best (American)		$21 00
U.S. Navy (unspun)		.....
Clipper (spun)		21 00
Clipper (unspun)		19 50
U.S. Navy, Eng., (unspun)		.....
U.S. Navy, Eng., (spun)		.....
Plumbers (spun)	$8 00	$10 50

F.o.b. Montreal, Toronto

OIL

	Montreal	Toronto
Royalite	0 19	0 18
Palacine	0 22	0 21
Gasoline, gal.	0 34	0 33
Black oil (Summer)	0 16	0 15
Black oil (Winter)	0 18	0 15½
Imperial Cylinder	....	0 66½
Capital cylinder	0 50½	0 49½
Machine oil, regular grades	25½-42	26½-36½
Standard gas engine oil	38½	0 42½
Paraffine	0 21	0 24
XXX machine	0 24½	0 38½
Fuel oil, bbls.	0 14½	0 13½
Fuel oil, tank cars	0 13	0 12

OLD MATERIALS

See weekly report.

PACKING

	Per lb.
Fine jute	$0 15
Coarse jute	0 12
Hemp	0 34
Square braided hemp	0 38
No. 1 Italian	0 44
No. 2 Italian	0 36

F.o.b. Montreal and Toronto.

PAPER

	Per 400-ft. roll
Dry Fibre, No. 1 roll	1 10
Dry Fibre, No. 2 roll	0 59
Anchor Brand	1 10
Glazed sheeting	0 59
Tarred Fibre, No. 1 roll	1 25
Tarred Fibre, No. 2, roll	0 72
Surprise Fibre	0 66
Tarred felt, per cwt.	3.30-3.45

Asbestos sheeting (per 100 lbs.)	0 12	0 14
Carpet Felt, 16 oz., per 10 lbs.	$4 50	$5 50

F.o.b. Toronto, Hamilton, London, Montreal, freight equalized thereon.

PICKS—

Clay—

5 to 6 lbs., doz.	$10 75	$11 80
6 to 7 lbs., doz.	11 50	12 60
7 to 8 lbs., doz.	12 25	13 50

Rock—

7 to 8 lbs., doz. 12 25

F.o.b. Montreal and Toronto.

PINS, CLOTHES

	Per case
5 gross, 4-in. (loose)	95c-$1.10
4 gross (cartons), 4½-in.	$1.00

F.o.b. Montreal and Toronto.

PIPE, STANDARD WROUGHT

Effective Feb. 26, 1918.

Per 100 feet

Standard Buttweld

	Black	Galvanized
⅛ in.	$ 6 00	$ 8 00
¼ in.	5 16	7 29
⅜ in.	5 16	7 29
½ in.	6 55	8 12
¾ in.	8 28	10 41
1 in.	12 24	15 39
1¼ in.	16 56	20 82
1½ in.	19 80	24 89
2 in.	26 64	33 49
2½ in.	42 72	53 53
3 in.	55 85	70 00
3½ in.	70 84	87 86
4 in.	83 93	104 10

Standard Lapweld.

	Black	Galvanized
2 in.	29 60	36 08
2½ in.	44 46	54 70
3 in.	58 14	71 53
3½ in.	72 68	90 62
4 in.	86 11	107 37
4½ in.	97 79	122 56
5 in.	114 00	142 82
6 in.	147 80	185 28
7 in.	192 80	241 57
8 L in.	202 50	253 75
8 in.	233 30	292 32
9 in.	279 50	350 18
10 L in.	259 20	324 80
10 in.	333 70	418 18

Terms 2% 30 days, approved credit.

Prices—Ontario, Quebec and Maritime Provinces. .. ....

While the foregoing prices on iron pipe are the nominal prices, it has been found in practice that prospective buyers should ask for quotations on sizes 2½ inches and larger on account of the shortage of these sizes and the extra difficulty of procuring supplies.

WROUGHT NIPPLES

4" and under, 45%.
4½" and larger, 40%.
4" and under, running thread 25%.
Standard couplings, 4" and under, 35%.
4½" and larger, 15%.
Terms 2% 30 days. Approved credit, Ontario, Quebec and Maritime Provinces.

PIPE (Conductor)

Plain	List
2 in., in 10-ft. lengths, list	$8 00
3 in., in 10-ft. lengths, list	9 70
4 in., in 10-ft. lengths, list	12 80
5 in., in 10-ft. lengths, list	17 50
6 in., in 10-ft. lengths, list	21 30

Discount 10%.
F.o.b. Toronto, Ottawa, Oshawa

PIPE, LEAD

See weekly report

PIPE (SOIL)

	Montreal %	Toronto %
Medium and extra heavy, 6" and under	35, 2½	35, 2½
8" soil pipe	30	30
Medium and extra heavy fittings, 6" and under	40, 2½	40, 2½

PIPE (STOVE)

See prices under Wares, etc.

PITCH

Pine, black, per bbl.	4 75
Navy pitch, per bbl.	6 50

F.o.b. Montreal, Toronto.

POLISH (O-Cedar)

4-oz. bottles, doz.	$3 00
12-oz. bottles, doz.	6 00
1-qt. can, doz.	15 00
½-gal. cans, doz.	24 00
1-gal. cans, doz.	36 00

Discount, 33 1-3 per cent.

Liquid Veneer—

4 oz., doz.	$2 00
12 oz., doz.	4 00
32 oz., doz.	8 40
64 oz., each	1 20
128 oz., each	2 10

F.o.b. Toronto, London.

PUMPS

Pumps, Well	....
Cistern Pumps	....
Set Lengths	....
Brass Lined Cylinders	....
Brass Body Cylinders	....

F.o.b. Montreal, Toronto, Hamilton, London.

RIVETS AND BURRS

Iron rivets, blacked and tinned, 25%; Iron Burrs, 25%.
Copper rivets, usual proportion of burrs, add 30%; burrs, add 50%.
Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¼-lb. pkgs., 2c lb. Coppered Rivets, net extras, 3c per lb.

F.o.b. Montreal, Toronto, London.

ROOFING

	Per square
Samson, 1-ply, roll	1 90
Samson, 2-ply, roll	2 50
Samson, 3-ply, roll	3 10
R. S. Special, 1-ply	1 25
R. S. Special, 2-ply	1 50
R. S. Special, 3-ply	1 75
Amazon, 1-ply	1 95
Amazon, 2-ply	2 25
Amazon, 3-ply	2 55
Everlastic, 1-ply	1 65
Everlastic, 2-ply	1 95
Everlastic, 3-ply	2 25
Good Luck, 1-ply	1 60
Good Luck, 2-ply	1 80
Good Luck, 3-ply	2 10
McCombe Sp., 1-ply	1 35
McCombe Sp., 2-ply	1 55
McCombe Sp., 3-ply	1 75
Black Cat, 1-ply	1 85
Black Cat, 2-ply	2 15
Black Cat, 3-ply	2 45
Liquid roofing cement, per gal. in barrels	0 27
5 and 10 gal. lots, per gal.	0 38
Coal Tar, bbl.	$5.75-$6.00

Roofing Pitch, $1.05 to $1.10 cwt.
F.o.b. Toronto, London, Montreal.

ROPE

	Lb.
Pure Manila basis	39
British Manila basis	33
New Zealand hemp basis	33
Sisal basis	27½

Above quotations are basis prices ⅝ and larger diameter. The following advances over basis are made for smaller sizes:—Smaller than ⅝ and down to 7/16 dia.—½c above basis; ⅜ dia., 1c above basis; ¼ and 5/16 dia. 1½c above basis; 3/16 dia., 2c above basis.

Single lath yarn basis	27½	
Double lath yarn	28	
Yacht marline, tarred	57	
Halyards	50	
Hemp, deep sea line basis	50	
Hemp, tarred ratline basis	48	
Hemp, tarred bolt rope basis	45	
Marline and Houseline	45	
Italian rope basis	On application	
Cotton, ⅛ in.	0 73	0 77
5-32 in.	0 72	0 75½
3-16 in.	0 69	0 72½
¼ in. and up	0 68	0 71½

F.o.b. Toronto, Montreal, Brantford London, Hamilton.

SANDPAPER

B. & A. sandpaper, 10% to 15% on list.
B. & A. emery cloth, 5% on list.
B. & A. sandpaper in rolls 33 1-3 per cent on list. F.o.b. Toronto, Montreal.

SCALES

Champion—	Scale List	Stamping extra
4 lb.	$5 50	$0 20
10 lb.	7 50	0 30
240 lb.	12 50	0 50
600 lb.	28 00	1 00
1200 lb.	35 00	1 00
2000 lb.	50 00	1 00
2000 lb. Drop lever	57 00	1 00
10-lb. Household	5 00	0 10
25-lb. Household	6 00	0 30

Champion list prices subject to a discount of 10%; Standard scales, 20% discount; Weigh Beams, 10% discount. No discount allowed on stamping charge. F.o.b. Toronto, Montreal, Hamilton.

SCYTHES

	Doz.
Cast Steel	$12 50
Golden Clipper	13 50
Little Giant	14 50
Little Giant, Genuine	15 00

F.o.b. Toronto, London

SNATHS

	Doz.
00 Patent	$12 50
1	12 00
2	11 50
3	10 50

SCREWS

Discounts off Standard List adopted Aug. 1, 1903.

Wood, F. H., bright	72½
Wood, R. H., bright	67½
Wood, O. H., bright	67½
Wood, F. H., brass	37½
Wood, R. H., brass	32½
Wood, O. H., brass	32½
Wood, F. H., bronze	27½
Wood, R. H., bronze	25
Wood, O. H., bronze	25
Square cap	20
Hexagon cap	20

F.o.b. Toronto, Hamilton, London and Montreal.

Wooden Bench Screws

Dozen $7 00

SHEETS, BLACK

See Montreal and Toronto report

SHEETS, CORRUGATED

See weekly report.

SHEETS, GALVANIZED

Premier Galvanized

	Per 100 lbs.
10¾ oz.	$9 25
U.S. 28	8 95
U.S. 26	8 65
22 and 24	8 50
18 and 20	8 35
16	8 20
14	8 10

F.o.b. Hamilton and Toronto.

Colborne Crown — 16-20 gauge $12.55; 22-24 gauge, $12.75, 26 gauge, $13; 28 gauge, $13.25. Less 25c in cash lots. F.o.b. Montreal.

Apollo Brand	Montreal	Toronto
14 gauge	$12 05	$8 10
16 gauge	12 05	8 20
18-20 gauge	10 80	8 35
22-24 gauge	10 45	8 50
26 gauge	.....	8 65
28 gauge	.....	8 95
10¾ ozs.	11 05	9 25

Add 20c for less than ton lots

B.W. gauge	Queen's Head	Fleur-de-Lis	Gorbals "best-best"
16	$12 55	$12 55	$8 70
18-20	12 55	12 55	8 85
22-24	12 25	12 25	9 05
26	12 25	12 25	9 25
28	13 00	13 00	9 65
10¾ oz.	.....	.....	10 00

Less 25c in case lots.
F.o.b. Montreal.

SHINGLES

	Per sq.
Standard galvanized	$10 25

Shipping weight, 90 lbs

Standard painted	8 00

Shipping weight, 80 lbs
Discount 7½%.
F.o.b. Toronto, Ottawa, Oshawa

SIDING METAL

Standard galvanized	$8 75
Standard painted	7 00

Discount 7½%.
F.o.b. Montreal, Toronto, Ottawa Oshawa.

SOLDERING COPPERS

Base, 3-8 lbs., 64c lb. F.o.b Toronto and Hamilton.

SOLDER, BAR

See Weekly Report.

STAPLES

See Wire Products.

STOVES

Oil Burning Cooking	Each
Perfection 2-burner	$12 75
Perfection 3-burner	$16 50
Perfection 4-burner	21 00
No. 22G oven for above stoves	5 00
McClary Glass Front Oven No. 70	4 25
Detroit Glass Front Oven No. 85	4 50

F.o.b. Sarnia, London, Toronto, Ottawa

Oil Burning Heaters.	List
No. 525 (125), each	6 50
No. 530 (130), each	7 25
No. 630 (230), each	9 25

F.o.b. Toronto, Sarnia, London, Hamilton, Ottawa.
Discount 25% off list.

For Householder and Master Painter alike -

In Endless Sales Since 1858—

JAMIESON

The Jamieson line has stood the test—has proved its selling power—in every pinch since 1858.

Uniform quality and dependability have kept it a leader in the field. Mr. Dealer, this is Paint time. This is the season when busy householders have time and inclination to do a little painting both in and outside the house. Are you ready?

Jamieson's Pure Paints and Varnishes will keep sales moving faster because of their wide reputation for giving permanent satisfaction.

Write now for the Jamieson plan to keep you "on top" in your locality.

R. C. JAMIESON & COMPANY, LIMITED

Owning and Operating P. D. DODS & CO., LIMITED

Vancouver MONTREAL Calgary

SPADES, SHOVELS AND SCOOPS

	1st Grade	2nd Grade	4th Grade
Plain Back Shovels and Spades	50%	50%	50%
Draining Tools	50%	50%	....
Hollow Back Scoops	50%	....	50%
Sand Shovels	50%	....	50%
Hollow Back Shovels	50%	....	50%
Hollow Back Coal Shovels	50%	....	50%
Riveted Back Scoops	50%	50%	50%
Miners' Spring Point Shovels	50%	....	....

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List; Black List prices being as follows:

BLACK LIST PRICES

Plain Back Shovels and Spades	$29.00	$28.00	$25.00
Draining Tools, No. 2, black	29.00	27.50	....
Hollow Back Scoops, No. 2, black	34.50	....	32.00
Coal Shovels, Hollow Back, No. 2, black	32.00	....	30.00
Sand Shovels, No. 2, black	27.50	....	24.00
Hollow Back Shovels, No. 2, black	27.50	....	24.00
Riveted Back Scoops, No. 2 black	37.50	35.50	34.00
Miners' Spring Point Shovel, No. 2, black	36.50	....	....

NET EXTRAS—

For each size larger than No. 2, add 25c dozen net.

Full polished ....$1.00 per dozen net

Half polished .... 50c per dozen net

F.o.b. London, Hamilton, Toronto, Gananoque, Ottawa, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon.

SWEEPERS, CARPET — Bissell's Doz.

American Queen, Nickeled Fittings, Cyco Ball Bearing $43 00
Boudoir, Nic., Cyco B.B. 40 00
Club, Jap. Cyco Bearing 96 00
Champion, Nickeled Fittings 35 00
Champion, Japanned Fittings 31 00
Elite, Nic., Cyco B.B. 46 00
Grand, Nic., Cyco B.B. 56 00
Grand, Jap., Cyco B.B. 52 00
Grand Rapids, Nic., Cyco B.B. 40 00
Grand Rapids, Jap., Cyco B.B 36 00
Parlor Queen, Nic., Cyco, B.B. 46 00
Princess, Nic., Cyco B.B. .. 41 00
Standard, Nickeled Fittings 37 00
Standard, Japanned Fittings 33 00
Universal, Nic., Cyco Bearing 38 00
Universal, Jap., Cyco Bearing 34 00

SWEEPERS, VACUUM — Bissell's Doz.

Grand Rapids, Nic. $84 00
Household, Jap. 72 00
Superba, Nic. 99 00

F.o.b. factory Niagara Falls, Ont., and other jobbing points in Eastern Canada.

SWEEPERS (ELECTRIC)

Steel frame 33 75
Aluminum frame 41 25
Attachments, set 7 50

F.o.b Toronto, Hamilton, London.

TACKS — Discount

Wire Tacks ....60 and 10%
Revised Hardware Tack List adopted Jan. 1, 1916 ....60 and 15%
Double pointed tacks....60 10%
Shoe findings list adopted July 5, 1917—Net list.
List of Capped Goods adopted Jan. 1 1916..60 and 15%

F.o.b. Toronto, Hamilton, Montreal, London.

TINNERS' TRIMMINGS

See prices under head of Wires.

TOASTERS, ELECTRIC

Upright, with rack $4 00

TOOLS, HARVEST

Waverly, Wellandvale, Rixford. Maple Leaf, Bedford, 17½% discount. Samson, 12½% discount.

F.o.b. Montreal, Toronto, Hamilton. London.

TROUGH (EAVE)

O. G. Square bead and half round.

Size in girth	Per 100 ft.		
8 in.	$ 6 90	15 in.	$12 50
10 in.	7 70	18 in.	16 00
12 in.	9 10	Discount 10%.	

F.o.b. Toronto, Oshawa, Ottawa

TRAPS (GAME) — Doz. with chain

Victor, No. 1 .... 2 20
Jump, No. 1 .... 2 95
Hawley & Norton, No. 1.... 3 45
Newhouse, No. 1.... 4 70

F.o.b. Toronto, London, Hamilton, Montreal.

TWINE (BINDER) — Per lb

500 ft. $0 23½
550 ft. 0 25¼
600 ft. 0 26½
650 ft. 0 28

In 5-ton lots ¼c discount from above; 10 tons and upwards, ¼c discount. Freight paid on 300 lbs. and over to nearest station.

F.o.b. Montreal, Toronto, Brantford, Hamilton, London

TWINE (COTTON)

3-ply wrapping, lb..........69-72
4-ply, wrapping, lb..........73-76

F.o.b. Toronto, Hamilton, London.

WOOD TUBS

No. 0, per dozen $19 80
No. 1, per dozen 17 60
No. 2, per dozen 15 40
No. 3, per dozen 13 20

F.o.b. Newmarket

VALVES — %

Ground work 50
Compression work, standard .. 52
High grade 45
Cushion work 46
Fuller work, standard 50
High grade 43
Basin cocks, No. 0 standard .. 46
High grade 46
Bath cocks 53
Flatway stop and waste cocks, standard 53
High grade 50
Roundway Stop and Waste Cocks, standard 53
High grade 50
Brass Steam Cocks, standard .. net
Radiator valves, standard 15
High grade 7½
Globe, angle and check valves, standard 10
Do., high grade 7½
Patent quick opening valves .. 35

F.o.b. Toronto

WARES, ETC.

Scotch Grey Ware, 50, 5%.
Colonial, 33 1-3%.
Imperial Ware, 33 1-3%
Pearl, 33 1-3%.
Premier, 10%.
Canada Ware, 10%.
Diamond, 10%. White Ware, 50%.
Japanned Ware, list plus 20%.
Japanned Ware, White, list, plus 30%.
Plain and Jap Sprinklers, list plus 20%.
Stamped Ware, plain, 50%.
Stamped Ware, retinned, 45%.
Copper Bottoms, list, plus 10%.
Tinners' Trimmings, plain, 50%.
Tinners' Trimmings, retinned, 45%.
Tinners' Trimmings, general, list plus 10%.
Factory Milk Cans, list plus 50%.
Milk Can Trimmings, list, plus 60%.
Cream Cans, list ,plus 25%.
Railroad Cans, list, plus 20%.
Pieced Tinware, C.B., list, plus 50%.
Sheet Iron Ware, list, plus 10%.
Pieced Ware, ordinary, list, plus 30%. Fry Pans, 40 and 10%.
Spiders, steel, 10%; cast iron, 17½%.
Fire Shovels, Japanned, list, plus 10%.
Steel Sinks, painted, list, plus 10%
Steel Sinks, galvanized, list plus 15%.
Light Galv. Pails and Tubs, list plus 20%.
Heavy Galv. Pails and Tubs, list, plus 10%.
Garbage Pails, list, plus 10%.
Jap. Coal Hods, list, plus 25%.
Galv. Coal Hods, list, plus 40%.
Paper Lined Boards, 40 and 5%.
Wood Lined Boards, 30 and 10%.
Stove Pipe, patent, per 100, 6 in., $20.36; 7 in., $21.83.
Common, made-up, per 100, 5 and 6 in., $21.00; 7 in., $23.00.
Polished, made-up, per 100, 5 and 6 in., $23.00; 7in., $25.00.
Stove Pipe Thimbles, 50, 10%.
Copper Boilers, list, plus 10%.
Copper Tea Kettles, list, plus 10%.
Copper Tea Kettles, 3 doz. lots, list, plus 10%, less 10%.
Copper Tea and Coffee Pots, list, plus 10%.
Copper Tea and Coffee Pots, in 3 doz. lots, list, plus 10%, less 10%.

F.o.b. Montreal, Toronto, London, Hamilton.

WASHERS, IRON

Full box, 10% on list. Net prices per 100 lbs.: ¼ in., $21.80; 5-16 in., $18.50; ⅜ in., $16.30; 7-16 in., $13.55; ½ in., $13; 9-16 in., $12.15; ⅝ in., $11.70; 11-16 in., $11; 13-16 in., $11.70; 15-16, $11.70; 17-16 in., $11.70; 50 lbs. of one size, $2 per 100 lbs. less.

F.o.b. Montreal, Toronto, London

WEIGHTS, SASH

	Tor'to	Lond'n	Mont'l
Sectional, 1 lb. per 100 lbs.	$5 50	$5 50	$5 35
Section, ½ in. per 100 lbs.	5 50	5 50	5 35
Solid, 3 to 30 lbs., per cwt.	3 90	4 00	4 00

WHEELBARROWS

Navvy, steel wheel, doz..37.50-51.50
Garden steel wheel, doz.51.00-75.00
Light garden, doz. 37.00-54.00

F.o.b. Montreal, Toronto, London.

WIRE PRODUCTS

F.o.b. Toronto, London, Hamilton, Montreal

Cut Hay Baling Wire — Per 100 lbs

No. 9 .... $6 60
No. 10 .... 6 65
No. 11 .... 6 70
No. 12 .... 6 85
No. 13 .... 6 95
No. 13½ 6 95
No. 14 .... 7 10
No. 15 .... 7 35

Stovepipe Wire

No. 18 .... 8 25
No. 19 .... 8 75

Hay Wire in Coils

No. 13 .... 6 80
No. 14 .... 6 90
No. 15 .... 7 05
No. 16 .... 7 20

Smooth Steel Wire.

Nos. 0-9 gauge, base 6 25

Extras over base sizes on smaller gauges are as follows:

No. 10, 6c extra; No. 11, 12c; No. 12, 30c; No. 13, 30c; No. 14, 40c; No. 15, 55c; No. 16, 70c extra.

Extra net per 100 lbs.—Oiled wire, 10c; spring wire, $2.50; bright, soft drawn, 15c; charcoal (extra quality), $1.25; packed in casks or cases, 15c; bagging and paperings, 10c; 50 and 100-lb. coils, in 25-lb. coils, 15c; in 5 and 10-lb. coils, 25c; in 1-lb. coils, 50c; in ½-lb. coils, 75c; in ¼-lb. coils, $1.

Fine Steel Wire

List Price on Fine Steel Wire

No. 17	$5 00	No. 26	$ 9 50
No. 18	5 50	No. 27	10 00
No. 19	6 00	No. 28	11 00
No. 20	6 65	No. 29	12 00
No. 21	7 00	No. 30	13 00
No. 22	7 30	No. 31	14 00
No. 23	7 65	No. 32	15 00
No. 24	8 00	No. 33	16 00
No. 25	9 00	No. 34	17 00

For prices of fine steel wire add 45% to above list.

Extra net

List of extras in 100-lb. lots, net

Tinned wire, Nos. 17-25 .... $3 00
Nos. 26-31 .... 5 00
Nos. 32-34 .... 7 00
Coppered 0 75
Oiling 0 10
In 25-lb. bundles 0 15
In 5 and 10-lb. bundles.... 0 25
In 1-lb. hanks 0 25
In ½-lb. hanks 0 28
In ¼-lb. hanks 0 50
Packed in casks or cases.... 0 15
Bagging or papering.... 0 16

Oiled and Annealed Wire

No. 10 .... $6 45
No. 11 .... 6 47
No. 12 .... 6 55

Wire Bale Ties

No. 12 .... $ 75
No. 13 .... 6 85
No. 13½ 6 90
No. 14 .... 7 00
No. 15 .... 7 20
No. 16 .... 7 45

Fence Wire. — Toronto

Barb ....$6.25-$6.50
No. 9 pl. galv.... 5.35- 5.90
No. 12 pl. galv.... 5.50- 6.00
No. 13 pl. galv.... 6.00- 6.15
No. 9 coil sp.... 5.50- 5.90
No. 12 coil sp.... 5.80- 6.20

Quotations are at times made on wire at lower figures than the general market by jobbers having large stocks to dispose of.

Fence Staples

Fence staples, bright $5 50
Fence staples, galvanized.$6.25-6.50
In 25-lb. boxes add 25c extra

Poultry Netting Staples

Poultry netting staples, galvanized, list $12 00
Less discount of 12½%.

Bright poultry netting staples $1.10 less than galvanized after discount has been made.

Copper and Brass Wire

Copper wire list, plus........10%
Brass wire, 3 to 24 gauge, add 40%
25 to 36 gauge, add 25%

Wire Cloth

Black Fly Screen Cloth, per 100 sq. ft. in 100-ft. rolls...$3 50
In 50-ft. rolls 3 55
Galvanized, per 100 sq. ft. in 100 ft. rolls 4 75 5 50
Bronze, sq. ft. 0 14

F.o.b. Toronto, Hamilton, London.

Wire Goods

Discounts apply to list adopted Nov. 20, 1916.

Bright Screw Eyes Suits, A.B.C.M. 82½%
Bright Iron Gate Hooks and eyes 82½%
Bright square cornered screw hooks, and stove pipe eyes 82½%
Brass, screw eyes suits, A.B.C. 70%
Brass Screw Hooks 70%
Brass Gate Hooks and eyes 70%

F.o.b. Toronto, Montreal, London, Hamilton.

WRINGERS

Royal Can., 11 in., doz. list $84 72
Eze, 11 in., per doz. 91 80
Trojan, 12 inch 185 00
Favorite 511E 105 80
Unexcelled, 1041E 129 60
Easy Work 90 50
Challenge, 3111E 94 30
Gem, 141E 91 80
Sunlight, 111E 82 80
Ottawa, 341E 103 30
Empire, 11 in. 98 80
Superior, 11 in. 84 80
Majestic, 11 in. 88 00
Perfect, 11 in. 97 50
Bicycle, 11 in. 103 30
Daisy, No. 2 .... 114 72
Daisy, No. 1 .... 105 84
Maple Leaf No. 2 .... 103 20
Maple Leaf No. 1 .... 94 32
Sun 78 90
Rapid 82 80
Universal 63 00
Eureka, 10 in. 65 00
Eureka, 11 in. 71 00
Eclipse 97 70

Discount off above list, 40%.

Freight equalized on shipments of ¼ doz. and upwards on Montreal, Toronto, Kingston, Hamilton, London, St. Mary's.

For zinc products and zinc sheets See weekly report.

WRENCHES

Trimo—	Doz. net		Doz. net
8 in.	$14 20	18 in.	$31 50
10 in.	15 75	24 in.	45 70
14 in.	22 00		

Coes—	Doz. net		Doz. net
6 in.	$13 00	15 in.	$31 20
8 in.	15 60	18 in.	41 60
10 in.	18 20	21 in.	50 70
12 in.	23 40		

Stillson—	Each	Dozen Net	
6 in.	$1 10	$12 00	$12 50
8 in.	1 25	13 50	14 00
10 in.	1 40	15 00	15 60
14 in.	1 95	21 00	21 85
18 in.	2 75	30 00	31 20
24 in.	3 95	43 50	45 25
36 in.	....	81 00	84 25
48 in.	....	....	124 80

PLATE A210

EMPIRE CLOSETS

Every Merchant Plumber is interested in seeing his customer get the best that the market affords.

It means better profits and satisfied customers.

Empire Vitreous China Closet Combinations are durable, neat in appearance and silent in operation.

Oak and Vitro Closet Outfits carried in stock.

We can make prompt shipment of all lines of plumbing and heating material.

Empire Mfg. Co., Limited
London Toronto

Pronounced "RU" as in RUBY

RU-BER-OID ROOFING

COSTS MORE - WEARS LONGER.

Trade-Mark Registered

SOLE CANADIAN MAKERS:
THE STANDARD PAINT CO. OF CANADA, LIMITED
MONTREAL TORONTO WINNIPEG VANCOUVER

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863
Twelve Medals of Award at INTERNATIONAL Expositions.

INCORPORATED 1895
Special Grand Prize
GOLD MEDAL
Atlanta, 1895.

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY - - - - PHILADELPHIA, PA.
Owned and operated by Nicholson File Co.

If interested, tear out this page and keep with letters to be answered.

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE
Colors and white—2½-lb. packages, $8.60 for 100 lbs.; 5-lb. packages, $8.40 for 100 lbs. F.o.b. Montreal, Toronto, London.

BEESWAX Per lb.
Small quantities $0 45
Larger quantities 0 40
F.o.b. Toronto.

BLUE STONE Montreal Toronto
Per lb. 13-14 14-16

BRONZING LIQUID
Bronzing liquid, No. 1.$1.50-$2.00
Banana oil, gal. 3.50- 7.00
F.o.b. Montreal, Toronto.

BRUSHES
Weighted, 15 lbs., each..$1.35 $2.00
Weighted, 20 lbs., each.. 1.60- 2.25
Acme, 15 lbs., each...... 1.75
Acme, 20 lbs., each...... 2.00
Acme, 25 lbs., each...... 2.35
F.o.b. Toronto.

COATING
Cement Coating $3 00 $3 75
F.o.b. Montreal, Toronto.

COLORS (DRY) Per lb
Raw Umber, No. 1, 100-lb. kegs 0 07
Do., pure, 100-lb. kegs.... 0 15
Burnt Umber, No. 1, 100-lb. kegs 0 07
Do., pure, 100-lb. kegs.... 0 15
Raw Sienna, No. 1, 100-lb. kegs 0 07
Do., pure, 100-lb. kegs.... 0 15
Burnt Sienna, No. 1, 100-lb. kegs 0 07
Do., pure, 100-lb. kegs.... 0 15
Imp. green, 100 lb. kegs.... 0 23
Chrome green, pure 0 35
Chrome yellow 17-31
Brunswick green, 100 lb. k.. 0 12
Indian red, 100-lb. kegs.... 0 15
Indian red, No. 1, 100 lb. k.. 0 06
Venetian red, best bright... 0 04
Venetian red, No. 1 .... 0 02½
Drop black, pure dry....... 0 15
Golden ochre, 100 lb. kegs.. 0 06½
White ochre, 100 lb. kegs.. 0 04
White ochre, barrels 0 03
Yellow ochre, barrels 0 03½
Spruce ochre, 100-lb. kegs... 7-8c
Canadian red oxide, bbls....2 -2¼
Super magnetic red...... 2¼-2½c
Vermilion 0 40
English vermilion 2 50
F.o.b. Montreal, Toronto.

COLORS IN OIL, PURE
1 lb. tins—
Venetian red 0 16
Indian red 0 30
Chrome yellow, pure 0 53
Golden ochre, pure 30-32
French spruce ochre, pure.... 0 18
Chrome green, pure 24-23
French permanent green, pure 28
Signwriters' black, pure 0 33
Lampblack 0 33
Marine black, 5 lb. irons...... 0 20
F.o.b. Montreal, Toronto.

ENAMELS (White) Gal.
Duralite 6 50
Albagloss 6 05

GLUE Per lb.
Brantford All Round Glue—
Case No. 7—50-lb. pkgs......$28 00
Case No. 8—100 ½-lb. pkgs.. 31 00
Case No. 9—200 ¼-lb. pkgs.. 38 00
Discount.
French medal (prices withdrawn)
English common sheet....... 32-34
English prima 35-38
White pigsfoot 0 50
Cake bone, 112-lb. bags...... 0 35
Hide, 112-lb. bags 0 45
Gelatine, 112-lb. bags........ 45-60
Ground glues, 112-lb. bags, No. 1 28-30
Ground glue, No. 2, 112-lb. bags 22-24
Do., No. 2, less than bags.. 24

GLASS

Per 100 ft.	Single Thick	Double Thick
Under 25	$16 80	$22 90
26 to 34	17 60	24 85
35 to 40	18 35	26 40
41 to 50	23 50	30 00
51 to 60	24 60	30 80
61 to 70	26 50	32 70
71 to 80	29 70	35 40
81 to 85	....	45 45
86 to 90	....	48 85
91 to 94	....	49 80
95 to 100	....	58 55
101 to 105	....	65 35
106 to 110	....	73 10

Discount box glass, 25%.
Cut lights, 10%. Cash 2%.
F.o.b. Montreal, Toronto, London, Hamilton.

GLASS, PLATE

	Sq. foot
Plates up to 1 foot, each	$0 80
Plates from 1 to 2 feet, each	0 90
" 2 to 3 "	0 95
" 3 to 4 "	1 15
" 4 to 5 "	1 35
" 5 to 7 "	1 50
" 7 to 10 "	1 70
" 10 to 12 "	1 75
" 12 to 15 "	1 85
" 15 to 25 "	1 95
" 25 to 50 "	2 15
" 50 to 75 "	2 20
" 75 to 90 "	2 25
" 90 to 100 "	2 30
" 100 to 120 "	2 60
" 120 to 140 "	2 90

Plates 101 to 110 wide containing not over 100 ft. each... 3 00
Plates 111 to 120 wide containing not over 100 ft., each... 3 40
Plates 101 to 110 wide containing over 100 ft., each..... 3 40
Plates 111 to 120 wide containing over 100 ft., each..... 3 75
Trade Discount, 25%.
City deliveries, 33 1/3%.
Montreal, London, Hamilton, Toronto, Kitchener.

GLAZIERS' POINTS
Zinc coated, $1.56-$1.62 per doz. packages 6 lbs. gross.
Zinc, pure, prices withdrawn.
F.o.b. Montreal, Toronto.

LEAD, WHITE (Ground in oil.)
Prices are per 100 lbs. in ton lots. Less than ton lots are 35c per 100 lbs. higher than quoted below.

	Montreal	Toronto
Anchor, Pure	$16 50	$16 75
Crown Diamond	16 50	16 75
Crown, Pure	16 50	16 75
Green Seal	16 50	16 75
Tiger, Pure	16 50	16 75
Ramsay's Pure	16 50	16 75
Moore's Pure	16 50	16 75
O.P.W. Dec. Pure	16 50	16 75
Red Seal	16 50	16 75
Decorators' Pure	16 50	16 75
O.P.W. English	16 70	16 95
Elephant Genuine	17 10	17 25

B.B Genuine Lead less than tons, $18.60 Toronto; $17.20 Montreal. Ton lots 5% off; five-ton lots 10% off.

LEAD (RED DRY)
Genuine, 560-pound casks, per cwt.....$14 00 $14 50
Genuine, 100-pound kegs, per cwt..... 14 75 15 50
Less quantity 16 00 17 00
F.o.b. Montreal, Toronto.

LEAD, ARSENATE OF

	Dry, Pound	Paste, Pound
Barrels, 600 lbs...	....	0 24½
Half bbls., 300 lbs.	....	0 24¾
100s	0 45	0 25
50s	0 45½	0 25½
25s	0 46	0 26
10s	0 47½	....
5s	0 49½	0 29½
2s	....	0 31
1s	0 52	0 32½

F.o.b. Toronto, Montreal and Hamilton

MURESCO
Tints, 5-lb. packages, per 100 lbs., $8.40; white, 5-lb. packages, $7.80. F.o.b. Toronto.

LINSEED OIL
For prices see weekly report.

PAINTS, PREPARED
Price per gallon
Elephant, white 3 70
Elephant, colors 3 45
B.H. English, white 3 80
B.H. English, colors 3 70
B.H. Floor 3 05
B.H. Porch Floor 3 70
Minerva, white 3 60
Minerva, colors 3 40
Crown Diamond, white 3 55
Crown Diamond, colors 3 45
Crown Diamond, floor 2 95
B.H. Fresconette, white 3 35
B.H. Fresconette, colors...... 3 25
Moore's House Colors, white.. 3 50
Moore's House Colors, colors. 3 40
Moore's Egyptian Paint, all colors 2 75
Moore's Floor Paint 2 90
Moore's Sani-Flat 3 00
Jamieson's Crown Anchor.... 3 30
C.P.C. Pure, white 3 80
C.P.C. Pure, colors.......... 3 70
O.P.W. Canada Brand, white 3 70
O.P.W. Canada Brand, colors 3 40
O.P.W. Canada Brand, floor. 2 95
O.P.W. Flat Wall, white..... 3 20
O.P.W. Flat Wall, colors 3 00
Ramsay's Pure, white 3 65
Ramsay's Pure, colors 3 35
Martin-Senour, 100%, white.. 3 80
Martin-Senour, 100%, colors. 3 70
Martin-Senour, Porch Paint... 3 70
Martin-Senour, Neutone, white 3 35
Martin-Senour, Neutone, colors 3 25
Senour's Floor Paint 3 15
Sherwin-Williams, white 3 80
Sherwin-Williams, colors...... 3 70
Flat Tone, white 3 35
Flat Tone, colors 3 25
Lowe Bros. H.S., white...... 3 80
Lowe Bros. H.S., colors..... 3 70
Mellotone, white 3 50
Mellotone, colors 3 35
Sanitone, white 3 35
Maple Leaf, white........... 3 80
Maple Leaf, colors 3 70
Maple Leaf, floor........... 3 15
Maple Leaf, flat wall........ 3 25
Pearcy's Prepared, colors 3 15
Pearcy's Prepared, white 3 50
F.o.b. Montreal, Toronto.

PARIS GREEN C.P. Berger's and Munro's Per lb.
In barrels, about 600 lbs. 0 60¼ 0 61
In arsenic wegs, 250
In 50 lb. and 100 lb. drums 0 61¼ 0 62
In 25 lb. drums..... 0 62¼ 0 63
In 1 lb. packets, 100 lbs. in case....... 0 64¼ 0 65
In ½ lb. packets, 100 lbs. in case 0 66¼ 0 67
In 1 lb. tins, 100 lbs. in case 0 66¼ 0 67
Above prices f.o.b. Montreal, Quebec, Moncton, St. John and Halifax. Toronto, Hamilton, London, Yarmouth and P.E.I. are ¼c per lb. higher. Terms one month net or 1% in 15 days.

PASTE WOOD FILLER Pound
1 lb. cans 16-19
2 lb. cans 16-19
5 lb. cans 15-19
12½ lb. cans 14-15
25 lb. cans 14-15
F.o.b. Montreal, Toronto.

PUTTY

	Standard Less than tons Montreal	Toronto
Bulk, in casks	$4 35	$4 60
Bulk, 100-lb. drums	5 20	5 35-5 45
Bulk, 25-lb, drums	5 20	5 45
Bulk, 12½-lb. irons	5 20	5 50-5 70
Bladder, in bbls....	5 20	5 50-5 70

Ton lots standard are 20c per hundred pounds less.
Pure Putty, $2 cwt. advance.
London and Hamilton prices same as Toronto.

SHELLAC
Pure White, gal.. $4 40-$4 90
Pure Orange, gal.. 4 15- 4 50
Gum Shellac, TN, 74-76c lb.; finest orange, 79-95c; bone dry white, 82-85c F.o.b. Toronto, London.

PAINT AND VARNISH REMOVER
Taxite, 1 gal. cans........... 3 00
B.H. Vanisher $2 75
Cumoff 3 00
Takof 3 25
O.P.W. Presto 3 00
Lingerwett 2 80-3 25
Solvo 3 00
F.o.b. Montreal, Toronto.

TURPENTINE
See weekly report elsewhere in this issue for prices.

SLATING Gal.
Liquid Slating, B.B..........$2 20

VARNISHES Per gal. cans
No. 1 Furniture, extra, barrels, $1.10-$1.21 gal.; gal. tins ....$1.32-$1.45
B.H. Stovepipe Varnish, ½ pints, per dozen 1 54
Depend-on, list 3 25
B.H. Maritime Spar, list.... 7 90
Everlastic, Depend-on and Maritime Spar subject to discount of 40%.
Elastilite 2 90
Graniline Floor Finish 2 90
Hydrox Spar 3 65
Sun Varnish 2 64
Sun Spar 4 59
Sun Waterproof Floor 3 02
Jasperite Interior and Exterior 2 65
Jasperite Pale Hard Oil ... 1 90
Jasperite Indestructo Floor Finish 2 65
Jamieson's Copaline 3 02
M-S Marble-Ite Floor 3 29
M-S Wood-Var 3 29
M-S Double Spar 4 57
M-S Finest Interior 3 36
Elastic Interior 2 64
Mar-not 3 52
Quick Action House 2 47
Rexspar 4 62
Sear-Not 3 34
Kyanize Spar 4 95
Kyanize Cabinet Rubbing .. 3 85
Kyanize Interior 3 85
Luxeberry light 3 30
Luxeberry granite 3 52
Luxeberry spar 4 96
Ramsay's Universal 2 64
F.o.b. Montreal, Toronto.

WATER PAINTS
Opalite, 300 lb. bbls....... 0 13½
Opalite, 100 lb. kegs...... 0 14
1 gal. packages, per pkg... 0 75
½ gal. package, per pkg... 0 40
Coralite, 5-lb. pkgs., white 0 07
Coralite, 5-lb. pkgs., colors 0 07½
B.H. Frescota, 5 lbs. white, $6.50; colors 7 00
F.o.b. Montreal, Toronto.

WASTE
Cream, Polishing $0 21

WHITE
XXX 0 20
XX 0 18
X 0 17
XC 0 16
Japanese 0 15
XXX Extra 0 21
X Grand 0 19½
XLCR 0 18½
X Empire 0 17½
X Press 0 16

COLORED
No. 5 15
No. 1 14
No. 7 13
No. 1A 11½
No. 1B 10½
Fancy 16½
Lion 15
Standard 18½
Popular 12
Keen 10½
Above lines subject to trade discount for quantity.

WAX Per lb.
C. & B. Floor Wax $0 35
B.H. Wax 0 35
Ronuk Floor Wax, lb. 0 38
Berry Bros. 0 34
Imperial Floor Wax 0 40
Anchor 0 38
O.P.W. Lion Brand 0 35
Old English 0 53
Johnsons 0 57
Jamieson's liquid wax, gal... 2 75
Gold Medal 0 42
Ramsay's 0 30
S. & W. 0 40
F.o.b. Montreal and Toronto.

WHITING
Plain, in bbls. $2 50
F.o.b Montreal, Toronto, London.
Gilders, bolted, in bbls....... 3 00

WOOD ALCOHOL per gal.
In five gallons..........$1.80-$1.90
In barrels ....- 1.70
$4 extra for barrels
F.o.b. Montreal, Toronto, London.

—the hall-mark of quality in paints, varnishes, enamels, stains and finishing material

Canada's emblem—the *Maple Leaf*, never stood higher in the estimation of the Empire than it does to-day. Never before has our trade emblem stood for more than it does to-day.

It is the identification mark, the trade-mark, of Canada's tried and proven quality paints and varnishes, etc. It stands between you and your customers as a guarantee which means absolute mutual satisfaction.

MAPLE LEAF PRODUCTS "make good because they're made good."

THE IMPERIAL VARNISH & COLOR CO. LIMITED

WINNIPEG TORONTO CANADA VANCOUVER

If interested, tear out this page and keep with letters to be answered.

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, $11.00.

Shot, soft, per cwt., $17.20; chilled, $18.70; buckshot, $18.00; ball, $18.40.

Dominion Metallics—B.B. Caps, $2.80; C.B. Caps, $3.50; 22 Short Black or Lesmok, $4; 22 Long Black or Lesmok, $4.80; 22 Short Smokeless, $4.30; 22 Long Smokeless, $6; 22 Long Rifle Black, $5.60; 22 Long Rifle Smokeless, $7 per M. net. Center Fire Pistol, 22%; Center Fire Sporting, 25% off American list.

American Metallics—B.B. Caps, $3.06; C.B. Caps, $3.85; 22 Short Black, $4.35; 22 Long Black, $5.25; 22 Long Rifle Black, $7.70; 22 Short Smokeless, $4.69; 22 Long Smokeless, $6.55; 22 Long Rifle Smoke, $7.65 per M. net. Center Fire Pistol, 10% on list; Center Fire Sporting, 10% on list.

Loaded Shells—Crown Black Powder, 12 ga., $31; Sovereign Smokeless, 12 ga., $38; Regal Smokeless, 12 ga., $38; Nitro Club Smokeless, 12 ga., $41; Canuck Smokeless, 12 ga., $41 per M. net. Empty Paper Shot Shells, $14 per M.; Empty Brass Shot Shells, $6.65 per 100.

ANVILS

Peter Wright, 80 lbs. and up, 24c per lb.; clip horn, 25c lb.

Norris, 80 lbs. and over, 16c.

AXES

Single Bit	$14 50	$20 00
Double Bit	16 50	21 50
Broad axes	32 00	35 00

AUGER BITS

Standard List Prices per Dozen

3/16	$6 00	18/16	$12 00
4	5 00	19	14 00
5	5 00	20	14 00
6	5 00	21	16 00
7	5 00	22	16 00
8	5 00	23	18 00
9	6 00	24	18 00
10	6 00	25	21 00
11	7 00	26	21 00
12	7 00	27	24 00
13	8 25	28	24 00
14	8 25	29	27 00
15	9 50	30	27 00
16	9 50	31	30 00
17	12 00	32	30 00

Discounts from standard list prices

Irwin	10%
Gilmour	45%

BARS, CROW. $10.25 per 100 lbs.

BAR IRON

Bar iron.—$5.50 base; Swedish iron, $5.25; sleigh shoe steel, $5.80; spring steel, $6.50; machinery steel, $8.00; tool steel, octagon, 100 lbs., $13.

BELTING

Rubber, 6 in. and under, 25-2½%; over 6 in., 20%.

Agricultural or No. 1 leather belting, 47½% off list.

Standard, 30, 10 and 5% off list.

The "double" list is just twice the price of "single."

BELT LACING

In sides, tanned, $1.55 per lb.; cut, $1.75 per lb.; rawhide, sides, $1.50; cut, $1.70.

Blue Stone (Vitrol), 12c lb.

BOLTS

Carriage, ⅜ and smaller, 5%; 7-16 and larger, 5% on list; machine, ⅜ and under, 5%; 7-16 and over, 5% on list; machine set screws, 25%; plough bolts, 5% on list; stove bolts, 50%; shaft belts, 5% on list; tire bolts, 25%; sleigh shoe bolts to ⅜ and smaller, 5% on list; 7-16 and up, 5% on list.

BORAX. Borax, per lb., 14c.

BUILDING PAPER

Tarred, $1.10 to $1.60 per roll, according to quality; plain, 80c to $1.45.

BUTTS

Plated—No. z41 Antique Copper and Dull Brass Finish

	Per pr.
2½ x 2½ in.	35
3 x 3 in.	37
3½ x 3½ in.	35
4 x 4 in.	47
4½ x 4½ in.	68
5 x 5 in.	80

Wrought Steel—

No. 840	Net list
No. 800	5% on list
No. 838	Net list
No. 804	5% off list

CHAIN

Coil, 3-16 in., $18.50; ¼, $13.65; 5-16 in., $12.20; ⅜, $11; 7-16, $10.70; ½, $10.40; 9-16, $10.40; ⅝, $10.25; ¾, $10.15; 1 in., $9.90. Logging, 5-16 in., 14c; ⅜, $12.80; ½, $12.20; tie-out, 47½%.

CHURNS

Barrel, No. 0, $7.20; No. 1, $7.20; No. 2, $8; No. 3, $8.80; No. 4 $10.40 each.

CLEVISES, MALL. 15c per lb.

CLOCKS—Alarm

	Each
Big Ben	$2 90
Baby Ben	2 90
America	1 25
Lookout	1 50
Sleepmeter	1 55

COPPER

Sheet and planished copper, 75c per lb. Tinned, 60c.

CORD SASH

Coils or Hanks

8, 9, 10 .... 72c lb.

DRILLS

Bit stock, 35%; Blacksmith, ½ in. round shank, 20%.

EAVETROUGH

Eavetrough, per 100 ft., 8 in., $6.50; 10 in., $7.20; 12 in., $8.45.

Conductor pipe, 2 in., per 100 ft., $7.55; 3 in., $9.15; 4 in., $12.05.

ENAMELWARE

See Wares.

FILES

Globe	Discount 45%
Nicholson Gen.	Discount 30%

FITTINGS

Malleable	Black	Galv.
Class B	$ 27	$ 38
Class C	17½	27
Bushings	20%	..
Unions	30%	..
Nipples 4" and under	45%	..

FORMALDEHYDE

400-lb. bbls., 29c lb.; 200-lb. barrels, 30c lb.; 100-lb. barrels 31c lb.; 10-lb. jugs, $3.40 each; 5-lb. jugs, $1.90 each; 2-lb. jugs, 90c each.

GALVANIZED WARE

See Wares.

GLASS, WINDOW

	Single	Double
Up to 25 in.	$13 50	$18 50
26 to 40	14 50	21 00
41 to 50	18 50	23 75
51 to 60	19 50	24 25
61 to 70	20 50	25 75

GLASS (Plate)

Net list.

GLOBES—LANTERN

	Doz.
Short Pattern	$1 10
Cold Blast, regular	1 00

GRINDSTONES

Per 100 lbs., $2.75.

Mounted on steel frames, $5.00 to $6.75.

HARVEST TOOLS. 25%.

HINGES

Light T and strap, 10%.

Corrugated Strap Hinges — 4, $1.70; 5, $$2.10; 6, $2.85; 8, $4.60; 10, $7; 12, $10.75.

Corrugated Tee Hinges—4, $1.90; 5, $2.55; 6, $3.25; 8, $5.65; 10, $8.75; 12, $12.40.

HORSESHOES

Iron, No. 0 to 1, $7.35; No. 2 and larger, $7.10; snowshoes, No. 0 to No. 1, $7.60; No. 2 and larger, $7.35; steel, No. 0 to 1, $7.80; No. 2 and larger, $7.55; featherweight, $8.95.

IRON, GALVANIZED

	Premier	Apollo and "Fleur de Lis"
10¾ oz. or 28 Eng.	$10 90	$10 90
28 Am. or 26 Eng.	10 60	10 60
26 Am. or 26 special	10 30	10 30
24	10 15	10 15
22	10 15	10 15
18 and 20	10 00	10 00
16 Am.	9 85	9 85

IRONS, SAD

Common Sad Irons, 8 lbs., 11c per lb.; 4 lbs., 14c per lb.

Mrs. Pott's No. 55, set $2 10

Mrs. Pott's No. 50, set 2 25

Mrs. Pott's common sad iron handles, $1.60 dozen. Mrs. Pott's improved, $2.10 a dozen.

JACKSCREWS

10% off list.

KNIVES—HAY

	Doz.
Heath's	$12 50
Lightning	12 50

LAMP CHIMNEYS

A, per case 8 doz., $7.80 per doz., $1.05; B, per case 6 doz., $6.50; per doz., $1.15.

LANTERNS

No 2, plain	$13 00
No. 25, Dash-board	17 50
Short Globe, doz.	13 00

LEAD PIPE, $14.40.

LEAD WASTE, $15.40.

LATCHES—THUMB, STEEL

	Doz.
2	$2 10
3	2 80
4	4 90
Barn Door	
5	2 80
8	3 00
9	5 20

LINSEED OIL

See weekly report.

MACHINES—WASHING

	Each
Dowswell	$ 5 00
New Century B	10 15
New Idea	11 35
Snowball	9 00

MATTOCKS

Pick, $11; cutter, $11.

MOPS

	Doz.
O'Cedar Polish, No. 1	$12 00
O'Cedar Polish, No. 3	12 00
Self-Wringing	5 25

MOWERS—LAWN

	14 in.	16 in.
Woodyatt	$7 75	$8 25
Empress	10 00	10 60
Daisy	6 15	.....
Star	7 00	7 50

NAILS

Wire, f.o.b. Fort William, $5.60 base; Winnipeg, $6 base. Cut f.o.b. Winnipeg, $6.55.

NETTING—POULTRY

Net Prices Per Roll

1 in. mesh x	24 in.	$5 95
	30 in.	7 20
	36 in.	8 50
2 in. mesh x	24 in.	2 90
	30 in.	3 40
	36 in.	4 05
	48 in.	5 25
	60 in.	6 55
	72 in.	7 80

NETTING. Poultry, 15%.

Banner Netting, 24 in., $4.15; 36 in., $5.30; 48 in., $6.25; 60 in., $7.40; 72 in., $8.40.

NUTS

Square, small lots, blank, 4½c tapped, 4¾c advance on list; Hexagon, small lots, blank, 4⅝c; Tapped, 5c advance on list; case lots all styles, 1c less than above.

OILS

"Buffolite," 24c; Ideal Thresher, 47c; "B" Castor machine oil, 38c; Buffalo engine gasoline, 37½c; Buffalo "A" gas engine oil, 50c; Royal gasoline, 37c; Family safety coal oil, 24½c; "Engoline" engine coil oil, 20½c; Summer black oil, 22½c; Kelso engine oil, 47c; Electro oil, 45c; Royalite oil, 20c; Standard gas engine oil, 48c; Prairie Harvester oil, 49½c.

PAINTS

Stephens' Out White, $3.95; Stephens' House, $3.85; Stephens' Floor, $3.30; Silkstone, $3.15; Stephens' Barn Paint, $1.70.

DRY COLORS

Yellow ochre, in bbl. lots, 3c; less than barrel lots, 4c; golden ochre, barrels, 4c less; than barrels, 5c; Venetian red, barrels, $2.50; less than barrels, $3.50; American vermillion, 20c; English vermillion, $8 per lb.; Canadian metallic oxides, barrel lots, 3½c; English purple oxide, in casks, 3½c; less quantities, 4c per lb. Red lead, kegs, $19; less quantities, 20c.

PICK, Clay, 6-7, $12.25 per doz.

POLISH—

O-Cedar—	Doz.
4 oz.	$2 00
12 oz.	4 00
1 quart	10 00
½ gal.	16 00
1 gal.	24 00
Liquid Veneer—	
4 oz.	2 00
12 oz.	4 00
1 quart	8 40
½ gal.	14 40

(Continued on second page.)

Stephens' will dominate a successful Paint season

To-day in the West Stephens House Paint is the popular Paint.

Its covering capacity and reliability has caught the confidence of the Westerner and——it sells.

It sells WELL because, as dealers say, it is undoubtedly the best all-round Paint for every purpose.

It suits the needs of the West

Dealers in the West who are not now Stephens' representatives should write for a proposition that exactly suits them; because it means money to them.

Tear this page out now and write.

G. F. STEPHENS & CO.
LIMITED

WINNIPEG CALGARY

If interested, tear out this page and keep with letters to be answered.

Winnipeg Hardware Quotations—Continued

PIPE, WROUGHT IRON

Per 100 Ft.	Black	Galv.
¼ inch	$ 6 08	$ 8 42
⅜ inch	6 16	8 50
½ inch	7 83	9 63
¾ inch	9 95	12 38
1 inch	14 67	18 27
1¼ inch	19 88	24 75
1½ inch	23 76	29 57
2 inch	32 04	39 78
2½ inch	51 30	63 59
3 inch	67 05	83 16
3½ inch	84 92	.....
4 inch	100 62	.....
4½ inch	116 10	.....
5 inch	135 00	.....
6 inch	174 60	.....

PLASTER. Paris, per bbl., $4.50.

PLATES, CANADA

18x21 per box, half polish, $10.25; full polished, $11.75; 18x24, half polished, $10.25; full polished, $11.75; 20x28, half polished, $10.25; full polished, $11.75.

PLOW SHARES, 21c per lb.

POINTS

Landslide plow, 1½x14 in., $3 55 per dozen.

PUTTY

100-lb. irons	$5 70
25-lb. irons, per cwt.	6 30
1½-lb. tins	0 12

RIVETS AND BURRS

Iron rivets, 10%; copper, No. 7, 65c lb.; No. 8, 66c; No. 9, 69c; No. 10, 71c; No. 12, 76c.

Five-lb. assorted boxes, No. 8, 74c; No. 10, 79c lb.

Copper Burrs, No. 7, 65c; No. 8, 66c; No. 9, 69c; No. 10, 71c; No. 12, 76c.

ROPE

Sisal, 28¼c base; pure Manila, 39¾c base; British Manila, 33¾c base; lath yarn, 28¼c base; African hemp, 33¾c base; cotton rope, ¼ and over, 65c lb.

Tarred Marline Hanks, per lb., 50c.

SANDPAPER—

Star—	Quire	Ream
00, 0, ½	$0 38	$ 7 20
1	0 39	7 50
1½	0 43	8 10
2	0 46	8 70
2½	0 49	9 30
3	0 57	10 80
B. & A.—		
00, 0, ½	0 45	8 50
1	0 47	9 00
1½	0 50	9 60
2	0 55	10 50
2½	0 60	11 00
3	0 67	12 75

SASH BALANCES (Caldwell). Net list.

SAWS, BUCK

Happy Medium, $10.00; Watch Spring, $10.40; Lance Tooth or Lightning Blades, $10.90.

SCREWS

Bright iron round head, 60%; flat head, 65%; round head, brass, 25%; flat head, brass, 30%; coach, 20%.

SCYTHES—	Doz.
Bramble	$13 25
Bush	13 25
Excelsior	14 50
Cast	12 50

SNATHS—	
No. 2 loop	11 50
Bush	13 00

SWEEPERS, CARPET—

See list in regular "Current Market Quotations" Column, f.o.b. factory, Niagara Falls, Ont.

SWEEPERS, VACUUM—	Doz.
Grand Rapids, Nic.	$ 87 00
Household, Jap.	75 00
Superba, Nic.	102 00

F.o.b. Jobbers' Warehouses, Winnipeg.

STEEL SHEETS, BLACK

10 gauge	$8 50
12 gauge	8 75
14 gauge	8 75
16 gauge	8 75
18-20 gauge	8 80
22-24 gauge	8 85
26 gauge	8 90
28 gauge	9 00

SHOVELS AND SPADES

Shovels—Fox and Olds, D.H., Sqr. Pt., $13.50 per doz.; D.H. Rd. Pt., $13.50 per doz.; L.H. Sqr Pt., $13.50; L.H. Rd. Pt., $13.50; Bulldog and Jones, D.H., Rd. Pt.,$15.50; D.H. Sqr. Pt., $15.50; L.H., Rd. Pt., $15.50; L.H., Sqr. Pt., $15.50; L.H., Rd. Pt., $15.50; Black Cat and Crescent Scoops—No 4, $17.00 doz.; No. 6, $17.50; No. 8, $18.00; No. 10, $18.50; Moose & Jones Scoops, No. 4, $18.25; No. 6, $18.75; No. 8, $19.25; No. 10, $19.75.

SOLDER. Per pound, 60 to 61.

SPIKES

Pressed, ¼ in., $8.30; 5-16, $7.95, ⅜, $7.75; ½, $7.55.

STAPLES

Bright wire, per cwt., $5.85 at Fort William, $6.25 Winnipeg; galvanized staples, $6.65 Fort William. $7.05, Winnipeg.

STEEL

Sleighshoe, $5.80 base per cwt.; plow, common, $6.50; crucible plow, $7.50; angle, $5.35; harrow, $5.50 base; cast, octagon tool steel, 20c base; square tool, 20c base; spring, $7.50; machine, $8.00 base; tire, $5.60. Mid, 3-16, ¼, 5-16, $8.00 base; other sizes $5.75 base. Band Steel, $5.75 base.

STEEL HOOPS

½ in., $9.75; ⅜ in., $9.50; ¾ in., $8.75; ⅞ in., $8.50; 1 in., $8.50; 1¼ in., $8.50; 1½ in., $8.

STEEL SQUARES

5% on list.

TACKS. Carpet, 65% list.

TIES. Cow, 5%.

TIN AND TERNE PLATE

20 x 28 I.C.	$30 00
20 x 28 I.X.	32 00
20 x 33 I.C.	35 40
20 x 38 I.X.	37 45
Terne plates	24 00

TRAPS, GAME— Doz.

	Victor	H.& N.	Jump
No. 0	$1 95	....	....
No. 1	2 30	$3 60	$3 10
No. 1½	3 45	5 40	4 55
No. 2	4 80	7 50	6 70
No. 3	6 40	10 00	....

TUBS—	Wood	Fibre
No. 0	$21 35	$21 95
No. 1	18 80	18 85
No. 2	16 40	15 60
No. 3	14 00	13 30

TURPENTINE

See weekly report.

TWINE (WRAPPING)	Lb.
Cotton, 4-ply	0 72
Cotton, 3-ply	0 63

Dozen

VARNISHES

Stephens Luminette, gal.	$2 20
Stephens Exalite, gal.	3 00

WARES, ETC.

Scotch Grey, 40, 12½% discount.

Colonial, Imperial, Pearl, 20, 7½% discount.

Premier, Canada, Diamond, 2½% discount.

Whiteware, 40, 10% discount.

Japanned Ware, list, plus 30%.

Japanned Ware, white, list, plus 40%.

Japanned Sprinklers, list, plus 30%.

Stamped Ware, plain, 40, 10% discount.

Stamped Ware, ret'd, 40% discount.

Pieced Tinware, ordinary, list, plus 40%.

Pieced Tinware, copper bottoms, list, plus 60%.

Sheet Iron Ware, list, plus 20%.

Light Galv'd Pails and Tubs, list, plus 27½%.

Heavy Galv'd Pails and Tubs, 17½% discount.

Jap. Coal Hods, list, plus 35%.

Galv'd Coal Hods, list, plus 50%.

WASHERS

Iron, small lots, 15% on list + 75c; full boxes, iron, 10% on list + 75c.

WHITE LEAD

Decorators' pure, ton lots, $16.65; less than ton lots, $17.00.

WIRE, BARB

Lyman, 4-point, $4.95 f.o.b. Fort William, $5.25 Winnipeg; Glidden Cattle, 2-pt., $4.80 Fort William, $5.10 Winnipeg; Baker 2-pt., $4.75 Ft. William, $5.05 Winnipeg; plain twist, cwt., Ft. William, $4.95; Winnipeg, $5.25 spool; plain galvanized, Ft. William, No. 9, $5.65; No. 12, $5.85; Winnipeg, No. 9, $6.05; No. 12, $6.25; coil spring, Ft. William, No. 9, $5.70; No. 12, $5.95; Winnipeg, No. 9, $6.10; No. 12, $6.35.

Patented screen in 100-ft. rolls, $3.50 per hundred sq. ft.; in 50-ft. rolls, $3.60 per 100 sq. ft.

WIRE, PLAIN

Bale ties, 14 gauge, single loop $7.65 Winnipeg; $7.25 Ft. William

Brass snare wire, per lb., 80c.

WIRE ANNEALED

No. 9, $6.75; 10, $6.80; 12, $6.95; 14, $7.15; 15, $7.25; 16, $7.40 per 100 lbs.

WRENCHES (NUT)—

Agricultural—	Doz.
6 in.	$ 6 50
8 in.	7 80
10 in.	9 10
12 in.	11 70
15 in.	15 60
Perfect Handle—	
6 in.	13 50
8 in.	16 20
10 in.	18 90
12 in.	24 30
15 in.	32 40
18 in.	43 20

WRENCHES (PIPE)—

Stillson—	Each
6 in.	$1 00
8 in.	1 13
10 in.	1 25
14 in.	1 75
18 in.	2 50
24 in.	3 60
36 in.	6 75
Trimo—	
10 in.	$1 45
14 in.	2 00
18 in.	2 90
24 in.	4 15

Dozen

Always Ready—	Black	N.P.
No. 1	$4 20	$4 50
No. 2	5 75	6 00

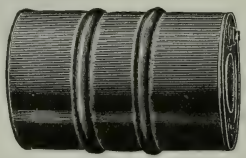
WRINGERS

Royal Canadian, $51,90 per doz.; Eze, $56.10 per doz.; Bicycle, $62 per doz.; Ajax, $125.00 doz.

MAX TRADE MARK MEANS

Business for Western Canadian Merchants and Quality for Western Canada Buyers

Max Brand Corrugated Sheets, Galvanized or Painted.
Full weight, properly corrugated to give ample lap with minimum loss, well protected with adequate coating.
Stock Troughs, Round End and Circular. This construction appeals to buyers because it gives adequate service. Made to last.



Gasoline Barrels, Shipping, Storage, Half, all ready sellers with a nice profit.

Metal Shingles, Sidings and Ceilings, Eaves Trough, Conductor Pipe, etc. Galvanized Sheets, Black Sheets, Canada Plate, Solder, etc.

Handle these lines and you will find it easy to hold your trade.
Catalogue No. 216 is an efficient help to close sales.

Winnipeg Ceiling and Roofing Co., Limited

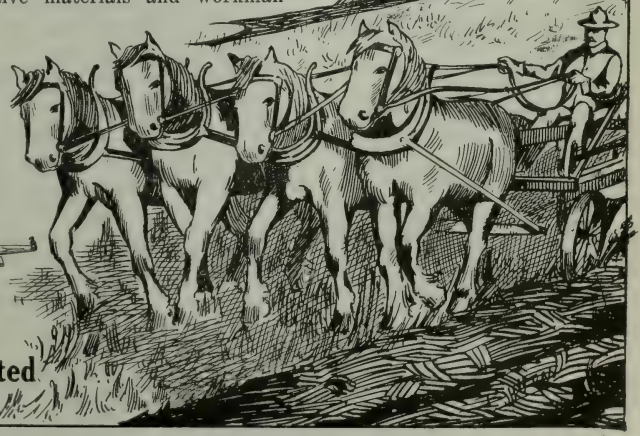
P.O. Box 3006 *WESTERN CANADA'S ONLY MAKERS OF A COMPLETE LINE* **WINNIPEG, MAN.**

Gregg Plow Eveners Pull Big Business

Gregg Plow Eveners, like Gregg Wagon Sets, Neckyokes and Hitches, are built for service. They are guaranteed against defective materials and workmanship.

Send for copy of catalogue describing our full line.

Any jobber in the Canadian West can supply you with Gregg Goods.



Gregg Mfg. Co., Limited

WINNIPEG

If interested, tear out this page and keep with letters to be answered.

THE BUYERS' GUIDE

If what you want is not here, write us, and we will tell you where to get it. Let us suggest that you consult also the advertisers' index facing the inside back cover, after having secured advertisers' names from this directory. The information you may desire may be found in the advertising pages. This department is maintained for the benefit and convenience of our readers. The insertion of advertisers' headings is gladly undertaken, but does not become part of any advertising contract.

Abrasives
The Carborundum Co., Niagara Falls, N.Y.
Canadian B. K. Morton Co., Montreal.

Aluminum
British Aluminum Co., Toronto.
Canada Metal Co., Toronto.
A. C. Leslie & Co., Montreal.
Louis McLain Co., Ltd., Winnipeg, Man.

Aluminum Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.
Louis McLain Co., Ltd., Winnipeg, Man.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
Ware Mfg. Co., Oakville, Ont.

Ammunition
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Dominion Cartridge Co., Montreal.
Lewis Bros., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.

Auto Accessories
Adamson Mfg. Co., Hamilton, Ont.
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Canadian Carbon Co., Toronto.
Canada Cycle & Motor Co., Ltd., Weston, Ont.
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Cannon Oiler Co., Keithsburg, Ill.
The Carborundum Co., Niagara Falls, N.Y.
Canada Dry Cells, Ltd., Winnipeg.
Cummings Bros., Flint, Mich.
Cushman Motor Works, Ltd., Winnipeg, Man.
Great West Electric Co., Ltd., Winnipeg, Man.
Geo. W. Griffiths & Son., Stratford, Ont.
Hyslop Bros., Toronto.
C. Kloepper, Limited, Toronto, Ont.
Leeks & Potts, Hamilton, Ont.
Line, Hansen & Kimball Co., Moose Jaw, Sask.
Metal Specialties Mfg. Co., Chicago, Ill.
Frank Mossberg Co., Attleboro, Mass.
McKinnon Chain Co., St. Catharines.
New Era Spring Specialty Co., Grand Rapids, Mich.
North American Hardware Co., Ltd., Montreal, Que.
Northern Electric Co., Ltd., Montreal.
Will B. Lane, Chicago, Ill.
Reeder Weeks Mfg. Co., Hamilton, Ont.
Rock Island Mfg. Co., Chicago, Ill.
C. A. Shafer Co., Waupun, Wis.
Thermoid Rubber Co., Trenton, N.J.
Samuel Trees & Co., Toronto.
Trimont Mfg. Co., Roxbury, Mass.
Wilkinson & Kompass, Hamilton.
Kinnear, Bruce & Co., Niagara Falls, Ont.
Uneeda Ford Demountable Wheel Co., Toronto.
Vernald Mfg. Co., North East, Pa.

Automobiles
Canadian Pneumatic Tool Co., Ltd., Montreal, Q.

Axes
Thos. Birkett & Son Co., Ltd., Ottawa.
Canada Foundries & Forgings, Brockville.
Can. Warren Axe and Tool Co., St. Catharines.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.

Babbitt Metal
Thos. Birkett & Son Co., Ltd., Ottawa.
Can. B. K. Morton Co., Montreal.
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal.
Hoyt Metal Co., Toronto.
Owl Metal Co., Ltd., Winnipeg.
Lewis Bros., Ltd., Montreal.
Tallman Brass & Metal Co., Hamilton

Barrel Liners
J. N. Warminton & Co., Montreal, Que.

Basins, China and Enamelled Iron
Empire Mfg. Co., London, Ont.

Batteries, Dry
Canadian National Carbon Co., Toronto.
Canada Dry Cells, Ltd., Winnipeg.
Great West Electric Co., Ltd., Winnipeg, Man.
Canadian General Electric Co., Toronto.
Dominion Battery Co., Ltd., Toronto, Ont.
North American Hardware Co., Ltd., Montreal, Que.
Northern Electric Mfg. Co., Montreal.

Baths, Enamelled and Copper
Canada Metal Co., Toronto.
Empire Mfg. Co., London, Ont.

Bath Room Fixtures
Empire Mfg. Co., London, Ont.
Kinzinger, Bruce & Co., Ltd., Niagara Falls, Ont.
Newell Mfg. Co., Prescott, Ont.

Bends, Brass, Iron and Lead
Empire Mfg. Co., London, Ont.
Jas. Morrison Brass Mfg. Co., Toronto.

Bibbs, Basin and Bath Cocks, Compression
Empire Mfg. Co., London, Ont.
Jas. Morrison Brass Mfg. To., Toronto.
United Brassfounders, Ltd., Manchester, Eng.

Bibbs, Basin and Bath Cocks, Fuller
Empire Mfg. Co., London, Ont.
Jas. Morrison Brass Mfg. To., Toronto.
United Brassfounders, Ltd., Manchester, Eng.

Brass Goods
Stratford Brass Co., Ltd., Stratford, Ont.

Brass Castings and Goods
Booth-Coulter Co., Toronto.
Canada Metal Co., Toronto.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Empire Mfg. Co., London, Ont.
Jas. Morrison Mfg. Co., Toronto.
Tallman Brass & Metal Co., Hamilton.
The Toronto Lock Mfg. Co., Toronto, Ont.
United Brass Founders, Ltd., Manchester, Eng.
Williams Bros. & Pigott, Ltd., Birmingham, Eng.

Brass, Sheets and Rods
Booth-Coulter Co., Toronto.
Canada Metal Co., Toronto.
Empire Mfg. Co., London, Ont.
A. C. Leslie & Co., Montreal.
Tallman Brass & Metal Co., Hamilton.

Bevels
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Belting, Rubber
Can. Consolidated Rubber Co., Montreal, Que.
Dunlop Tire & Rubber Co., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Belting, Cotton
Dominion Belting Co., Hamilton, Can.

Blacksmiths' Supplies
D. Ackland & Son, Winnipeg.

Blankets, Saddle
Burlington Windsor Blanket Co., Ltd., Toronto.
Galt Robe Co., Galt, Ont.

Bolts and Nuts
Raines & Peckover, Toronto.
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
C. Kloepper, Limited, Toronto, Ont.
Lewis Bros., Ltd., Montreal.
London Bolt & Hinge Works, London, Ont.
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton.
The Toronto Lock Mfg. Co., Toronto, Ont.
Northern Bolt & Screw Co., Owen Sound.
Wilkinson & Kompass, Hamilton.

Boiler Tubes
Raines & Peckover, Toronto.

Boilers, Heating and Range
Empire Mfg. Co., London, Ont.

Bolts, Panic
Wm. Newman & Sons, Birmingham, Eng.

Boxes, Wood
Canadian Wood Products Co., Toronto, Can.

Boot Calks and Tools
Steel Co. of Canada, Ltd., Hamilton.

Boring Bars
Pratt & Whitney Co., Ltd., Dundas.

Box Opening Tools
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Bale Ties
Beauchamp, J. E., Montreal.
Laidlaw Bale Tie Co., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

Bale Tie Buckles
J. N. Warminton & Co., Montreal, Que.

Barbed Wire
Banwell, Hoxie Wire Fence Co., Ltd., Hamilton.

Baskets
Walter Woods & Co., Hamilton.

Barn Door Hangers
Canada Steel Goods Co., Hamilton.
National Mfg. Co., Sterling, Ill.
Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Guelph, Ont.
The Toronto Lock Mfg. Co., Toronto, Ont.

Barrel Stands
Wakyte Mfg. Co., Winnipeg.

Balers, Steel
Climax Baler Co., Hamilton.
Spielmann Agencies, Montreal.

Bit, Braces
Caverhill, Learmont & Co., Montreal.
Russell, Jennings Mfg. Co., Chester, Conn.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Brackets, Shelf
Canada Steel Goods Co., Hamilton.
The Stanley Works, New Britain.
The Toronto Lock Mfg. Co., Toronto, Ont.

Box Strapping
J. E. Beauchamp & Co., Montreal.
The Stanley Works, New Britain, Conn.
J. N. Warminton & Co., Montreal, Que.

Blasting Supplies
Dupont Powder Co., Wilmington, Del.

Building Papers
MacArthur & Co., Alex., Montreal, Que.

Butter Molds
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Walter Woods & Co., Hamilton, Can.

Butter Workers
Beatty Bros., Ltd., Fergus, Ont.

Butts and Hinges
Canada Foundries & Forgings, Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Caverhill, Learmont & Co., Montreal.
Chicago Spring Butt Co., Chicago, Ill.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.
The Toronto Lock Mfg. Co., Toronto, Ont.

Burrs
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton.
Parmenter & Bullock, Gananoque.

Bread and Cake Makers
Thos. Davidson Mfg. Co., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.

Breast Drills
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.

Brushes and Brooms
Boeckh Bros. Co., Ltd., Toronto.
Meakins & Sons, Ltd., Hamilton.
Megantic Broom Co., Lake Megantic, Que.
T. S. Simms & Co., Ltd., St. John.
Walter Woods & Co., Hamilton.

Bits, Auger
Caverhill, Learmont & Co., Montreal.
Russell, Jennings Mfg. Co., Chester, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.
Wilkinson & Kompass, Hamilton.
Scythes, Ltd., Toronto.

Bits, Forstner
Progressive Mfg. Co., Torrington, Conn.

Bicycles
A. E. Bregent & Co., Montreal, Que.
Canada Cycle & Motor Co., Toronto.
Hyslop Bros., Ltd., Toronto.
Iver Johnson Arms & Cycle Works, Ltd., Fitchburg, Mass.

Canada Cycle & Motor Co., Ltd., Weston, Ont.

Builders' Hardware
J. Brais & Co., Cleveland, Ohio.
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Canada Steel Goods Co., Hamilton.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
National Hardware Co., Orillia, Ont.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.
Stratford Brass Co., Ltd., Stratford, Ont.
Toronto Lock Mfg. Co., Toronto.

Cabinet Hardware
Stratford Brass Co., Ltd., Stratford, Ont.

Calipers and Dividers
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Cans
A. R. Whittall Can Co., Montreal, Que.

Cans, Gasoline, Oil
Cannon Oiler Co., Keithsburg, Ill.

Canoes
Canadian Canoe Co., Peterboro, Ont.

Carriage Hardware
Stratford Brass Co., Ltd., Stratford, Ont.

Cartridges
Dominion Cartridge Co., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.

Cash Carriers
Gipe-Hazard Store Service Co., Toronto.

Casters
Faultless Caster Co., Evansville, Ind.
Canada Foundries & Forgings, Ltd., Brockville, Ont.
The Toronto Lock Mfg. Co., Toronto, Ont.

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USE THE WANT AD PAGE

If interested, tear out this page and keep with letters to be answered.

THE BUYERS' GUIDE

Carpet Sweepers
Bissell Carpet Sweeper Co., Niagara Falls, Ont.
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Walter Woods & Co., Hamilton.

Chains, Coil, Boom, Hammock, Tether, Dog, Halter, Cow, Breast, Trace, Tire
McKinnon Chain Co., St. Catharines, Ont.
Reed-Weekes Mfg. Co., Ltd., Hamilton, Ont.

Cable Carriers
Gipe-Hazard Store Service Co., Toronto

Cement, Roofing
Geo. W. Reed & Co., Ltd., Montreal, Que.

Chisels, Cape, Cold, etc.
Brown-Boggs Co., Ltd., Hamilton.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
Buck Bros., Millbury, Mass.
Stanley Rule & Level Co., New Britain, Conn.
National Machinery & Supply Co., Hamilton.
The Toronto Lock Mfg. Co., Toronto, Ont.

Checking Floor Hinges
Chicago Spring Butt Co., Chicago, Ill.
Toronto Lock Mfg. Co., Toronto.

Chemical Closets
Wakyte Mfg. Co., Winnipeg, Man.

Chemical Specialties
Vol-Peek Mfg. Co., Montreal.

Chucks, Tap
Wells Bros. of Canada, Galt.

Churns, Hand and Power
Beatty Bros., Ltd., Fergus.
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Dowswell, Lees Co., Hamilton.
Faultless Caster Co., Evansville, Ind.
Landers, Frary & Clark, New Britain, Conn.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
Reliable Churn Co., Toronto, Can.
Walter Woods & Co., Hamilton.

Clocks
Western Clock Co., La Salle, Ill.

Clothes Racks
Walter Woods & Co., Hamilton.

Clamps
Can. Foundries & Forgings, Ltd., Brockville, Ont

Clippers
American Shearer Mfg. Co., Nashan, N.H.
Chicago Flexible Shaft Co., Chicago, Ill.

Closet Seats
Can. Foundries & Forgings, Ltd., Brockville, Ont

Clothes Dryers
Dowswell, Lees Co., Ltd., Hamilton, Can.

Canadian Woodenware Co., St. Thomas, Ont.

Coffee Percolators and Urns
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Landers, Frary & Clark, New Britain, Conn.

Corrugated Fasteners
J. E. Beauchamp, Montreal.

Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

Collar Pads
American Pad & Textile Co., Chatham.

Cotton Gloves
American Pad & Textile Co., Chatham.

Coal Chutes
Toronto Lock Mfg. Co., Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Coal Hods
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

Cobblers' Sets
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Cookers, Steam
Louis McLain Co., Ltd., Winnipeg, Man.

Cookers, Fireless
Royal Fireless Cooker Co., Ottawa, Ont.

Concrete, Reinforcing Steel
Baines & Peckover, Toronto.

Conductor Pipe, Hooks, etc.
Metallic Roofing Co., Toronto and Winnipeg.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Winnipeg Ceiling & Roofing Co., Winnipeg.
Wheeler & Bain, Toronto.
Empire Mfg. Co., London, Ont.

Coping Saws
Thos. Birkett & Son Co., Ltd., Ottawa.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Cordage
Brantford Cordage Co., Brantford, Ont.
Consumers Cordage Co., Montreal.
Plymouth Cordage Co., Toronto.

Cooking Ware
Corning Glass Works, Corning, N.Y.

Crowbars
B. J. Coghlin & Co., Montreal.

Cultivators
J. E. Gilson Mfg. Co., Port Washington, Ill.
C. S. Norcross & Sons, Bushnell, Ill.

Cutlery
Bridgeport Hdwe. Mfg. Co., Bridgeport, Conn.
Geo. Butler & Co. Ltd., Sheffield, Eng.
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
James Hutton & Co., Montreal.
Canadian Wm. A. Rogers, Ltd., Toronto.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
Lewis Bros. Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Wm. Rogers Mfg. Co., Niagara Falls, Ont.
J. Wiss & Sons.

Cutters
Butterfield & Co., Inc., Rock Island, Que.
Trimont Mfg. Co., Roxbury (Boston, Mass.).

Cuspidors
Thos. Davidson Mfg. Co., Ltd., Montreal.

Dairy Pails
Thos. Davidson Mfg. Co., Ltd., Montreal.

Dampers, Stove Pipe
Canada Foundries & Forgings, Brockville.

Dampers, Fire Place
Toronto Lock Mfg. Co., Toronto.

Desks, School
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Dies, Stocks, Etc.
Butterfield & Co., Rock Island, Que.
Canadian Fairbanks-Morse Co., Montreal.
Pratt & Whitney Co., Ltd., Dundas, Ont.
Wells Bros. Co. of Canada, Galt.

Dish Washers
Home Helps Sales Co., Montreal.

Display Racks and Stands
Cameron & Cameron, Toronto.
National Mfg. Co., Sterling, Ill.

Doors, Metal
Metallic Roofing Co., Toronto and Winnipeg.

Doors, Screen
Kasement Skrene Dore Co., Toronto.

Door Bolts
Canada Steel Goods Co., Hamilton, Can.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.
Toronto Lock Mfg. Co., Toronto.

Door Checks
Canadian Yale & Towne, St. Catharines.
G. W. Mallory Co., Blenheim, Ont.
Wm. Newman & Sons, Birmingham, Eng.
Toronto Lock Mfg. Co., Toronto.

Door Hangers
Canada Steel Goods Co., Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.
National Mfg. Co., Sterling, Ill.
Toronto Lock Mfg. Co., Toronto.

Door Springs
Jas. Cartland & Son, Ltd., Birmingham, Eng.
G. W. Mallory, Blenheim, Ont.
Wm. Newman & Sons, Birmingham, Eng.
The Toronto Lock Mfg. Co., Toronto, Ont.

Door Pulls
Stratford Brass Co., Ltd., Stratford, Ont.

Draining Tools
Canadian Shovel & Tool Co., Hamilton, Can.

Drills, Breast
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.

Drill Chucks
Goodell-Pratt Co., Greenfield, Mass.

Drills, Blacksmiths'
Canada Foundries & Forgings, Brockville.

Drills
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Butterfield & Co., Inc., Rock Island, Que.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.
Wilkinson & Kompass, Hamilton, Ont.

Dry Colors
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
Ottawa Paint Works, Ottawa.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.
Martin-Senour Co., Ltd., Montreal.
McArthur Irwin, Montreal.

Dusters
Channell Chemical Co., Toronto.

Dynamite
Du Pont American Industries, Wilmington, Del.

Dry Cells
Canada Dry Cells, Ltd., Winnipeg.
Canadian National Carbon Co., Toronto.
Canadian H. W. Johns-Manville Co., Toronto.
Canadian General Electric Co., Ltd., Toronto.
Dominion Battery Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Spielmann Agencies, Ltd., Montreal, Que.

Eavetrough
Metallic Roofing Co., Toronto and Winnipeg.
Pedlar People, Limited, Oshawa.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Toronto Lock Mfg. Co., Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Egg Beaters
Louis McLain Co., Ltd., Winnipeg, Man.
Collette Mfg. Co., Collingwood.

Egg Cases
Miller Bros. Co., Ltd., Montreal, Que.
Walter Woods & Co., Hamilton.

Egg Case Fillers
Miller Bros. Co., Ltd., Montreal, Que.

Ejectors and Syphons
Jas. Morrison Brass Mfg. Co., Toronto.

Elbows
Thos. Davidson Mfg. Co., Ltd., Montreal.
Pedlar People, Ltd., Oshawa, Ont.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Electric Bells
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Electric Fans
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.
A. C. Gilbert Co., New Haven, Conn.

Electric Fixtures
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.
Tallman Brass & Metal Co., Hamilton.

Electric Grates
Great West Electric Co., Ltd., Winnipeg, Man.
Toronto Lock Mfg. Co., Toronto.

Electric Materials
A. G. Martin, Ottawa, Ont.

Electric Plates
Louis McLain Co., Ltd., Winnipeg, Man.

Electric Specialties
Benjamin Electric Co., Toronto.
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
Dominion Battery Co., Ltd., Toronto, Ont.
Factory Products Co., Toronto.
A. C. Gilbert Co., New Haven, Conn.
Great West Electric Co., Ltd., Winnipeg, Man.
Interstate Electric Novelty Co., Toronto.
Landers, Frary & Clark, New Britain, Conn.
National Electric Heating Co., Toronto.
North American Hardware Co., Ltd., Montreal, Que.
Northern Electric Co., Ltd., Montreal.
Spielmann Agencies, Ltd., Montreal, Que.
Superior Electrics, Ltd., Pembroke, Ont.

Electrical Toys
A. C. Gilbert Co., New Haven, Conn.

Electro-plating
Toronto Lock Mfg. Co., Toronto.

Enamels
Boston Varnish Co., Everett Station, Boston, Mass.

Enamelled Ware
McClary Mfg. Co., London, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
E. T. Wright Co., Hamilton, Can.

Engines
Cushman Motor Works, Ltd., Winnipeg, Man.

Emery Glass and Papers
John Oakey & Sons, London, Eng.

Eveners
Gregg Mfg. Co., Ltd., Winnipeg, Man.
D. Anderson & Son, Ltd., Winnipeg, Man.

Expansion Tanks
Pease Foundry Co., Ltd., Toronto.

Exploesives
Du Pont Powder Co., Wilmington, Del.

Escutcheon Pins
Parmenter & Bulloch Co., Ltd., Gananoque, Ont.

Extinguishers, Fire
Booth-Coulter Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal.

Fanlight Openers
Jas. Cartland & Son, Ltd., Birmingham, Eng.

Fanning Mills
Cushman Motor Works, Ltd., Winnipeg, Man.

Fasteners, Storm, Sash and Screen
National Mfg. Co., Sterling, Ill.
Stratford Brass Co., Ltd., Stratford, Ont.
The Stanley Works, New Britain, Conn.

Farm Lighting Outfits
Canadian General Electric Co., Ltd., Toronto.
Northern Electric Co., Montreal.

Faucets, Petroleum
Can. Foundries & Forgings, Ltd., Brockville, Ont

Feed Boxes
Canada Foundries & Forgings, Brockville.
Toronto Lock Mfg. Co., Toronto.

Feed Cookers
Wheeler & Bain, Toronto.
James Bros. Co., Perth.

Felts (Tarred and Carpet)
McArthur & Co., Alex., Montreal, Que.

Fencing and Gates
Banwell-Hoxie Wire Fence Co., Hamilton.
McGregor-Banwell Fence Co., Ltd., Walkerville
Standard Tube & Fence Co., Woodstock.
Steel Co. of Canada, Ltd., Hamilton.

Ferrules, Brass, Iron and Lead
Empire Mfg. Co., London, Ont.

Fibre Ware
E. B. Eddy Co., Hull, Que.

Files
E. C. Atkins Co., Hamilton, Can.
G. & H. Barnett Co., Philadelphia.
Can. B. K. Morton Co., Montreal, Toronto.
Delta File Works, Philadelphia.
Henry Disston & Sons, Ltd., Philadelphia, Pa
Nicholson File Co., Port Hope, Ont.
Plewes, Ltd., Winnipeg.
Port Hope File Mfg. Co., Port Hope, Ont.
Simonds Canada Saw Co., Montreal.
Wilkinson & Kompass, Hamilton.

Fillers
Boston Varnish Co., Everett Station, Boston, Mass.

Fire Arms
Colts Patent Fire Arms Mfg. Co., Hartford, Conn.
Johnson Iver Arms & Cycle Works, Fitchburg, Mass.

Fire Door Fittings
Taylor-Forbes Co., Guelph, Ont.
Toronto Lock Mfg. Co., Toronto.

Fire Department Supplies
Booth-Coulter Co., Toronto.
Canadian Consolidated Rubber Co., Montreal.
Dunlop Tire & Rubber Co., Toronto, Can.
Gutta Percha & Rubber, Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
Northern Electric Co., Montreal.

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THE BUYERS' GUIDE

Furnaces
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Merchants Hardware Specialties, Ltd., Calgary, Alta.

Flashlights, Electric
Canadian General Electric Co., Ltd., Toronto
Canadian National Carbon Co., Toronto.
Canada Dry Cells, Ltd., Winnipeg.
Dominion Battery Co., Ltd., Toronto, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
Metal Specialties Mfg. Co., Chicago.
Northern Electric Co., Montreal.
Spielmann Agencies, Montreal.

Flatware
Canadian Wm. A. Rogers, Toronto.
Oneida Community, Ltd., Oneida, N.Y.

Food Choppers
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Merchants Hardware Specialties, Ltd., Calgary, Alta.

Force Cups
Canadian Consolidated Rubber Co., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Funnels
Thos. Davidson Mfg. Co., Ltd., Montreal.

Fixtures, Store
Milbradt Mfg. Co., St. Louis, Mo.

Furnaces
Canada Foundries & Forgings, Brockville.
Enterprise Mfg. Co., Sackville, N.B.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.
Hall Zryd Foundry Co., Ltd., Hespeler, Ont.
Merchants Hardware Specialties, Ltd., Calgary, Alta.

Fruit Jars
Dominion Glass Co., Ltd., Montreal.
Walter Woods & Co., Hamilton.

Furniture Polish
Canada Paint Co., Montreal.
Sherwin-Williams Co., Montreal.
Channell Chemical Co., Toronto.

Fuse Wire
Canada Metal Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Floor Stands
Jenkins Bros., Ltd., Montreal.

Floor Checks, Single Double
Chicago Spring Butt Co., Chicago, Ill.
Toronto Lock Mfg. Co., Toronto.

Flint Cloths
John Oakey & Sons, London, Eng.

Galvanized Steel Sheets
Dominion Sheet Metal Co., Ltd., Hamilton.
A. C. Leslie & Co, Montreal
Pedlar People Ltd., Oshawa, Ont.
Wheeler & Bain, Toronto
Winnipeg Ceiling & Roofing Co, Winnipeg.

Garden Cultivators and Weeders
J. E. Gilson Co., Port Washington, Wis.
C. S. Norcross & Sons, Bushnell, Ill.
Erie Iron Works, St. Thomas, Ont.
Eureka Planter Co., Woodstock.

Garage Hardware
Allith Mfg. Co., Hamilton, Can.
Canada Steel Goods Co., Hamilton, Can.
National Mfg. Co., Sterling, Ill.
Richards Wilcox Canadian Co., London, Ont.
The Stanley Works, New Britain, Conn.

Garbage Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.
J. Samuels, Toronto.
Soren Bros., Toronto.

Galvanized Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.

Galvanizing
Thos. Davidson Mfg. Co., Ltd., Montreal.
Toronto Lock Mfg. Co., Toronto.

Galvanized Iron Cornices
Metallic Roofing Co., Toronto and Winnipeg.
Pedlar People Ltd., Oshawa, Ont.

Galvanized Pipe
Canada Metal Co., Ltd. Toronto.

Generators
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Glass Jars
Dominion Glass Co., Ltd., Montreal.

Gas Water Heaters
Empire Mfg. Co., London and Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.

Gasoline
Imperial Oil Co., Toronto.
Prairie City Oil Co., Winnipeg.

Gauges
L. S. Starrett Co., Athol, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Wells Bros. Co. of Canada, Galt.
Canadian Fairbanks-Morse Co., Ltd., Montreal.

Glassware
Leeks & Potts, Hamilton, Ont.

Glass, Window, Plate, Ornamental
Leeks & Potts, Hamilton, Can.
Toronto Plate Glass Importing Co., Toronto.
G. F. Stephens Co., Winnipeg.

Glue Pots, Electric
Superior Electrics, Ltd., Pembroke, Ont.

Glue, Sheet and Ground
Canada Glue Co., Brantford, Ont.
R. C. Jamieson & Co., Montreal.
A. Ramsay & Son Co., Montreal.

Glass Cutters
Goodell-Pratt Co., Greenfield, Mass.

Glass Benders
Toronto Plate Glass Importing Co., Toronto.

Glaziers' Diamonds
Cushman Motor Works, Ltd., Winnipeg, Man.
A. Ramsay, Son & Co., Montreal, Que.
Sharrett & Newth, London, Eng.
A. Shaw & Son, London, Eng.

Gloves
Hamilton-Carhartt Co., Toronto.

Granaries, Portable, Metallic
Pedlar People Ltd., Oshawa, Ont.
Metallic Roofing Co., Toronto and Winnipeg.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Greases
Prairie City Oil Co., Ltd., Winnipeg, Man.

Grinders, Hand and Power
American Grinder Mfg. Co., Milwaukee, Wis.
The Carborundum Co., Niagara Falls, N.Y.
Merchants Hardware Specialties, Ltd., Calgary, Alta.

Grindstones
The Carborundum Co., Niagara Falls, N.Y.
Cleveland Stone Co., Cleveland, Ohio.

Grindstone Fixtures
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Grinding Wheels
American Grinder Mfg. Co., Milwaukee, Wis.
The Carborundum Co., Niagara Falls, N.Y.

Guns
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.
Harrington & Richardson Arms Co., Worcester, Mass.
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.

Gunsights
Marble Arms & Mfg. Co., Gladstone, Mich.

Hack Saws
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.
National Machinery & Supply Co., Hamilton.
Victor Saw Works, Ltd., Hamilton, Ont.

Hack Saw Blades
Diamond Saw & Stamping Wks., Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Henry Disston & Sons, Ltd., Toronto.
Victor Saw Works, Ltd., Hamilton, Ont.

Hack Saw Frames
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Henry Disston & Sons, Ltd., Toronto.
Goodell-Pratt Co., Greenfield, Mass.
National Machinery & Supply Co., Hamilton.
L. S. Starrett Co., Athol, Mass.

Hack Saw Machines
Diamond Saw & Stamping Wks., Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Victor Saw Works, Hamilton.

Halters
G. L. Griffith Son, Stratford, Ont.
Johnson Halter Co., Sarnia, Ont.
R. R. Kinread, Winnipeg, Man.

Hammers
Canada Foundries & Forgings, Brockville.
Stanley Rule & Level Co., New Britain, Conn.

Hammocks
Galt Robe Co., Galt, Ont.

Hand Drills
Goodell-Pratt Co., Greenfield, Mass.

Handles
J. H. Steel Mfg. Co., St. Thomas, Ont.

Hand Tools
North Bros. Mfg. Co., Philadelphia, Pa.
The Toronto Lock Mfg. Co., Toronto, Ont.

Hangers, Door
Allith Mfg. Co., Hamilton, Can.
Beatty Bros., Ltd., Fergus.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton, Can.
Cushman Motor Work, Ltd., Winnipeg, Man.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
National Machinery & Supply Co., Hamilton.
National Mfg. Co., Sterling Ill.
F. E. Myers & Bro., Ashland, Ohio.
The Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Guelph, Ont.
Toronto Lock Mfg. Co., Toronto.

Hangers, Door and Track
Allith Mfg. Co., Hamilton, Can.
Beatty Bros., Fergus, Ont.
Canada Steel Goods Co., Hamilton.
Cushman Motor Work, Ltd., Winnipeg, Man.
National Mfg. Co., Sterling Ill.
The Toronto Lock Mfg. Co., Toronto, Ont.

Hooks, Hat and Coat
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Hangers, Storm, Sash and Screen
National Mfg. Co., Sterling Ill.
The Stanley Works, New Britain, Conn.

Hand Taps
Wells Bros. Co. of Canada, Galt.

Handscrews
National Machinery & Supply Co., Hamilton.

Harness
Samuel Trees & Co., Toronto.

Hardware Specialties
Belleville Hardware Mfg. Co., Belleville, Ont.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Lyons & Marks, Toronto.
Louis McLain Co., Ltd., Winnipeg, Man.
Metal Specialties Mfg. Co., Chicago, Ill.
National Mfg. Co., Sterling Ill.
North American Hardware Co., Ltd., Montreal, Que.
Stratford Brass Co., Ltd., Stratford, Ont.
Taylor-Forbes Co., Guelph, Ont.
Toronto Lock Mfg. Co., Toronto.

Hardware Fixtures
Duluth Show Case Co., Duluth, Minn.

Hardware Shelving
Duluth Show Case Co., Duluth, Minn.

Hardware Store Fittings
Stratford Brass Co., Ltd., Stratford, Ont.

Hatchets
Canada Foundries & Forgings, Ltd., Brockville, Ont.
Marble Arms & Mfg. Co., Gladstone, Mich.

Hasps
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton.
National Mfg. Co., Sterling Ill.

Headlights, Auto
Canadian Lamp & Stamping Co., Ford, Ont.
North American Hardware Co., Ltd., Montreal, Que.

Heaters
Beauchamp, J. E., Montreal.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.

Heaters, Electric
Superior Electrics, Ltd., Pembroke, Ont.

Hinges, Strap and Tee
Canada Steel Goods Co., Hamilton, Can.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
National Mfg. Co., Sterling, Ill.

Hinges, Adjustable Ball
Toronto Lock Mfg. Co., Toronto.

Hockey Sticks
J. H. Still Mfg. Co., St. Thomas.
St. Mary's Wood Specialty Co., St. Mary's, Ont.

Hoes
Ward & Payne, Sheffield, Eng.

Hoists
Manitoba Bridge & Iron Works, Ltd., Winnipeg.

Hones
American Hone Co., Winnipeg, Man.

Horse Singers
Collins Mfg. Co., Toronto.

Hones, Razor
The Carborundum Co., Niagara Falls, N.Y.

Horse Covers, Rubber
Canadian Consolidated Rubber Co., Montreal.

Horse Nails
C. Kloepper, Limited, Toronto, Ont.

Horse Shoes
D. Ackland & Son, Winnipeg.
C. Kloepper, Limited, Toronto, Ont.
Steel Co. of Canada, Ltd., Hamilton.
Wilkinson & Heywood, Hamilton.

Hose, Fittings and Supplies
Canadian Consolidated Rubber Co., Montreal.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Empire Mfg. Co., London, Ont.
Lewis Bros., Ltd., Montreal.
Jas. Morrison Brass Mfg. Co., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Hollow Ware
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Ice Scrapers
James Bros. Co., Perth, Ont.

Ice Cream Freezers
Wm. Crane & Sons Co., Ltd., Newmarket, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.

Implement Repairs
D. Ackland & Son, Ltd., Winnipeg.

Incubators
Collins Mfg. Co., Toronto.
Cushman Motor Works, Ltd., Winnipeg, Man.

Indicators, Speed
H. Disston & Son, Ltd., Toronto.
L. S. Starrett Co., Athol, Mass.

Injectors, Automatic
Jas. Morrison Brass Mfg. Co., Toronto.

Instruments of Precision
L. S. Starrett Co., Athol, Mass.

Iron Enamels
Boston Varnish Co., Everett Station, Boston, Mass.

Iron Boards
J. E. Beauchamp & Co., Montreal.

Iron, Corrugated
Baines & Peckover, Toronto.
Canada Metal Co., Toronto.
Metallic Roofing Co., Toronto and Winnipeg.

Iron Handles
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Iron and Steel Bars
Baines & Peckover, Toronto.
Thos. Birkett & Son Co., Ltd., Ottawa.
Can. Rolling Mills Co., Ltd., Montreal, Que.
Caverhill, Learmont & Co., Montreal.
Dominion Iron & Steel Co., Sydney, N.S.
A. C. Leslie & Co., Ltd., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
Lewis Bros., Ltd., Montreal.
London Rolling Mills, London, Ont.
Manitoba Bridge & Iron Works, Winnipeg, Man.
Nova Scotia Steel Co., New Glasgow, N.S.
Toronto Lock Mfg. Co., Toronto.

Iron and Steel, Structural
Baines & Peckover, Toronto.

Irons
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Irons, Gas and Gasoline
Merchants Hardware Specialties, Ltd., Calgary, Alta.
National Stamping & Electric Works, Chicago.
Royal Iron Mfg. Co., Big Prairie, Ohio.

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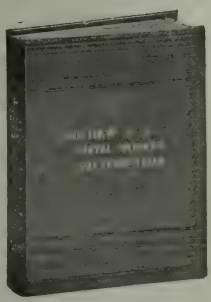

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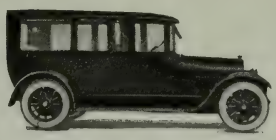

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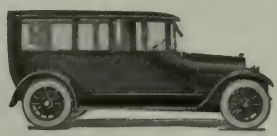

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THE BUYERS' GUIDE

Jack Planes
National Machinery & Supply Co., Hamilton.
Jack Screws
Canada Foundries & Forgings, Brockville, Ont.
Japans
Boston Varnish Co., Everett Station, Boston, Mass.
Kettles
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Keyhole Saws
Bridgeport Hardware Co., Bridgeport, Conn.
Kitchen Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.
Kitchen Ware, Transparent
Corning Glass Works Corning, N.Y.
Knife Sharpeners
J. E. Beauchamp & Co., Montreal.
Knives, Pocket and Table
Geo. Butler & Co., Ltd., Sheffield, Eng.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
James Hutton & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
Knives, Sportsmen's
Marble Arms & Mfg. Co., Gladstone, Mich.
Knives, Putty
Bridgeport Hardware Co., Bridgeport, Conn.
Ladders, Step, Extention, Store, etc.
Beatty Bros., Ltd., Fergus, Ont.
John Calander Mfg. Co., St. Paul, Minn.
Milbradt Mfg. Co., St. Louis, Mo.
Evan L. Reed Mfg. Co., Sterling, Ill.
Lath, Metallic
Baines & Peckover, Toronto.
Metallic Roofing Co., Toronto and Winnipeg.
Lamps, Nitrogen and Tungsten
Basters Jackson Co., Toronto.
The Canadian Laco-Philips Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Thurston & Taylor, Toronto.
North American Hardware Co., Ltd., Montreal, Que.
Lamp Black
L. Martin Co., New York, N.Y.
A. Ramsay & Son Co., Montreal.
Wilkes-Martin-Wilckes Co., New York.
Lamp Chimneys
Walter Woods & Co., Hamilton.
Lamp Coloring and Frosting
Great West Electric Co., Ltd., Winnipeg, Man.
Spielmann Agencies, Ltd., Montreal.
Lamps, Bicycle and Automobile
Dominion Battery Co., Ltd., Toronto, Ont.
North American Hardware Co., Ltd., Montreal, Que.
Lamps, Lanterns, Electric, Hand
Canadian General Electric Co., Toronto.
Canadian National Carbon Co., Toronto.
Dominion Battery Co., Toronto.
Interstate Electric Novelty Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Spielmann Agencies, Montreal.
Lamps, Tungsten
Canadian Laco-Philips Co., Toronto.
Canadian Tungsten Lamp Co., Hamilton, Ont.
North American Hardware Co., Ltd., Montreal, Que.
Lamps, Nitrogen
Canadian Laco-Philips Co., Toronto.
Canadian Tungsten Lamp Co., Ltd., Hamilton, Toronto, Montreal, Winnipeg.
North American Hardware Co., Ltd., Montreal, Q.
Lamps and Lanterns, Gasoline and Kerosene
National Stamping & Electric Works, Chicago, Ill.
North American Hardware Co., Ltd., Montreal, Que.
Powerlight Co., Winnipeg, Man.
Lanterns, Oil
Thos. Davidson Mfg. Co., Montreal.
Ontario Lantern & Lamp Co., Hamilton, Ont.
Schultz Mfg. Co., Hamilton, Can.
E. T. Wright Co., Hamilton, Ont.
Latches
Can. Foundries & Forgings, Ltd., Brockville, Ont.
National Mfg. Co., Sterling, Ill.
Laundry Tubs, Iron, Plate, Cement
Empire Mfg. Co., London, Ont.
Lawn Swings
J. E. Beauchamp & Co., Montreal.
Lawn Mowers
Canada Foundries & Forgings, Ltd., Brockville.
Clipper Lawn Mower Co., Dixon, Ill.
Milbradt Mfg. Co., Sterling, Ill.
Taylor-Forbes Co., Guelph, Ont.
S. P. Townsend & Co., Orange, N.J.
Lead, Black
John Oakey & Sons, London, Eng.
Leather Belting and Soles
Beardmore & Co., Toronto.
Lead, Sheets and Pipe
Canada Metal Co., Toronto.
Empire Mfg. Co., London, Ont.
Hoyt Metal Co., Toronto.
A. C. Leslie & Co., Montreal.
Lead Traps and Bends
Canada Metal Co., Toronto.
Empire Mfg. Co., London and Toronto.
Hoyt Metal Co., Toronto.
Lace Leather
Wm. Taylor, Parry Sound, Ont.
Lead Washers
Canada Metal Co., Ltd., Toronto.
Lens
McKee Glass Co., Buffalo, N.Y.
Stopglare Co., Hamilton, Can.
Levels
H. Disston & Sons, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
W. S. Starrett Co., Athol, Mass.
Level Glasses
Stanley Rule & Level Co., New Britain, Conn.
Lines, Wire, Clothes
Walter Woods & Co., Hamilton.
Western Wire & Nail Co., London.
Linoleum Finishes
Boston Varnish Co., Everett Station, Boston, Mass.
Linseed Oil
Brandram-Henderson, Montreal.
Dominion Linseed Oil Co., Baden and Toronto.
R. C. Jamieson & Co., Ltd., Montreal.
Prairie City Oil Co., Winnipeg, Man.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
Lumber Tools
Canadian Warren Axe & Tool Co., St. Catharines, Ont.
Thos. Pink & Co., Pembroke, Ont.
Mantles, Gas
Hamilton Gas Mantle Co., Hamilton, Can.
Marine Brass Work
Empire Mfg. Co., London, Ont.
Matches
E. B. Eddy Co., Hull, Que.
Mauls
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Meat Choppers
Landers, Frary & Clark, New Britain, Conn.
Metal Boxes and Drawers
Cameron & Campbell, Toronto.
Metals, Expanded
Baines & Peckover, Toronto, Ont.
Metals, Expanded, Ingot, Sheet, Tubes, etc.
Atlas Metals & Alloys Co., Montreal.
Baines & Peckover, Toronto.
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
Tallman Brass & Metal Co., Hamilton, Can.
A. C. Leslie & Co., Montreal.
Empire Mfg. Co., London, Ont.
Metallic, Ceilings, Walls, Roofing, Skylights, Siding, Cornices, Ventilators, Valley Windows, Doors, etc.
Metallic Roofing Co., Toronto.
Pedlar People, Oshawa, Ont.
Winnipeg Ceiling & Roofing Co., Winnipeg.
Mica
A. G. Martin, Ottawa, Ont.
Menders, Utensils
Collette Mfg. Co., Collingwood.
H. Nagle Co., Montreal.
Meters
Canadian General Electric Co., Toronto.
Menders, Graniteware, Pot and Pan
North American Hardware Co., Ltd., Montreal, Vol-Peek Mfg. Co., Montreal.
Micrometers
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Milling Cutters
Pratt & Whitney Co., Ltd., Dundas.
Milk Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.
Mirrors
Leeks & Potts, Ltd., Hamilton, Ont.
Toronto Plate Glass Importing Co., Toronto.
Mitre Boxes
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Mitre Box Saws
H. Disston & Sons, Ltd., Toronto.
Molasses Gates
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Mops
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Motor Trucks
Canadian Pneumatic Tool Co., Ltd., Montreal, Que.
Ford Motor Co., Ford Ont.
Motors
Canadian General Electric Co., Ltd., Toronto.
Motor Cycles
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.
North American Hardware Co., Ltd., Montreal, Q.
Motor Generators
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal.
Motor Trucks
Canadian Pneumatic Tool Co., Ltd., Montreal, Q.
Nails, Wire
Canadian Tube & Iron Co., Ltd., Montreal.
Cavehill, Learmont & Co., Montreal.
Colonial Wire Mfg. Co., Ltd., Montreal.
H. S. Howland, Sons & Co., Toronto.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Lewis Bros., Ltd., Montreal.
Steel Co. of Canada, Ltd., Hamilton, Ont.
Parmenter & Bulloch, Gananoque, Ont.
Western Wire & Nail Co., London.
Nail Pullers
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn
Nails, Horse Shoe
Steel Co. of Canada, Ltd., Hamilton, Ont.
Neckyokes
Gregg Mfg. Co., Ltd., Winnipeg, Man.
Oil Cans
Cannon Oiler Co., Keithsburg, Ill.
Oil Cake and Meal
Dominion Linseed Oil Co., Toronto.
Oil, Coal
Imperial Oil Co., Toronto.
Oils, Cylinder
Prairie City Oil Co., Winnipeg, Man.
Oil Hole Covers
Canadian Winkley Co., Windsor.
Oil, Motor, Road, Harness, Neatsfoot, Separator and gas Engine
Prairie City Oil Co., Ltd., Winnipeg, Man.
Oil Stoves
Thos. Davidson Mfg. Co., Ltd., Montreal.
Oil Tanks and Pumps
S. F. Bowser & Co., Inc., Toronto, Can.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Oilers
Cannon Oiler Co., Keithsburg, Ill.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Orange Derinders
J. E. Beauchamp & Co., Montreal.
Ornamental Tile Roofings
Metallic Roofing Co., Toronto and Winnipeg.
Ornaments, Pressed Zinc
Metallic Roofing Co., Toronto and Winnipeg.
Ornamental Fence
Banwell Hoxie Wire Fence Co., Ltd., Hamilton.
McGregor, Banwell Fence Co., Ltd., Walkerville.
Ornamental Gates
McGregor, Banwell Fence Co., Ltd., Walkerville.
Packings
Consumers Cordage Co., Montreal.
Jenkins Bros., Ltd., Montreal.
Scythes, Ltd., Toronto.
Paint, Ready Mixed, Barn, Roof, Flat Wall, Concrete, Floor, Cement, Aluminum, Marine
Brandram-Henderson, Ltd., Montreal.
Canada Paint Co., Montreal.
R. C. Jamieson & Co., Montreal.
Imperial Varnish & Color Co., Toronto.
Lowe Bros. Ltd., Toronto.
Martin-Senour Co., Montreal.
McArthur-Irwin, Ltd.
The Ottawa Paint Works, Ottawa.
A. Ramsay & Son Co., Montreal.
Sanderson, Pearcy Co., Ltd., Toronto.
Standard Paint & Varnish Co., Ltd., Windsor, Ont.
Sherwin-Williams Co., Montreal.
G. F. Stephens Co., Winnipeg.
Benjamin Moore & Co., Toronto.
Paint Brushes
Boeckh Bros., Toronto.
Meakins & Sons, Hamilton.
T. S. Simms & Co., St. John, N.B.
Paint and Varnish Remover
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Martin-Senour Co., Ltd., Montreal.
Sherwin-Williams Co., Montreal.
A. Ramsay & Son Co., Montreal.
Paper Balers
Climax Baler Co., Hamilton.
Spielmann Agencies, Montreal.
Parcel Carriers
Gipe-Hazard Store Service Co., Montreal.
Paris Green
Canada Paint Co., Montreal.
McArthur Irwin, Montreal.
Sherwin-Williams Co., Montreal.
Paper Bags
Walter Woods & Co., Hamilton.
Paper, Wrapping
Walter Woods & Co., Hamilton.
Packing Rubber
Canadian Consolidated Rubber Co., Montreal.
Dunlop Tire & Rubber Co., Toronto.
Gutta Percha & Rubber Co., Ltd., Toronto.
Pads
D. Ackland & Sons, Winnipeg.
Pads for Horses
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto.
Pails
Thos. Davidson Mfg. Co., Ltd., Montreal.
Soren Bros., Toronto.
Pails, Wooden
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Perforated Sheet Metals
B. Greening Wire Co., Ltd., Hamilton.
Percolators, Coffee
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Landers, Frary & Clark, New Britain, Conn.
Northern Electric Co., Ltd., Montreal.
Pick Handles
J. H. Still Mfg. Co., St. Thomas, Ont.
Pickling Machines
Cushman Motor Works, Ltd., Winnipeg, Man.
Pistols
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.
Phosphor Tin and Copper
Canada Metal Co., Ltd., Toronto.
Phonographs
Canadian Phonograph & Sapphire Disc Co., Winnipeg, Man.
Dominion Sewing Machine-Phonograph Co., Winnipeg

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Marketers of *Gargoyle Mobiloils* in Canada

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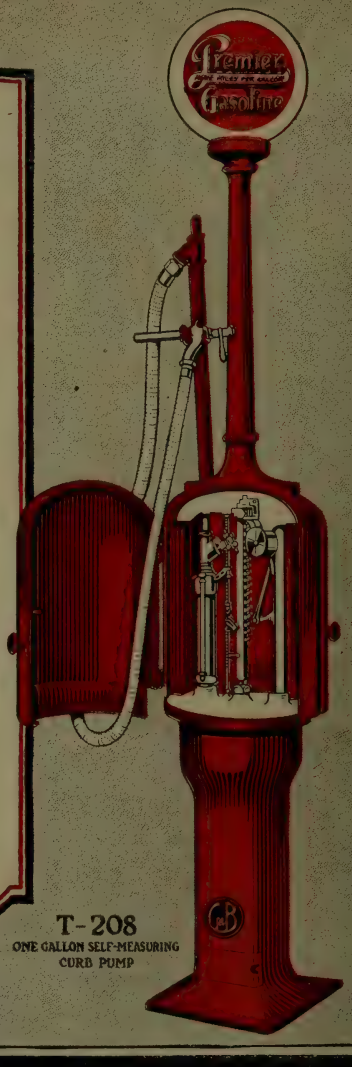

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THE BUYERS' GUIDE

Pig Iron
A. C. Leslie & Co., Ltd., Montreal
Nova Scotia Steel Co., New Glasgow, N.S.
Steel Co. of Canada, Ltd., Hamilton

Pins, Escutcheon
Parmenter & Bulloch, Gananoque

Pipe Cutters (Stand)
Trimont Mfg. Co., Roxbury (Boston), Mass.

Pipe Stocks and Dies
Wells Bros. Co., of Canada, Ltd., Galt

Pipe, Black and Galvanized
American Rolling Mills, Middletown, Ohio.
Canada Metal Co., Toronto
Canadian Tube & Iron Co., Ltd., Montreal
Caverhill, Learmont & Co., Montreal.
Empire Mfg. Co., London, Ont.
Steel Co. of Canada, Ltd., Hamilton
Thos. Davidson Mfg. Co., Ltd., Montreal.
Lewis Bros., Ltd., Montreal
Pease Foundry Co., Ltd., Toronto

Pipe, Galvanized, Conductor
Metallic Roofing Co., Toronto and Winnipeg
Pedlar People, Ltd., Oshawa
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg
Winnipeg Steel Granary Co., Winnipeg.

Pipe, Lead
Canada Metal Co., Toronto
Hoyt Metal Co., Toronto

Pipe, Stove
Collins Mfg. Co., Toronto
Soren Bros., Toronto

Pipe, Rain Water Conductor
Canada Metal Co., Toronto
Metallic Roofing Co., Toronto

Pliers, Cutting
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Pliers, Combination
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Goodell-Pratt Co., Greenfield, Mass.

Plowshares
D. Ackland & Son, Winnipeg

Plugs, Rubber
Canadian Consolidated Rubber Co., Montreal

Plumbers' Tools
Empire Mfg. Co., London, Ont.

Plumbers' Supplies, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Planes
Caverhill, Learmont & Co., Montreal
National Machinery & Supply Co., Hamilton.
Stanley Rule & Level Co., New Britain, Conn.

Plates, Plain and Chequerered
Baines & Peckover, Toronto.

Polishes
Buffalo Specialty Co., Buffalo, N.Y.
Channel Chemical Co., Toronto.

Polishing Heads
Goodell-Pratt Co., Greenfield, Mass.

Polishes, Knife
Jno. Oakey & Sons, London, Eng.

Poles, Electric Light
Northern Electric Co., Montreal

Pole Line Material
Canadian General Electric Co., Ltd., Toronto
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal
Pedlar People Ltd., Oshawa
Metallic Roofing Co., Toronto and Winnipeg.

Portable Coal Baskets
Toronto Lock Mfg. Co., Toronto.

Poultry Netting
Thos. Birkett & Son Co., Ltd., Ottawa.
A. C. Leslie & Co., Ltd., Montreal
B. Greening Wire Co., Ltd., Hamilton.

Poultry Leg Bands
Rideau Specialty Co., Smith's Falls, Ont.

Pulls
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Pumps
Beatty Bros., Ltd., Fergus
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Empire Mfg. Co., London, Ont.
R. McDougall Co., Ltd., Galt.
F. E. Myers & Bro., Ashland, Ohio.

Pump Oilers
Cannon Oiler Co., Keithsburg, Ill.

Punches, Centre Drive, etc.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.

Punches, Ticket
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Putty
Brandram-Henderson, Montreal.
R. C. Jamieson & Co., Ltd., Montreal
Canada Paint Co., Montreal
Benjamin Moore & Co., Ltd., Toronto
A. Ramsay & Son Co., Montreal
Steel Co. of Canada, Ltd., Hamilton
G. F. Stephens & Co., Winnipeg
Sherwin-Williams Co., Montreal

Pneumatic Tubes
Cine Hazard Store Service Co., Toronto

Pulleys
Canada Foundries & Forgings, Brockville

Quoits
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Racks, Hay
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Radiators
Empire Mfg. Co., London, Ont.

Radiator Valves
Jenkins Bros., Ltd., Montreal

Railings, Brass

Railroad Supplies, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto
The Toronto Lock Mfg. Co., Toronto, Ont.

Rakes
Doust Specialty Co., Toronto.
Ward & Payne, Sheffield, Eng.

Razors
Auto-Strop Safety Razor Co., Toronto
Geo. Butler & Co., Ltd., Sheffield, Eng.
Caverhill, Learmont & Co., Montreal
James Hutton & Co., Montreal
Gillette Safety Razor Co., Ltd., Montreal
Landers, Frary & Clark, New Britain, Conn.
Wilkinson Sword Co., Sheffield, Eng.

Reamers
Pratt & Whitney Co., Ltd., Dundas
Butterfield & Co., Rock Island, Que.

Ratchet Drills
Goodell-Pratt Co., Greenfield, Mass.

Reciprocating Drills
Goodell-Pratt Co., Greenfield, Mass.

Refrigerators
Thos. Davidson Mfg. Co., Ltd., Montreal.
Renfrew Refrigerator Co., Renfrew, Ont.
Soren Bros., Toronto

Refrigerator Hardware
Toronto Lock Mfg. Co., Toronto.

Registers
Barton Netting Co., Ltd., Windsor, Ont.
Canada Foundries & Forgings, Brockville
Enterprise Mfg. Co., Sackville, N.B.
Jas. Stewart Mfg. Co., Woodstock, Ont.

Rifles
Harrington & Richardson Arms Co., Worcester, Mass.

Rivets
Parmenter Bulloch Co., Gananoque, Ont.

Roadlighters
C. A. Shaler Co.

Roofing, Ready
Bird & Son, Hamilton, Can.
Bishopric Wall Board Co., Ltd., Ottawa, Ont.
Thos. Birkett & Son Co., Ltd., Ottawa.
Brantford Roofing Co., Ltd., Brantford, Ont.
Canadian Roofing Co., Ltd., Windsor, Ont.
Standard Paint Co., of Canada, Ltd., Montreal.

Rules
Jas. Chesterman & Co., Sheffield, Eng.
Lufkin Rule Co., Windsor, Ont.
L. S. Starrett Co., Athol, Mass.

Saws, Hand and Circular
E. C. Atkins Co., Hamilton, Can.
Henry Disston & Sons, Toronto.
Simonds Canada Saw Co., Montreal.

Scoops
Canadian Shovel & Tool Co., Hamilton, Can.

Screws
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Screw and Bolt Cases
Duluth Show Case Co., Duluth, Minn.

Screw Machines
Stratford Brass Co., Ltd., Stratford, Ont.

Shades, Electric
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Sheeting
McArthur & Co., Alex., Montreal, Que.

Sheets, Galvanized and Black
American Rolling Mills, Middleton, Ohio.
Baines & Peckover, Toronto.
A. C. Leslie & Co., Montreal, Que.
Dominion Sheet Metal Co., Hamilton.
M. & L. Samuel Benjamin Co., Toronto.
B. & S. H. Thompson, Montreal, Que.

Shovels
Canadian Shovel & Tool Co., Hamilton, Can.

Show Cases
Duluth Show Case Co., Duluth, Minn.

Silo Lugs
Otterville Mfg. Co., Otterville, Ont.

Sinks
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Empire Mfg. Co., London, Ont.

Silver Plated Ware
Canadian Wm. A. Rogers Co., Toronto.
Oneida Community, Ltd., Niagara Falls, Ont.

Solder
Canada Metal Co., Toronto
Empire Mfg. Co., London and Toronto
Hoyt Metal Co., Toronto
Northern Electric Co., Montreal
Owl Metal Co., Ltd., Winnipeg
Geo. W. Reed, Montreal
Tellman Brass & Metal Co., Hamilton, Ont.

Soldering Paste
Canada Metal Co., Toronto
Great West Electric Co., Ltd., Winnipeg, Man.

Solderall
Thos. Davidson Mfg. Co., Ltd., Montreal.

Soap Dishes
Kinzinger Bruce & Co., Niagara Falls, Ont.

Spades
Canadian Shovel & Tool Co., Hamilton, Ont.
Erie Iron Works, St. Thomas, Ont.

Spark Plugs
Canadian Carbon Co., Ltd., Toronto
Canada Cycle & Motor Co., Ltd., Weston, Ont.
Canada Sales Co., Toronto, Can.
Great West Electric Co., Ltd., Winnipeg, Man.
Champion Spark Plug Co., Windsor, Ont.
Dominion Battery Co., Ltd., Toronto, Ont.
Eclipse Mfg. Co., Indianapolis, Ind.
W. T. Evans, 1694 St. Urbain St., Montreal
Hyslop Bros., Toronto
Interstate Electric Novelty Co., Montreal
Northern Electric Co., Ltd., Toronto
Sharp Spark Plug Co., Cleveland, Ohio.

Spiders
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Spoke Shaves
Stanley Rule & Level Co., New Britain, Conn.

Sponge Baskets
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Sprayers
Collins Mfg. Co., Toronto
Thos. Davidson Mfg. Co., Ltd., Montreal.
Eureka Planter Co., Woodstock

Springs
B. J. Coghlin Co., Ltd., Montreal, Que.

Spring Dies
Wells Bros. Co. of Canada, Galt

Stable Fittings
Beatty Bros., Fergus, Ont.
Canada Foundries & Forgings, Brockville.
Toronto Lock Mfg. Co., Toronto.

Store Fixtures
Cameron & Campbell, Toronto.
Milbradt Mfg. Co., Sterling, Ill.
Walker Bin & Store Fixture Co., Kitchener, Ont.

Stoves
Burrow, Stewart & Milne, Hamilton, Can.
Canada Foundries & Forgings, Brockville.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Enterprise Foundry Co., Sackville, N.B.
Findlay Bros., Carleton Place
Gurney Foundry Co., Toronto
Hoosier Stove Co., Marion, Ind.
McClary Mfg. Co., London, Ont.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
Record Foundry & Machine Co., Moncton, N.B.
Jas. Stewart Mfg. Co., Ltd., Woodstock

Stoves, Fireless Cook
Louis McLain Co., Ltd., Winnipeg, Man.

Stoves and Ranges, Electric
Superior Electrics, Ltd., Pembroke, Ont.

Stoves, Gasoline
National Stamping & Electric Works, Chicago

Stove Lining
Geo. W. Reed, Montreal.

Stove Pipe
Collins Mfg. Co., Toronto
Thos. Davidson Mfg. Co., Ltd., Montreal.

Stretchers, Wire
Banwell Hoxie Wire Fence Co., Ltd., Hamilton
Merchants Hardware Specialties, Ltd., Calgary, Alta.

Steel, Reinforcing
Baines & Peckover, Toronto.
Canadian Rolling Mills Co., Ltd., Montreal
Canadian Tube & Iron Co., Ltd., Montreal
London Rolling Mill Co., London, Ont.
Manitoba Rolling Mills Co., Winnipeg

Steel, Strip
Baines & Peckover, Toronto, Ont.
Dominion Sheet Metal Co., Ltd., Hamilton

Stencils and Ink
Hamilton Stamp & Stencil Co., Hamilton

Steamers and Boilers
Thos. Davidson Mfg. Co., Ltd., Montreal.

Steel Bending Brakes
Steel Bending Brake Works, Chatham

Steel, Mild, Sleigh Shoe, Tire
Baines & Peckover, Toronto, Ont.
Canadian Rolling Mills Co., Ltd., Montreal
Canadian Tube & Iron Co., Ltd., Montreal
London Rolling Mill Co., London, Ont.
Manitoba Rolling Mills Co., Winnipeg
Steel Co. of Canada, Hamilton

Stains
Brandram-Henderson, Montreal
Canada Paint Co., Ltd., Montreal
Dougall Varnish Co., Ltd., Montreal
The Lowe Bros. Co., Toronto
R. C. Jamieson & Co., Ltd., Montreal
Martin-Senour Co., Ltd., Montreal
McArthur-Irwin, Ltd.
Benjamin Moore & Co., Ltd., Toronto
A. Ramsay & Sons Co., Montreal
The Ottawa Paint Works, Ottawa.
Sanderson Pearcy & Co., Toronto.
Sherwin-Williams Co., Montreal.
Standard Paint & Varnish Co., Windsor Ont.
Spielman Agencies Ltd., Montreal
G. F. Stephens & Co., Winnipeg

Staples
Canada Steel Goods Co., Hamilton
Laidlaw Bale-Tie Co., Ltd., Hamilton
National Mfg. Co., Sterling, Ill.
Steel Co. of Canada, Ltd., Hamilton
Western Wire & Nail Co., London

Stays, Friction
Toronto Lock Mfg. Co., Toronto.

Stools
Evan L. Reed Mfg. Co., Sterling, Ill.

STUCCO BOARD
Bishopric Wall Board Co., Ltd., Ottawa, Ont.

Sweat Pads
American Pad & Textile Co., Chatham
Burlington Windsor Blanket Co., Toronto.

Switches, Switchboards
Canadian General Electric Co., Ltd., Toronto
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal.

Supply Pipes, Iron and Brass, Bath and Basin
Empire Mfg. Co., London, Ont.

Talking Machines
Dominion Sewing Machine & Phonograph Co., Winnipeg

Tanks, Cistern
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Tanks, Galvanized Steel
Empire Mfg. Co., London and Toronto
Winnipeg Ceiling & Roofing Co., Winnipeg

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THE BUYERS' GUIDE

Tape
Butterfield & Co., Rock Island, Que.
Pratt & Whitney Co., Dundas, Ont.
Wells Bros. Co. of Canada, Galt, Ont.

Tap Holders
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.

Tapping Attachments
Pratt & Whitney Co., Dundas, Ont.
Wells Bros. of Canada, Galt

Tape, Rubber Friction
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Tapes, Measuring
Caverhill, Learmont & Co., Montreal
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
Lufkin Rule Co., Ltd., Windsor, Ont.
L. S. Starrett Co., Athol, Mass.

Tea Pots and Urns, Tea Ball
Landers, Frary & Clark, New Britain, Conn.

Terne Plates
A. C. Leslie & Co., Ltd., Montreal

Thimbles, Smoke Pipe
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Tiling, Walls and Floor
Barton Netting Co., Windsor

Tiling, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Co., Ltd., Toronto.

Tinsmiths' Machinery
Brown, Boggs Co., Hamilton, Ont.
Steel Bending Brake Works, Chatham.

Tire Carriers, Automobile
Kinsinger Bruce & Co., Niagara Falls, Ont.
North American Hardware Co., Ltd., Montreal, Q.

Tires and Tubes, Automobile and Motor Truck
Canadian Consolidated Rubber Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Co., Toronto.
Motz-Ise Tire & Rubber Co., East Palestine, O
North American Hardware Co., Ltd., Montreal.

Tires and Tubes, Bicycle
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Tire Accessories
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Trucks
Canadian Pneumatic Tool Co., Ltd., Montreal, Q.

Truck Supplies
Canadian Pneumatic Tool Co., Ltd., Montreal, Q.

Tools
Buck Bros., Millbury, Mass.
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
B. J. Coghlin Co., Ltd., Montreal, Que.
Northern Electric Co., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.
Pratt & Whitney, Dundas, Ont.
Ward & Payne, Sheffield, Eng.

Tools, Garden
Eureka Planter Co., Woodstock
Ward & Payne, Sheffield, Eng.

Tools, Harvest
Beatty Bros., Ltd., Fergus, Ont.
F. E. Myers & Bro., Ashland, O.

Toys
American Flyer Mfg. Co., Chicago, Ill.
J. E. Beauchamp & Co., Montreal
A. C. Gilbert Co., New Haven, Conn.

Tools, Blacksmiths'
D. Ackland & Son, Winnipeg.

Tools, Machinists'
L. S. Starrett Co., Athol, Mass.
Goodell-Pratt Co., Greenfield, Mass.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.

Tools, Woodworkers'
National Machinery & Supply Co., Hamilton

Towel Bars
Kinsinger Bruce & Co., Niagara Falls, Ont.
Newell Mfg. Co., Prescott, Ont.

Traps, Brass, Iron, Lead
Canada Metal Co., Toronto.
Empire Mfg. Co., London, Ont.

Trans. Game
Oneida Community, Ltd., Niagara Falls, Ont.

Troughs
Beatty Bros., Fergus, Ont.

Trammel Points
Stanley Rule & Level Co., New Britain, Conn.

Trowels
H. Disston & Sons, Toronto
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Ward & Payne, Sheffield, Eng.

Trucks, Warehouse
Canada Foundries & Forgings, Brockville
John Watson Mfg. Co., Ltd., Winnipeg, Man.

Try Squares
Henry Disston & Sons Co., Toronto
Stanley Rule & Level Co., New Britain, Conn.

Truing Devices
Cleveland Stone Co., Cleveland, Ohio

Tungsten Lamps
Canadian Tungsten Lamp Co., Hamilton, Ont.
Canadian Laco-Phillips Co., Toronto
Great West Electric Co., Ltd., Winnipeg, Man.
North American Hardware Co., Ltd., Montreal,

Turning Tools
Buck Bros., Millbury, Mass.
Ward & Payne, Sheffield, Eng.

Tubs
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Tumbler Holders
Kinsinger Bruce & Co., Niagara Falls, Ont.

Tubing, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Tubing, Steel
Standard Tube & Fence Co., Woodstock

Twines
Consumers Cordage Co., Montreal
Scythes & Co., Ltd., Toronto.
Walter Woods & Co., Hamilton

Valves, Standard, Globe, Angle and Check
Canadian Fairbanks-Morse Co., Montreal.
Empire Mfg. Co., London, Ont.
Jenkins Bros., Montreal, Que.
Jas. Morrison Brass Mfg. Co., Toronto.
T. McAvity & Sons, Ltd., St. John, N.B.
Penberthy Injector Co., Limited, Windsor, Ont.
United Brass Founders, Ltd., Manchester, Eng.

Valves, Radiator and Air, Iron Body, Composition, Globe, Angle, Check
Canadian Fairbanks-Morse Co., Montreal, Que.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Empire Mfg. Co., London, Ont.
Jenkins Brass Co., Montreal, Que.
Jas. Morrison Brass Mfg. Co., Toronto.
T. McAvity & Sons, Ltd., St. John, N.B.
Penberthy Injector Co., Limited, Windsor, Ont.
United Brass Founders, Ltd., Manchester, Eng.

Varnishes
Berry Bros., Walkerville
Boston Varnish Co., Everett Station, Boston.
Brandram-Henderson, Montreal
Canada Paint Co., Montreal
Dongall Varnish Co., Ltd., Montreal
McArthur Irwin, Montreal
Martin-Senour Co., Ltd., Montreal
Benjamin Moore & Co., Ltd., Toronto
A. Ramsay & Son, Montreal
R. C. Jamieson & Co., Montreal
Pratt & Lambert, Bridgeburg, Ont.
Sanderson, Pearcy & Co., Toronto.
Sherwin-Williams Co., Montreal
G. F. Stephens & Co., Ltd., Winnipeg
Ottawa Paint Works, Ottawa.
Wilkinson & Kompass, Hamilton

Vehicles, Business
Canadian Pneumatic Tool Co., Ltd., Montreal, Q.

Ventillators, Metallic
Metallic Roofing Co., Toronto and Winnipeg
Winnipeg Celling & Roofing Co., Winnipeg

Vises
Thos. Birkett & Son Co., Ltd., Ottawa.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal
Goodell-Pratt Co., Greenfield, Mass.
Lewis Bros. Ltd., Montreal
National Machinery & Supply Co., Hamilton
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.

Vulcanizers
Adamson Mfg. Co., Hamilton
Northern Electric Co., Montreal
C. A. Shaler Co., Waupun, Wis.

Wagon Hardware
Gregg Mfg. Co., Ltd., Winnipeg, Man.

Wagons
Woodstock Wagon Mfg. Co., Woodstock, Ont.

WALLBOARD
Bishopric Wall Board Co., Ltd., Ottawa, Ont.

Warmers, Foot
Chicago Flexible Shaft Co., Chicago, Ill.

Washers
C. Klaegler, Ltd., Toronto
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton
The Toronto Lock Mfg. Co., Toronto, Ont.
Wilkinson & Kompass, Hamilton

Washers, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Washing Machines, Electric, Hand and Power
Beatty Bros., Fergus, Ont.
Canadian Woodenware Co., St. Thomas, Ont.
J. H. Connor & Son, Ltd., Ottawa
Cushman Motor Works, Ltd., Winnipeg, Man.
Dowswell, Lees & Co., Hamilton.
Great West Electric Co., Ltd., Winnipeg, Man.
Maytag Co., Winnipeg, Man.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
Northern Electric Co., Montreal

Waste, Cotton
Acme Waste Mfg. Co., Toronto.
Scythes & Co., Ltd., Toronto
Wilkinson & Kompass, Hamilton

Wash Boards
Canadian Woodenware Co., St. Thomas, Ont.
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Water Supply Systems
Empire Mfg. Co., London, Ont.

Weather Stripping
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Swan Mfg. Co., Winnipeg

Wedges
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canadian Warren Axe & Tool Co., St. Catharines, Ont.

Whitewash Outfits
Collins Mfg. Co., Toronto
Spramotor Co., London, Ont.

Weeders, Garden (hand)
J. E. Gilson Mfg. Co., Port Washington, Wis.
C. S. Norcross & Sons, Bushnell, Ill.

Weights
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Wheels, Well
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Wholesale Hardware
Thos. Birkett & Co., Ottawa, Ont.
Caverhill, Learmont & Co., Montreal
Frothingham & Workman, Montreal
H. S. Howland Sons & Co., Toronto.
Lewis Bros., Ltd., Montreal
Miller-Morse Co., Winnipeg, Man.
Rice, Lewis & Sons, Ltd., Toronto
White's, Ltd., Collingwood, Ont.

White Lead
Brandram-Henderson, Montreal
Canada Paint Co., Ltd., Montreal
Carter White Lead Co., Montreal
Steel Co. of Canada, Ltd., Hamilton
McArthur Irwin, Montreal

Windows, Kalameined
Metallic Roofing Co., Toronto and Winnipeg

Windshields
Leeks & Potts, Hamilton, Ont.

Wire Cloth
B. Greening Wire Cloth Co., Ltd., Hamilton

Wire Cutters
Bridgeport Hardware Co., Bridgeport, Conn.
Northern Electric Co., Montreal

Wire Hoops
Laidlaw Bale-Tie Co., Ltd., Hamilton
Steel Co. of Canada, Ltd., Hamilton

Wire
Canadian Tube & Iron Co., Ltd., Montreal
Caverhill, Learmont & Co., Montreal
B. Greening Wire Cloth Co., Ltd., Hamilton
Laidlaw Bale-Tie Co., Ltd., Hamilton
Lewis Bros., Ltd., Montreal
Northern Electric Co., Montreal
Northern Bolt Screw & Wire Co., Owen Sound
Steel Co. of Canada, Hamilton
Western Wire & Nail Co., London

Wire Mats
B. Greening Wire Cloth Co., Ltd., Hamilton

Wire Wheels
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Wire Rope
Baines & Peckover, Toronto.

Wrapping Paper
McArthur & Co., Alex., Montreal, Que.

Wrenches and Accessories
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Keystone Mfg. Co., Buffalo, N.Y.
L. S. Starratt Co., Athol, Mass.
Trimont Mfg. Co., Roxbury, Mass.
Will B. Lane, Chicago, Ill.
J. H. Williams Co., Brooklyn, N.Y.

Wrenches, Alligator
Bridgeport Hardware Co., Bridgeport, Conn.

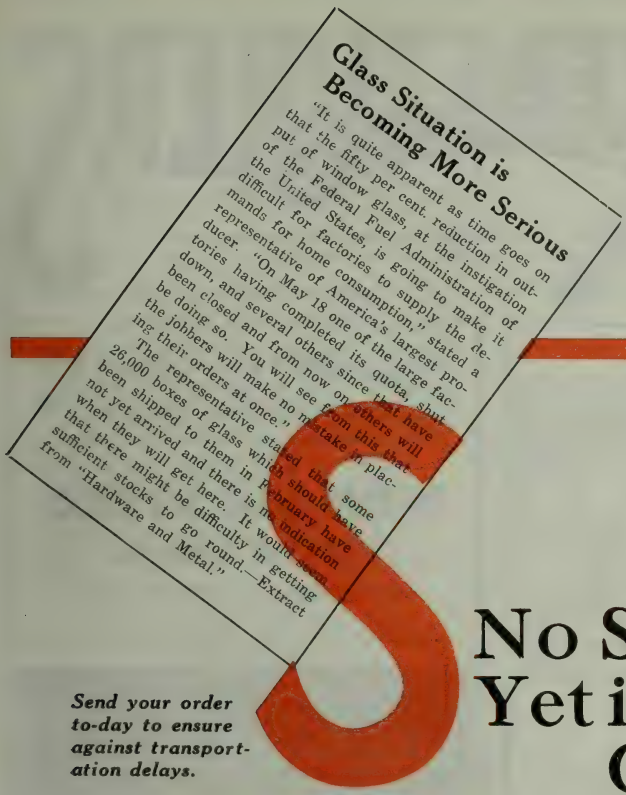
Wrenches, Ratchet
L. S. Starrett Co., Athol, Mass.
Spielman Agencies, Montreal

Wrought Nipples
Canadian Tube & Iron Co., Ltd., Montreal

Wrought Couplings
Canadian Tube & Iron Co., Ltd., Montreal

Wringers, Hand and Power
Beatty Bros., Fergus, Ont.
Caverhill, Learmont & Co., Montreal
Dowswell, Lees & Co., Hamilton.
J. H. Connor & Sons, Ltd., Ottawa
Lewis Bros., Ltd., Montreal
Merchants Hardware Specialties, Ltd., Calgary, Alta.

Zinc, Bar
Canada Metal Co., Ltd., Toronto



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White---Nos. Jap, XC, X, XX, XXX

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WILKINSON & KOMPASS

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Look for the full name

Russell Jennings

stamped on the round of our

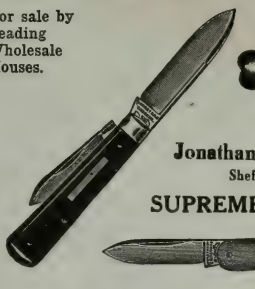
Auger Bits

The original double twist auger bit, patented by Mr. Russell Jennings in 1855

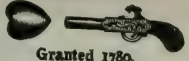
Russell Jennings Mfg. Co.

CHESTER, CONN., U.S.A.

For sale by Leading Wholesale Houses.



Corporate Mark



Granted 1780.

Jonathan Crookes & Son

Sheffield, England

SUPREME CUTLERY

JOSEPH RODGERS & SONS

LIMITED

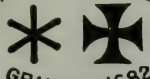
SHEFFIELD, ENG.

Avoid imitations of our

CUTLERY

By seeing that this exact mark is on each blade

REGISTERED TRADE MARK



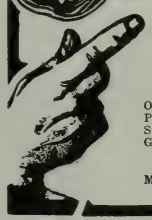
GRANTED 1682.

SOLE AGENTS FOR CANADA

James Hutton & Company

MONTREAL

GERMANTOWN LAMPBLACK



THE L. MARTIN CO.

HEADQUARTERS FOR

LAMPBLACK

IN ENGLAND AND AMERICA

Originators of Eagle, Old Standard, Globe and Pyramid Germantown Brands.
Suppliers of Bulk Blacks to the highest class Grinding Trade.

THE L. MARTIN CO.

Montreal, Toronto, Winnipeg, New York, Philadelphia, London, Eng.

BRANTFORD

The Superior All Round

GLUE

You'll find that Glue sold in packages meets with much favor with the consumer—that's "Brantford" Glue. Very economical. Put up in ¼, ½ and 1 lb. packages. Buy from your jobber.

CANADA GLUE CO., Limited - - Brantford, Ontario.

Salesmen Wanted

Men who have worked up a connection with the trade are far more valuable to you than inexperienced men. The way to locate them is through your trade paper because wide-awake salesmen read it. When in need of salesmen use the Want Ad Page; the rates are 2 cents per word first insertion and one cent per word for each subsequent insertion, a charge of 5 cents extra is made for Box Number to cover cost of forwarding replies.

THE BRITISH ALUMINIUM COMPANY, Limited

OF LONDON, ENGLAND

PRODUCERS OF ALUMINIUM IN ALL COMMERCIAL FORMS

CANADIAN HEAD OFFICE:

60 WEST FRONT STREET, TORONTO

Eastern Agents: Spielmann Agencies Montreal

BIG

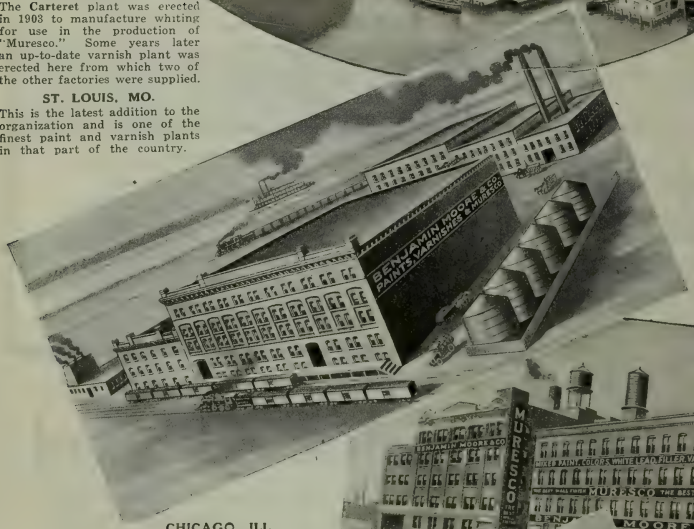
RESULTS

from small investments. Read Hardware & Metal's Want Ad. Page.

If interested, tear out this page and keep with letters to be answered.

CARTERET, N.J.
The Carteret plant was erected in 1903 to manufacture whiting for use in the production of "Muresco." Some years later an up-to-date varnish plant was erected here from which two of the other factories were supplied.

ST. LOUIS, MO.
This is the latest addition to the organization and is one of the finest paint and varnish plants in that part of the country.



Showing the Growth of "A FAIR DEAL FOR EVERYONE"

CHICAGO, ILL.
This plant was established in 1897 for the manufacture and sale of "Muresco" and the Benjamin Moore & Co. products. It has been enlarged several times.

CLEVELAND, OHIO
Established in 1904—one of the later additions to Benjamin Moore Co.'s chain of plants located in the U.S. and Canada.

Four of the six busy Moore plants.

Benjamin Moore & Company
New York, Chicago, Cleveland, Toronto.

If interested, tear out this page and keep with letters to be answered.

Has never known a depression in 32 years

(Established 1883)

BROOKLIN, N.Y.
The Brooklyn business had its inception in 1883 in a little plant 40 x 50 feet, but has since grown to proportions making the present immense plant necessary. This is the home of Benjamin Moore & Co.

TORONTO, CAN.
This is the Canadian home of Benjamin Moore & Co., established in 1906, where a steadily growing business in "Muresco" and Moore's House Colors has been conducted.

This plant has been enlarged three times in the twelve years to take care of the growing business.

FOR thirty-two years the business of Benjamin Moore & Co. has gone steadily ahead, despite the fact that there have been three distinct severe trade depressions in Canada.

There is always a reason for everything, and the reason for this record is the solidity of the foundation on which this business is built—the policy of the firm.

The Benjamin Moore & Co.'s business has been conducted along the following lines:

"A fair deal for everyone."
"The giving of value received."
"A recognition of the value of truth in the representation of our products and an effort at all times to keep the standard of our goods up to the highest possible mark."
Our leading products are:

Moore's House Colors, Moore's Floor Paint. Mooramel—the excelling and enduring enamel.

Sani-Flat—the ideal flat oil paint. Moore's Perfectly Pure Oil Colors.
Muresco—the best wall finish made. "4 T 5" Varnishes.
Also Japans, Japan Colors, Carriage and Auto Paints, Cement Coating, Enamels, Stains, Fillers, etc.

BENJAMIN MOORE AND COMPANY

Makers of Muresco and Moore's House Colors, Etc.

NEW YORK CHICAGO CLEVELAND TORONTO

If interested, tear out this page and keep with letters to be answered.

Half-Holiday Guide for Travellers

HARDWARE AND METAL has prepared in the form of a 12-page booklet, a list of approximately 250 towns and cities in Canada, giving details regarding early closing and weekly half-holidays.

These will be supplied free to manufacturers, wholesalers or travellers. This guide has been prepared for the convenience of travellers, and its use will assist travellers to arrange their trips in such a manner that loss of time will be eliminated to a great extent.

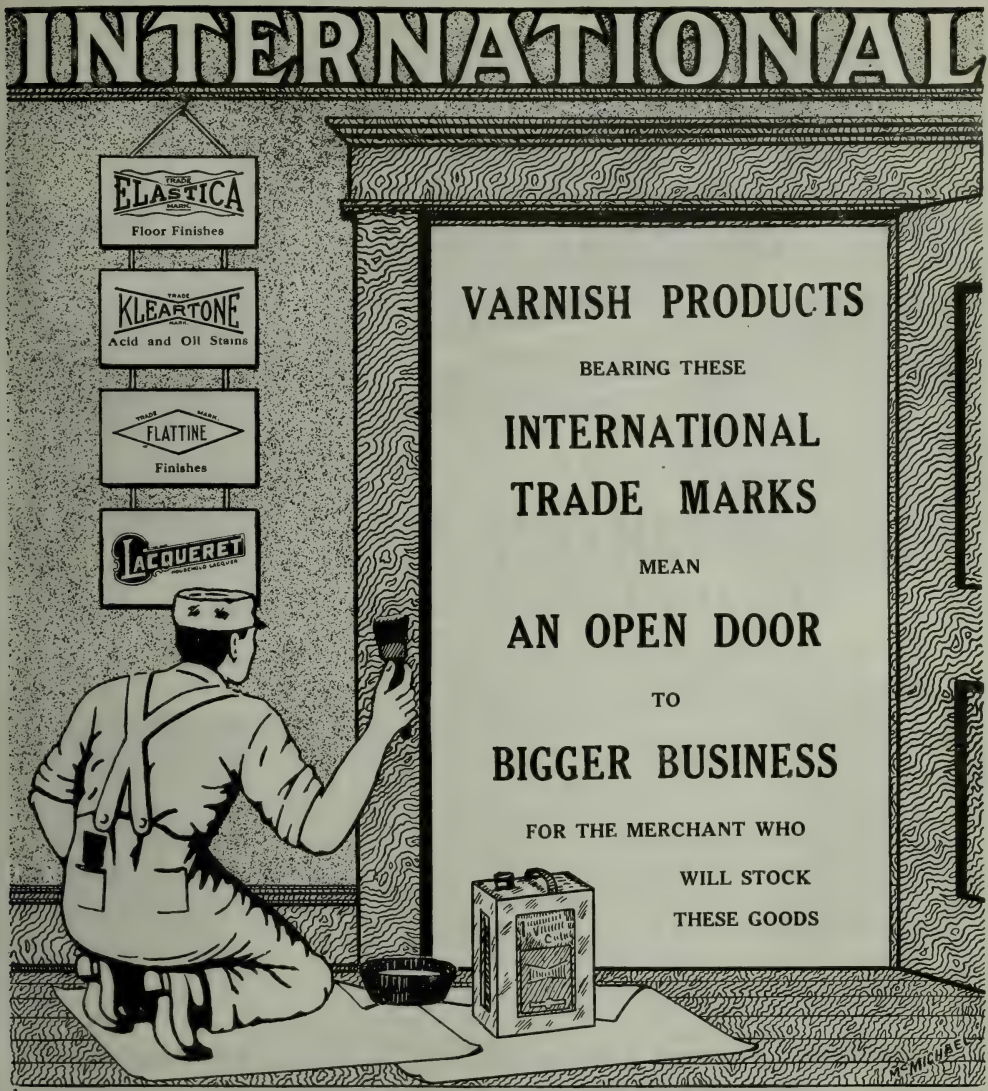
Send for your supply of copies now. HARDWARE AND METAL is always glad to co-operate with travelling salesmen, and judging by experience gained in previous years, the 1918 booklet will be found of even greater value than those issued in past years.

HARDWARE & METAL

143-153 University Ave. - Toronto, Ont.

If interested, tear out this page and keep with letters to be answered.

INTERNATIONAL



MADE IN CANADA
BY

THE INTERNATIONAL VARNISH CO., LTD.

MONTREAL TORONTO HALIFAX
VANCOUVER WINNIPEG

ASSOCIATED WITH THE MARTIN-SENOUR CO., LIMITED

If interested, tear out this page and keep with letters to be answered.

"NOT A FIRE MENACE"

The Matches with no "after glow"

When she asks for Matches hand her

EDDY'S "SILENT 500"s

THE SAFEST MATCHES IN THE WORLD

The humble match, by reason of the high tax recently imposed upon it by the Dominion Government, can no longer be looked upon as belonging with the smaller articles. Its added dignity makes it even more a matter of business for the merchant to give his customers good match value.

It stands to reason that with about a 60-year start the EDDY COMPANY can make better matches than any other firm in Canada—and when you consider that the EDDY COMPANY'S numerous Pulp Industries can take care of all the Spruce, Balsam and other woods, so that only the most carefully selected Pine is used in the Match-making, and that the plant is equipped with the most modern machinery—then you can believe that EDDY'S MATCHES ARE CANADA'S BEST.

Stocking a Good Line of EDDY'S 30 to 40 Match Brands will Prove a Paying Investment

Eddy's Fibreware, Washboards Paper and Paper Bag Products are of the same

EDDY

ESTABLISHED A.D. 1851.

Standard of Quality as are the Famous EDDY MATCHES

If interested, tear out this page and keep with letters to be answered.

EDDY

ESTABLISHED A.D. 1851.

Metal and Glass Prices out of reach—Stock Eddy's Indurated Ware

Wash or Baby's Bath Tub
4 sizes

Eddy's Indurated Ware is seamless, cannot fall apart, shrink, or become water-soaked.

Always having been a popular seller, it is the more so just now when war conditions have sent prices of competing lines sky high.

Let us help you make money by featuring Eddy's Fibreware this season.

Barrel Cover
2 sizes

Washboards

Sell this washboard, that is better than zinc, glass or wood. Your customer will show appreciation of your boost long afterwards. It is Indurated Ware, of course.

Other lines of Indurated Ware include butter pails and pails of all kinds, tubs of all kinds, barrel covers, cuspidors, etc. Indurated Ware is wood pulp moulded under enormous hydraulic pressure and baked at extreme heat.

A patent double-dipping process gives the Finish, which makes the Ware of a Glossy Rich Appearance, and renders it impervious to liquids.

Butter Pail for Delivery and Storage Purposes

Write direct or ask the "Eddy" representative for our catalog containing the full line.

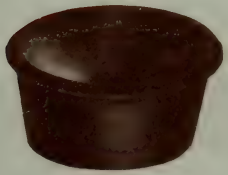
If you sell matches, do not forget that the Eddy is the best selling match made.

Indurated Fibreware, Better Than Zinc, Glass or Wood

E. B. EDDY COMPANY, Limited

Makers of Canada's Famous Matches Since 1851

HULL, CANADA



Cuspidor
2 sizes

General Utility Pail

Silent "5"—No After Glow

If interested, tear out this page and keep with letters to be answered.

PARLIAMENT BUILDINGS, OTTAWA

Tenders wanted for "Hardware."

SEALED TENDERS will be received by the undersigned until Noon, July 2, 1918, for the hardware required in the reconstruction of this building.

All Tenders are to be based on the supplying and delivery to the site of all hardware included in the Schedule of Quantities as required and described by the Plans, Specifications and Schedule for Hardware.

The work of this contract shall be proceeded with as indicated in the schedule or as may be directed and in such a manner as to ensure the completion thereof by **June 1, 1919.**

Plans, Specifications, Schedule and any other information required can be obtained at the office of the General Contractors, **P. Lyall & Sons Construction Company, Limited, Ottawa, Ontario.**

Each tender must be accompanied by an accepted cheque on a chartered bank, payable to the order of the Minister of Public Works; for a sum not less than five per cent. (5%) of the amount of the tender, which will be forfeited if the parties tendering decline to enter into a contract when called upon to do so. If the tender is not accepted the cheque will be returned. If the tender is accepted an additional cheque for a sum equivalent to five per cent. (5%) of the amount of the tender must be deposited before the contract is signed. The total security will be forfeited if the contractor fails to complete the work contracted for.

Payments for material will be made monthly.

Samples must be submitted with tender.

The lowest or any tender not necessarily accepted.

Envelopes containing tenders to be marked, **"Tenders for Hardware,"** and addressed to the undersigned.

JOHN A. PEARSON, Architect,
J. O. MARCHAND, Associate.
Centre Block, Parliament Hill,
Ottawa.

PARLIAMENT BUILDINGS, OTTAWA

Tenders wanted for "Lighting Fixtures."

SEALED TENDERS will be received by the undersigned until Noon, July 2, 1918, for the lighting fixtures required in the reconstruction of the above building.

All tenders to be based on the execution, installation and completion, together with the furnishing of all materials, tools, appliances, labour, etc., necessary and as required and described by the plans, specifications and schedule for lighting fixtures.

The work of this contract shall be proceeded with as indicated in the schedule or as may be directed and in such a manner as to ensure the completion thereof by **November 1, 1919.**

Plans, Specifications, Schedule and any other information required can be obtained at the office of the General Contractors, **P. Lyall & Sons Construction Company, Limited, Ottawa, Ontario.**

Each tender must be accompanied by an accepted cheque on a chartered bank, payable to the order of the Minister of Public Works; for a sum not less than five per cent. (5%) of the amount of the tender, which will be forfeited if the parties tendering decline to enter into a contract when called upon to do so. If the tender is not accepted the cheque will be returned. If the tender is accepted an additional cheque for a sum equivalent to five per cent. (5%) of the amount of the tender must be deposited before the contract is signed. The total security will be forfeited if the contractor fails to complete the work contracted for.

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JOHN A. PEARSON, Architect,
J. O. MARCHAND, Associate.
Centre Block, Parliament Hill,
Ottawa.

LONDON
HIGH GRADE
We have economical and correct methods of production, which means that you get bar iron that is absolutely reliable in toughness, strength and workability at the lowest prices.
The consignments you receive from time to time are the same through and through.
Carry a stock for your customers—a splendid profit awaits you. If you prefer we can ship direct from mill.
London Rolling Mills Co., Limited, London, Canada
Sales Agents: Manitoba, Bissett & Webb, Ltd., Winnipeg; British Columbia, McPherson & Teetzel, Vancouver.
BAR IRON

SHARRATT & NEWTH'S
GLAZIERS' DIAMONDS are unequaled for cutting and wearing qualities.
To be obtained from Dealers in Glass, Hardware and Painters' Supplies
Agents: A. RAMSAY & SON COMPANY, Montreal
Glaziers' Diamonds

The INFALLIBLE GLAZIER'S DIAMOND
Just the Tool for Inexperienced Glass Cutters
MADE BY
A. SHAW & SON, London, England.
Hale Brothers, Canadian Agents, 3 St. Nicholas St., MONTREAL

Wall Cases, Shelving, Display Counters, Nail Bin Counters, Screw Cases—all kinds of Store Fittings.
The quality of our goods is top-notch. Prices right.
CAMERON & CAMPBELL, Sole Manufacturers
Toronto, Canada

If interested, tear out this page and keep with letters to be answered.

CROWBARS

No. 102-A—CHISEL POINT

We offer you bars made of High Carbon Steel at the same price as you are buying the Mild Steel Bar elsewhere. Send us a trial order.

B. J. COGHLIN CO., LIMITED, Office and Factory: Ontario St. East, MONTREAL

TARRED FELT

SPECIFY DOMINION BRAND

J. H. McCOMB, LIMITED Manufacturers of all kinds of Building Paper, Pitch and Coal Tar **MONTREAL**

THE PROGRESSIVE MANUFACTURING CO.
Torrington, Conn., U.S.A.

FORSTNER BITS

bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTER. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability. Made for Brace—made for machine. Packed singly; packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Only through your jobber to-day.

CANADIAN TUBE & IRON CO., LIMITED

MANUFACTURERS OF

BOLTS and NUTS

Carriage Bolts, Coach and Lag Screws, Tire Bolts, Machine Bolts, Sleigh Shoe Bolts, Plow Bolts, Track Bolts, Square Nuts, Hexagon Nuts Boiler Rivets, Tinners' Rivets, Etc.

TRADE MARK

WROUGHT PIPE

Black and Galvanized, sizes 1/8 in. to 4 in., is thoroughly inspected and tested to 600 lbs. pressure, and every length is branded with our trade-mark.

We also manufacture NIPPLES in all sizes—black or galvanized.

WORKS: LACHINE CANAL, - - - - - MONTREAL

The Peterboro Lock Mfg. Company, Limited

Peterboro, Canada

Established 1885

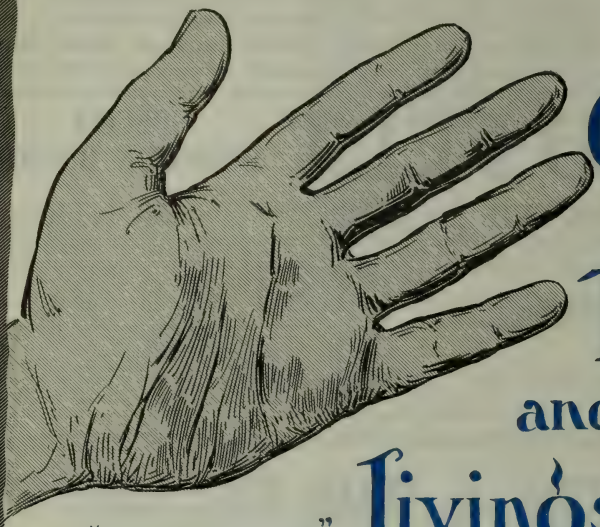
MANUFACTURERS OF

BUILDERS' HARDWARE

Ship Hardware, Saddlery Hardware, Padlocks, Door Checks, Brass and Iron Castings, Stampings and other Hardware Specialties.

Kindly mention this paper when writing to the advertisers.

If interested, tear out this page and keep with letters to be answered.



The Open Hand is our Trade Mark and such is the Livingston Policy

"TRADE MARK"

OUR aim from the start has been *Quality* and to-day the entire assets of our Company are behind each and every gallon of *Linseed Oil* manufactured.

We guarantee this *Policy* shall always be maintained.

The Dominion Linseed Oil Company, Limited

Baden Toronto Montreal

The positive guide to Quality Linseed Oil is the

Livingston Brand

which for over half a century has been the Standard by Test.

The name "Livingston" on the Barrels is the guarantee of quality and the "Blue Barrel" is the outward mark of the inward quality.

The Dominion Linseed Oil Company, Limited

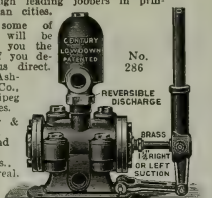
Baden
Toronto
Montreal

The outward marks of inward Quality.

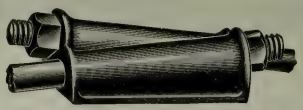
MYERS PUMPS

This will help you remember that you can purchase the famous Myers Anti-Freezing Cog Gear Glass Valve Seat Pumps through leading jobbers in principal Canadian cities.

Here are some of those who will be glad to sell you the Myers, or, if you desire, write us direct. The J. H. Ashdown Hdw. Co., Ltd., Winnipeg and Branches. E. G. Prior & Co., Ltd., Victoria and Branches. Lewis Bros., Ltd., Montreal. And many others.



F. E MYERS & BRO., Ashland, Ohio



Malleable Iron Lugs

SILOS TANKS
WOOD PIPE LINES

Variety of patterns, using round and flat bands.

Otterville Manufacturing Co.
LIMITED
OTTERVILLE ONT.

OAKEY'S

The original and only Genuine Preparation for cleaning Cutlery

'WELLINGTON'

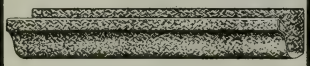
KNIFE POLISH

JOHN OAKEY & SONS, LIMITED

Manufacturers of

Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, S.E.1., Eng.



If you want easy-fitting eavetrough and conductor pipe, etc., order from us.

WHEELER & BAIN
TORONTO

NOVA SCOTIA STEEL & COAL CO., Limited
NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL

Getting Results

A large firm in a Western Canada city recently advertised in Hardware and Metal Want Ad. Page for a man to fill a responsible position—result 21 replies. This indicates that the want ad. page is followed closely. The man YOU want to reach is reading this page.

Let Hardware & Metal—the paper most interested in your business—help you in your Want Ad. Problems.

Its circulation is among Business Men, interested in the same way as you are. Consequently, any replies you received would be earnest enquiries after business. You would thus eliminate the curious.

Use the Want Ad. Page of Hardware & Metal frequently to fill your needs. It will pay you.

MADE IN CANADA

BUFFALO OILS

These are a few of our most staple lines, so well and favorably known throughout Western Canada, and are sold only through reliable merchants.

HARNESS OIL
NEATSFOOT OIL

Special Cylinder Oil (for steam engines).
A Gas Engine Oil (for gasoline engines).
Tractorlene Oil (for oil burning engines).
Ideal Thresher's Machines Oil (for general use).
Automobile Oil and Transmission Greases.

PRAIRIE CITY OIL COMPANY, LIMITED, WINNIPEG

McCordick's Lace Leather

Standard of the West

If you have not stocked it, better get acquainted.

Send your order to-day while stocks are complete.

"A Good Concern to do Business With"

PLEWES LIMITED
WINNIPEG

Your Customers will Ask for

Carey Asbestos Products

In order to satisfy them you should insist on Carey's when ordering from your jobber.
The following are a few Carey Asbestos Products:

85% Magnesia Section Pipe Covering
Carocel Sectional Pipe Covering
Air Cell Sectional Pipe Covering
Asbestos Gaskets
Asbestos Rope and Wick Packing
Asbestos Specialties
Asbestas Gaskets
Electrical Insulation
Asbestos Sand
Asbestos Fibre
Asbestos Paper
Asbestos Millboard
Asbestos Air Cell Board

Distributors:

GUILBAULTS'
LIMITED
WINNIPEG

AUTO FUNNELS AND FILLERS

This is a line, Mr. Dealer, you should not neglect. Practically every farmer to-day buys gasoline. This six-quart Automobile Funnel has a one hundred mesh gauze in the tube and also an attachment for a chamois cloth which is very convenient. The filler also has a one hundred mesh gauze in the funnel and is so shaped that it is easy to pour gasoline into a tank in any position. They are made from the best grade of Aluminum Coated Galvanized Iron.

Merchants Hardware Specialties, Ltd.
CALGARY

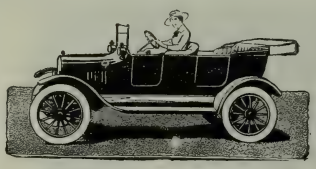
MEHASCO

ANOTHER MEHASCO MESSAGE 6

If interested, tear out this page and keep with letters to be answered.

Addition to Electro Service

INQUIRIES from hardware retailers in various parts of Canada, requesting HARDWARE AND METAL to enlarge the electro service to embrace motor accessories have resulted in the following new additions, making in all a total of 412 hardware electros now available through HARDWARE AND METAL'S electro service. These cuts, to be used by retailers in their advertising, are supplied mounted on wood blocks and postage paid, at a cost of 20c each, cash with order. Booklets showing entire assortment of hardware cuts will be supplied free upon request. Address all inquiries to HARDWARE AND METAL, Electro Dept., 143 University Ave., Toronto, Canada.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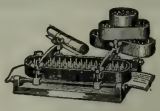
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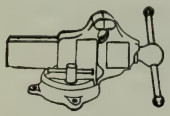
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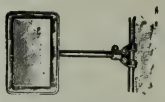
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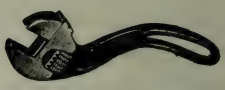
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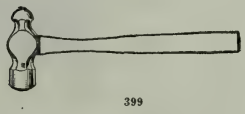
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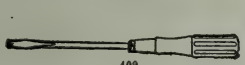
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THE above are a few of HARDWARE AND METAL'S electro assortment, comprising 412 electros of hardware and motor accessory articles, which are available to subscribers at a cost of 20c each, cash with order. Booklet showing complete assortment will be mailed free upon request.

HARDWARE and METAL

Electro Department

143-153 University Avenue

TORONTO

If interested, tear out this page and keep with letters to be answered.

Fearless and Entertaining

This is the most momentous time in history, and you want your reading to keep you abreast of what is happening in the world. You want articles that are timely, vital, fearless. Here's what is offered in June MACLEAN'S:

Must the British Empire Cease to Exist? Must all nations, as separate nations, cease to exist? Read what is said on this subject by - - - - - - - - - - **H. G. Wells**

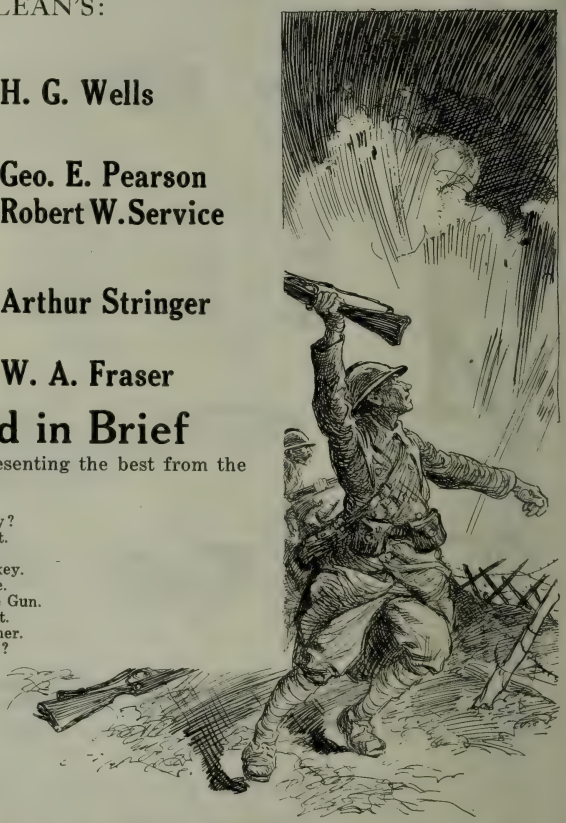
When a thousand guns play on a single trench, what happens in that trench? A powerful description by one who lived through it by - - - - - - - - - **Geo. E. Pearson**

A soul-stirring ballad of the trenches by **Robert W. Service**

Galvanizing the Government at Ottawa. An article on the work of the Ginger Group.

A gripping mystery story by - - - **Arthur Stringer**

The Three Sapphires—A new serial story combining Hindu mystery and war intrigue by a great Canadian novelist. **W. A. Fraser**



News of the World in Brief

The following articles are reprinted as representing the best from the best magazines the world over:

Is This Germany's Plan?
Is Japan Seeking a New Ally?
How Allied Victory Was Lost.
Is Foch Another Napoleon?
How Germany Annexed Turkey.
The Death of General Maude.
That Mysterious Long Range Gun.
How Bolo Pasha Was Caught.
The World is Growing Warmer.
Super-Kaiser or Little Willie?

JUNE MACLEAN'S

"Canada's National Magazine"

At All News Stands - 20c.

Electrical

Hydro-Electric Development Will Affect The Hardware Trade

THE new development at Chippawa is under way. That and power plans in other parts of the province will make electric current available in many rural sections.

The day of the electric washer is here. Even now electric power is obtainable in many rural sections and in practically all towns.

The hardware trade will be well advised to plan for the future in electric devices.

The Seafoam Washer and Wringer is one electric labor-saving device that has passed the experimental stage.

The Seafoam is making splendid business for the trade and giving absolute satisfaction to the users.

If you have not seen the Seafoam, ask us about it.

Dowswell, Lees & Co., Ltd.

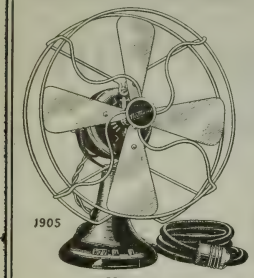
HAMILTON, CANADA

Eastern Representative:
JOHN R. ANDERSON, MONTREAL

Western Representative:
HARRY F. MOULDEN & SON, WINNIPEG

If interested, tear out this page and keep with letters to be answered.

Electrical



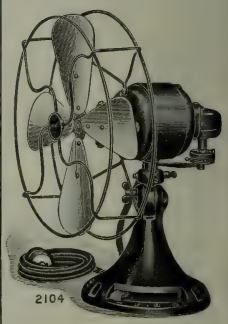
No. 44
2 Speed, 8 Inch

Two popular Styles that you should order *right now!*

The real, hot, sultry months are close—the season when electric fans will be in demand everywhere. Get ready. Stock up with these two popular styles of Factory Products Fans. They've been fast sellers, year after year—popular with both dealer and consumer, because—

Profits are right and service to your customers is doubly sure. Order now, so as to be ready for early enquiries.

FACTORY PRODUCTS LIMITED
220 King Street West, TORONTO



No. 450
3 Speed, 10 Inch, Oscillating

SUPREME AMONG WASHERS

The "1900" Complete Line Pays You Best

For over twenty years we have been making washing machines **exclusively.** The best types of washers have been developed and patented by us in this time.

Recently we have perfected two new models representing the highest development the Washing Machine has ever attained.

"1900" Cataract Electric Washer

These most modern washers, as well as the other various "1900" machines—the Gravity, Water Power and Gasoline Motor Washers—are sold everywhere through our extensive advertising, which is the largest publicity campaign conducted for washing machines in Canada. Inquiries in large numbers result from this advertising, and these inquiries are turned over to such "1900" Dealers as have proven their worth in their different territories.

"1900" Agitator Electric Washer

Is there a live "1900" Dealer in your district? Would you like to know more about the "1900" line?

If there is no one selling "1900" Washers in your territory there is a chance for you. Make use of it by writing to-day to the Wholesale Department.

The "1900" Washer Company
357 Yonge Street
TORONTO

If interested, tear out this page and keep with letters to be answered.

Northern Electric
HOUSEHOLD UTENSILS

It is a known fact that electricity has done more than anything else towards the establishment of efficiency plus economy in the home.

Here are a few of our Electric Household Heating Appliances which are always in demand. We urge Dealers to stock a moderate supply of these high-grade lines, because our Consumer Announcements in the Daily Papers from coast to coast will, in part, feature these Northern Electric Household Appliances.

ELECTRIC COFFEE PERCOLATORS

Coffee Percolator—Pot Style

No. 11793, holds 7 cups or 2½ pints. Finished in nickel, comes with cord and attachment plug complete.

Urn Style.

No. 12793, graceful and ornamental, finished in nickel, holds 7 cups or 2½ pints, comes with cord and attachment and plug complete.

Pot Style.

No. 11493, holds 8 cups or 3 pints, finished in nickel, comes with cord and attachment plug complete.

ELECTRIC Toasters, Irons and Chafing Dishes

N.E. B130 Toaster.

Upright open Toaster finished in nickel, comes with cord and attachment plug complete.

N.E. No. 2 Iron.

Nickel plated, weight, 6 pounds, complete with cord and attachment plug.

N.E. B142

Handsomely designed Chafing Dish. Holds three pints, finished in nickel, comes complete with cord and attachment plug.

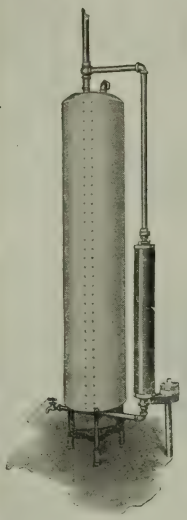
Write our house nearest you for further particulars, literature and prices.

WE SHIP PROMPTLY.

Northern Electric Company
LIMITED

Montreal	**Toronto**	**Regina**
Halifax	**London**	**Calgary**
Ottawa	**Winnipeg**	**Vancouver**

Electrical



National ELECTRIC

Every home needs an Electric Circulation Water Heater.

There are more National Circulation Water Heaters sold in Canada than any other make.

There is a reason.

Have you a stock to meet the demand? If not, communicate with your nearest jobber, or direct with us.

The National Electric Heating Co., Ltd.
TORONTO, CANADA

TUNGSTEN AND NITROGEN

STOCKS AT ALL BRANCHES

BLUE LABEL TUNGSTEN LAMPS

are packed in distinctive cartons which offer attractive means for shelf and window display. Every lamp bears the trade-name on the label, which is our guarantee against mechanical and electrical defects, and your safeguard from anything but the best in lamp construction. A trial order will convince you.

Ask your jobber, or consult us.

Manufactured by

THE CANADIAN TUNGSTEN LAMP CO., LIMITED

HAMILTON - CANADA

BRANCHES: MONTREAL TORONTO WINNIPEG

If interested, tear out this page and keep with letters to be answered.

Electrical

Did you know that a refilled lamp is filled from the tip and not from the base?

?

Nine out of ten do not know this

It's a pretty safe bet that nine merchants and their clerks out of every ten naturally suppose that when a lamp is refilled the base is removed and the operation performed from there.

This is not the case, however

How it's done

Instead, there is a hole the size of a 5c piece cut from the tip of the bulb, and with the aid of special pliers the old filament is removed, the new inserted and the connections made.

After this operation a glass worker welds a tube to the opening in the bulb—the air is extracted and the bulb is sealed by melting the tube off, leaving the usual small projection at the end.

Thought they were getting big value

Some merchants have been buying lamps at what they considered a big saving, and not knowing how to tell, were deceived into buying refills, which at their best are only short-lived, some lasting only a few hours. The reason of this is the connections cannot be made tight enough to prevent them working loose. This, of course, causes friction and results in them burning out quickly at the points of contact.

They burn out quickly

How to tell

Don't be deceived when offered lamps at a price which looks like a big saving. **Examine the bulb for a slight elevation just around the tip.** In some cases where it is cleverly done it is only apparent to the touch. In other cases you can readily see where the glass has been welded. Be on the safe side and sell only new lamps that are fully guaranteed—lamps that stand the efficiency test. In other words, sell the

Remove the label

Made in Canada

Vivid

—the lamp that gives the consumer service and the merchant satisfaction.

Write for prices on VIVID Tungsten or Nitro Lamps.

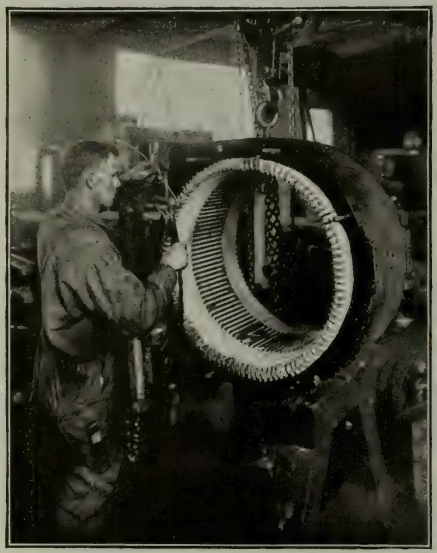
CHURTON & TAYLOR

Sole distributors VIVID Tungsten and Nitro Lamps

53 Yonge St. Phone Ad. 5487 TORONTO

If interested, tear out this page and keep with letters to be answered.

Electrical

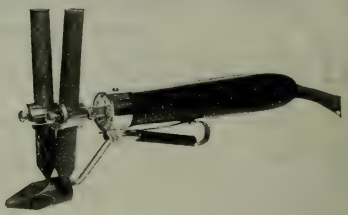


50 H.P. Motor Stator Coils being soldered with J. C. Soldering Iron in shop of Robertson Elect. Construction Co., Buffalo.

The New J. C. Electric Soldering Iron

3½ Hours Saved on a 5 Hour Job!

(70 per cent. Saving)



Instead of taking five hours to solder the terminal leads of the stator coils of this motor the J. C. Soldering Iron cuts this time to 1½ hours—a saving of 3½ hours. The secret of the efficiency of this remarkable Iron is the fact that it heats only while in contact with the work, and then heats almost instantaneously.

No time is lost at any stage of the work.

Write for illustrated catalogue.

Clemens Electrical Corporation of Canada, Ltd.

HAMILTON :-: ONTARIO

Handy for Motorists

MENDETS
A PATENT PATCH

Draw the attention of your motoring customers to the quick and effective way in which "Mendets" stop leaks in tires.

Every motorist should carry a packet with him at all times. "Mendets" provide absolutely the quickest method of repair, and they hold tight always.

The following wholesale hardware merchants sell Mendets

Whites, Ltd., Collingwood, Ont.; Wood, Vallance, Ltd., Winnipeg, Man.; Wood, Vallance & Co., Hamilton, Ont.; Hobbs Hardware Co., Ltd., London, Ont.; D. H. Howden & Co., Ltd., London, Ont.; Thos. Birkett & Son Co., Ltd., Ottawa, Ont.; Miller-Morse Hardware Co., Winnipeg, Man.; Marshall Wells Alberta Co., Ltd., Edmonton, Alta.; Walter Woods & Co., Winnipeg, Man.; Rogers Hardware Co., Ltd., Charlottetown, P.E.I.; Thompson & Sutherland, Ltd., North Sydney, N.S.; Merrick, Anderson Co., Ltd., Winnipeg, Man.; A. M. Bell & Co., Halifax, N.S.; J. H. Ashdown Hardware Co., Ltd., Winnipeg, Man.; Bond Hardware Co., Guelph, Ont.; Emmerson & Fisher, Ltd., St. John, N.B.; R. Chestnut & Sons, Fredericton, N.B.; L. H. Hebert & Co., Montreal, Quebec; Cowan Hardware Co., London, Ont.; The Hanbury Hardware Co., Brandon, Man.; McLennan, McFeely & Co., Ltd., Vancouver, B.C.; Martin, Finlayson & Mather, Ltd., Vancouver, B.C.; Crowell Bros., Halifax, N.S.; Caverhill, Learmont & Co., Montreal, Que.; Revillon Wholesale, Ltd., Edmonton, Alta.; Wood, Vallance & Adams, Ltd., Calgary, Alta.; Louis McLain Co., Ltd., Winnipeg, Man.; Lewis Bros., Ltd., Montreal, Que.; Wood, Vallance & Leggat, Ltd., Vancouver, B.C.; Kennedy Hardware Co., Toronto; T. McAvity & Sons, Ltd., St. John, N.B.; H. S. Howland, Sons & Co., Toronto.

Collette Mfg. Company
Collingwood, Ont., Canada

HARDWARE BUSINESS WANTED — IN good Ontario town or city. Replies treated strictly confidential. Box 167, Hardware and Metal, Toronto.

This little advertisement inserted in HARDWARE AND METAL not long ago immediately brought eleven replies to the advertiser. And the cost was only 47 cents, including 5 cents for Box Number.

USE THE WANT AD PAGE

Electrical Benjamin

—the synonym of ideas electrical—ideas that make the use of electricity more practical, more economical and more convenient.

Electrical ideas produced by Benjamin materially helped to popularize the use of Electricity in the home, the factory, the office—helped to make it "a better servant," and the growing use of electricity has made Benjamin electrical devices popular.

These are some of the Benjamin products:

Wireless Cluster Sockets
Attachment Plugs
Stand Lamp Clusters
Street Lighting Units
Store and Office Fixtures
Industrial Lighting Units
Knife Switches
Show Case Lighting
Panel Boards
Plug Clusters
Wiring Devices
Reflectors

Benjamin Electric Mfg. Co. of Canada, Ltd.

MAKERS OF

Benjamin

PRODUCTS OF CANADA

Main Office and Factory

11-17 Charlotte Street - - Toronto, Canada

TRADE MARKS

Any trade-mark shown on this page, when stamped on an article of hardware, is the manufacturer's personal "O.K.," guaranteeing the quality of the product.

OWL BABBITT METALS

A composition of pure virgin Metals with unusual wearing qualities. Always specify Owl Brand. Made in the West by

THE OWL METAL CO., LTD.
WINNIPEG, MAN.

NORCROSS
Garden Cultivator-hoe

"Used the World Over"
Send for Catalog

C.S. Norcross & Sons, Bushnell, Ill.

BADGES

Drop a card for prices and particulars.

HAMILTON STAMP & STENCIL WORKS, Ltd.
HAMILTON, ONT.

PAPER BALERS

All-Steel "Fireproof"

Made in 12 sizes.

Send for catalog.

Climax Baler Co.
Hamilton Ontario

BLUE LABEL LAMPS
ALWAYS SATISFY
Made by
The Canadian Tungsten Lamp Co., Limited
Hamilton, Canada

KINDLY MENTION THIS PAPER WHEN WRITING ADVERTISERS

STERLING
Hack Saw Blades and Machines
Manufactured by
Diamond Saw & Stamping Works
BUFFALO, N.Y.

FOOD CHOPPERS

Knives and plates made from wrought Swedish steel of finest quality. These choppers may be had tinned all over or enamelled white inside and japanned red outside. Stock carried.

F. W. LAMPLOUGH & CO.
Unity Bldg., Montreal

BATH ROOM FITTINGS

K NIAGARA

KINZINGER, BRUCE & CO., LIMITED
NIAGARA FALLS, CANADA
WHAT WE MAKE WE GUARANTEE

AUTO ACCESSORIES

BEAR BRAND LAMP BLACKS
A Germantown of quality that gets big business
WILCKES, MARTIN, WILCKES CO.
115 WILLIAM ST. NEW YORK

PATENTS
PATENT YOUR IDEAS
Get list wanted by manufacturers and our "Reference Guide for Inventors." Send sketch for free report as to patentability. Patents secured or our fees returned.
Harold C. Shipman & Co., Patent Attys.
Central Chambers, Ottawa, Canada

THE CLIPPER

There are three things that destroy your lawn: Dandelions, Buck Plantain and Crab Grass. In one season the Clipper will drive them all out. All dealers should investigate selling possibilities. Drop us a line and we will send circular and prices.

CLIPPER LAWN MOWER CO. Dixon, Ill.

The PARMENTER BULLOCH CO., Ltd
GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

ALLEN FLUX
NON-ACID—FOR SODERING

at it since '93

Makes a joint stronger than the metal soldered and a shade less than THREE TIMES as strong as where muriatic acid flux is used. Sample free.

BISSETT & WEBB LTD.
126 Lombard St., Winnipeg, Canada

Strong, Serviceable Trucks of all Kinds

Stocked for immediate delivery. Rubber-tired if desired. Also platform trucks. Repairs supplied.

John Watson Mf Co., Ltd.
Winnipeg

TRADE SAWYER MARK Registered
STITCHED CANVAS BELTS
"THE QUALITY BELT"
PLEWES LIMITED, Distributors, WINNIPEG
A good concern to do business with

Your Ad In This Paper

will get the attention of the busy men. They find here what they want, and they use it as a catalogue when they are in need. Will they see your ad?

ELECTRICAL MICA

STOVE & ELECTRICAL
MICA
Stove mica in assorted sizes for the trade
A. G. MARTIN
234-236 Besserer St.
OTTAWA, ONT.

Wanted

HELP WANTED

WANTED — EXPERIENCED RETAIL HARDware salesman and window trimmer. Salary, $1,500 year. Only efficient salesmen need apply. Apply by letter stating age, experience and earliest date you can start. May Brothers, West Toronto, Ont.

WANTED — A HARDWARE CLERK, ONE with seven or eight years' experience preferred. Apply stating experience and salary expected. Box 306, Hardware and Metal.

WANTED — A FOREMAN FOR TIN AND sheet metal shop. One who also understands roofing and accustomed to the handling of men. Apply Wells & Emmerson, Port Arthur, Ontario.

FOR SALE

FOR SALE — GOOD PAYING HARDWARE business in Havelock, Ont., $4,500 stock in good condition. Will sell at sacrifice for quick sale. $3,600 cash. Will rent building reasonably or sell. Apply H. Buchanan, 1150 College Street, Toronto.

AN OLD ESTABLISHED HARDWARE BUSIness in a border town in Eastern Ontario; reason for selling, poor health. Apply N. Willard & Co., Prescott, Ont.

HARDWARE STOCK AND BUSINESS FOR sale in live town of 800. First-class farmers' trade. Hydro just coming in. Apply Box 360, Hardware and Metal.

FOR SALE—BUILDING AND HARDWARE stock in good live Saskatchewan village. Stock on hand about $6,000. Living rooms above. Good opportunity and terms for right man. Box 726, Hardware and Metal.

HARDWARE BUSINESS FOR SALE. STOCK about $25,000; right on the main street; buildings 25 x 120, two-story; owner retiring. Apply P.O. Box 275, Sudbury, Ont.

HARDWARE AND FURNITURE BUSINESS FOR SALE.

ON ACCOUNT OF THE DEATH OF ONE OF the partners the hardware and furniture business formerly carried on under the name of Stewart Bros., Tilbury, Ont., will be sold. Stock in trade about $10,000; fixtures about $1,500; also store 26 feet wide, fronting on Main Street, 85 feet deep, fronting on Young Street; lot 115 feet long, with alley 12 feet wide at the back. Width of lot at the back, 82 feet. The building is a first-class two-storey brick, and the stock in trade is all new within three years. Business has been established thirty years, and has several first class agencies, including McClary's, Martin-Senour, Plymouth Binder Twine, etc. In addition to the lot there is another lot 66 by 120 feet, with weigh scales and coal sheds and stables. In the meantime business is being carried on as a going concern. Terms cash or approved securities. Applications will be received up to July 1st by Mr. Harry Collins, Chatham, Ontario.

MISCELLANEOUS

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Ltd. Supplied by the trade throughout Canada (tf)

This page is the logical place for anyone in the Canadian hardware trade to place his "condensed" advertisements if he wants anything that can be supplied by any other Canadian hardwareman.

Do you want a clerk or store manager?

Do you want a position as clerk or travelling salesman?

Do you want a traveller?

Do you want to sell or exchange your business?

Do you want to buy a hardware business?

Do you want to buy or sell any store equipment?

If so, sit down now, and draft an advertisement for Hardware and Metal's "Wanted" page, setting forth just what you want, and stating your needs or qualifications.

Such an advertisement will automatically seek out for you, the only people you want to reach—those who are actively engaged in selling hardware, in Canada.

The cost?

Trifling! Two cents per word for first insertion and one cent per word for each subsequent insertion of the same advertisement. Each figure is counted as a word, and a charge of 5 cents extra per insertion is made when Box Number is required. In this way the advertiser's name is kept confidential.

Copy for Condensed Advertisements should reach the Toronto office of Hardware and Metal not later than Thursday morning to catch the current week's issue. In order to save unnecessary correspondence and bookkeeping, please remit with copy, preferably by money order.

MISCELLANEOUS

AN EXPERIENCED SALESMAN WOULD LIKE high grade lines for Montreal and Province of Quebec. Replies to Box 400, Hardware and Metal, 128 Bleury St., Montreal.

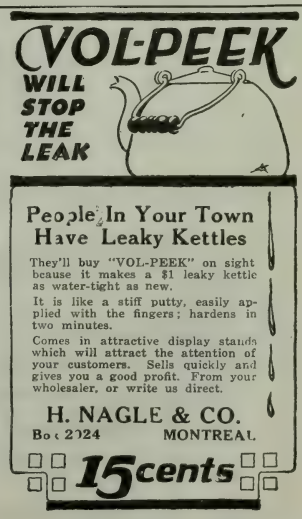
GOOD STENOGRAPHERS ARE WHAT EVERY employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

DOUBLE YOUR FLOOR SPACE—BY INstalling an Otis-Fensom hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only $70. Write for catalogue "B," Otis-Fensom Elevator Co., Toronto.

FIFTY DOLLARS TIED UP IN OLD FIXtures that you are no longer using would make a lot of money for you if invested in stock and turned over three or four times a year. Get your money out, by selling the fixtures to one of Hardware and Metal's readers who may be looking for exactly what you have to offer.

ADDING TYPEWRITER WRITE, ADD OR subtract in one operation. Elliott Fisher, Limited, Room 314 Stair Building, Toronto.

MANUFACTURERS DESIRING REPRESENtation in Montreal and the Province of Quebec are requested to send catalogs and to communicate with Imperial Supply Co., 104 Delorimier Ave., Montreal.



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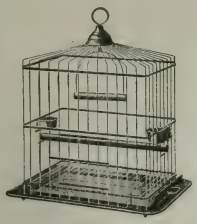
WINNING THE BUYER'S FAVOR

THE best possible buyer is not made an actual buyer at a single step It is one thing to win the buyer's favor for an article and another to make adjustments incident to closing the sale. Winning the buyer's favor is the work of trade paper advertising. Under ordinary conditions it should not be expected to do more.



"HENDRYX"

Parrot Cages

The cage that satisfies both the consumer and dealer at once. The former demands quality, the latter—profits.

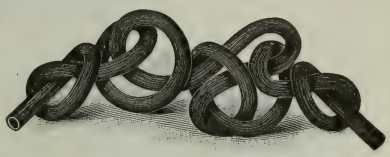
The cups are of tinned iron, non-rusting and indestructible.

Order a stock for May and June—the parrot season.

THE ANDREW B. HENDRYX CO.
New Haven, Conn.

"Multiped"

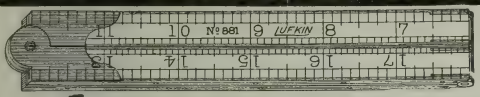
The Garden Hose That Doesn't Kink

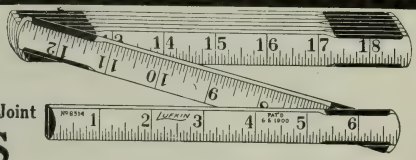


A MOULDED, CORRUGATED HOSE OF EXTRAORDINARY STRENGTH, MADE IN LENGTHS OF ABOUT 500 FEET.

MANUFACTURED SOLELY BY **GUTTA PERCHA & RUBBER, LIMITED**

Toronto, Halifax, Montreal, Ottawa, Fort William, Winnipeg, Regina, Saskatoon, Lethbridge, Calgary, Edmonton, Vancouver, Victoria





LUFKIN

Boxwood and Spring Joint

RULES

MEASURING TAPES

ALL SOLD UNDER THAT BROAD, DEFINITE GUARANTEE, ABSOLUTE SATISFACTION TO DEALER AND USER.

Complete Lines.

THE LUFKIN RULE CO. OF CANADA, LTD. WINDSOR, ONT.

Prompt shipments from stock.

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THE THOS. PINK COMPANY, LIMITED
Manufacturers of Lumber Tools
PEMBROKE - - - - - - ONTARIO

It's a Pink anyway you take it, and it's the best Peavey made.

DREADNAUGHT

Steel Hames ***Doubletrees***

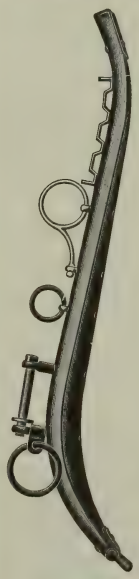
Designed and built on scientific principles. The two pieces of selected steel forming the body of Dreadnaught Hames reinforce each other, as do the steel rod and wood of Dreadnaught Doubletrees. They form a perfect Truss—the strongest possible construction. They are mechanically correct. For the heavy pulls and terrific strains of rough spring work they have no equal.

HELP THE FARMERS PLOW DEEP

We need big crops. Equip your farmers with Dreadnaught Hames and Doubletrees so they can do their bit. Write to-day for prices and description of these dependable, profit-making lines.

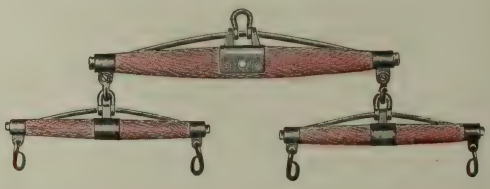
McKinnon Industries, Ltd.

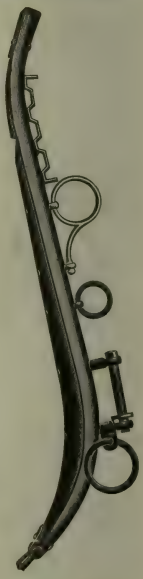
ST. CATHARINES, ONTARIO



No. 8382

Two Piece
Double
Strength





No. 8382

Anti-Rust
Treated
Durable

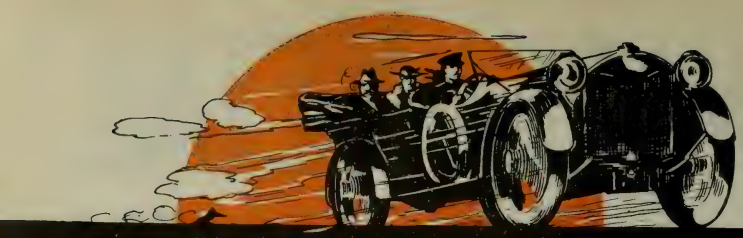
HARDWARE AND METAL

Vol. XXX
No. 26

PUBLISHED EVERY SATURDAY SINCE 1888

June 29
1918

THE MACLEAN PUBLISHING COMPANY, LIMITED
PUBLICATION OFFICE: TORONTO, CANADA



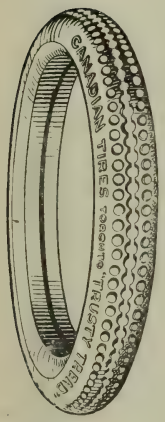
here--

VOKES

New Auto Accessories Department

The new department is gathering momentum and we're still giving it the throttle by adding new lines of accessories with which *to serve the trade.*

Of the many offerings, we ask your special attention to



VO HA CO GUARANTEED HARD WEAR TRADE MARK

K and S Trusty Tread Tires

If you're interested in securing the selling rights in your district for a live brand of tires, absolutely guaranteed, write to us re the Trusty Tread.

ORDERS SHIPPED SAME DAY AS RECEIVED

New Auto Accessory catalog will be ready for mailing when we receive your request.

ANYTHING AND EVERYTHING IN HARDWARE. WRITE US FOR YOUR REQUIREMENTS

The VOKES HARDWARE CO. LIMITED

40 QUEEN ST. EAST

TORONTO - - CANADA

AUTO ACCESSORIES

Madam Housewife is thinking of flies and ice these days

RICE LEWIS & SON LIMITED TORONTO

HARDWARE

The housewife's worst enemies during the Summer months are flies and heat—both combined put up a formidable offensive which greatly adds to the high cost of living.
The attack is now on and your assistance in supplying

REFRIGERATORS
WINDOW SCREENS
SCREEN DOORS

is needed in your district.

We carry a very complete range of all three lines—the best sellers, and will be pleased to sort up your stock. We also carry a full range of widths, 18-inch to 48-inch, in

BLACK SCREEN CLOTH

A window neatly trimmed with refrigerators, window and door screens, black cloth, fly swatters, etc., will offer a suggestion to your customers which you should cash in on.

Screen Windows
Nos. 1 to 15

No. 8

No. 9

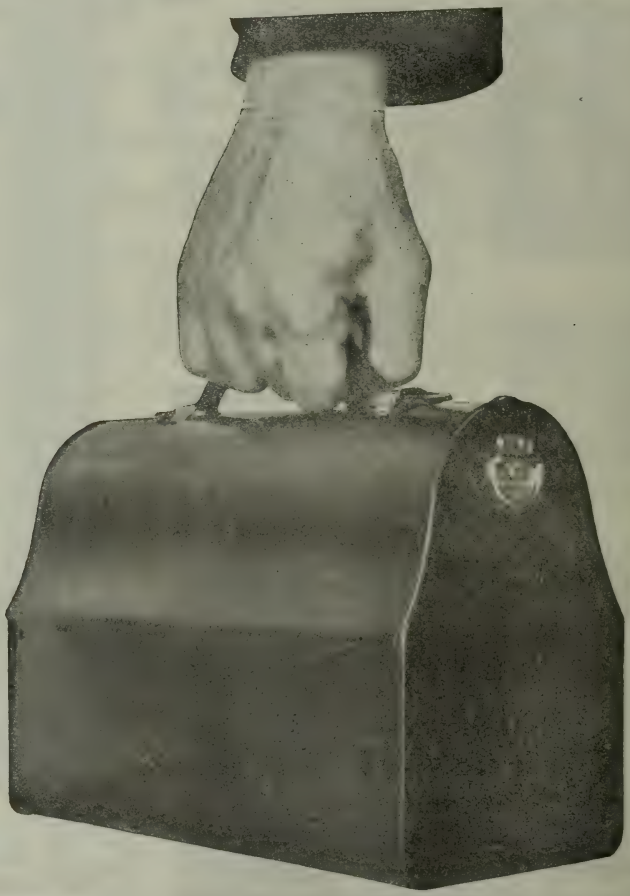
No. 1

We also carry Screen Doors in stock. Doors Nos. 2, 3 and 21.
We appreciate your enquiries and orders.

"The house of the Padlock"

If interested, tear out this page and place with letters to be answered.

UNIVERSAL
LUNCH BOXES



Do you recognize this hand? It belongs to one of the thousands of workers who daily carry UNIVERSAL Lunch Boxes.

More men are going into the factories and shipyards every day. Sell them UNIVERSAL Lunch Boxes.

Landers, Frary & Clark, New Britain, Conn.

Canadian Representatives: A. MacFarlane & Company, Montreal

If interested, tear out this page and keep with letters to be answered.

QUICK SERVICE
IS ONE THING THAT COUNTS

TRY US

We Want Your Mail Orders

We offer the largest stocks and the biggest assortment of any house in Canada. There are numerous lines that we are out of, that are impossible to get, but we make the statement that we know our stock is in better shape, generally speaking, than any other hardware jobber in the Dominion. Satisfy yourself by sending us a mail order. We will ship it promptly and charge you reasonable prices.

For all-round satisfaction to yourself and your trade you can't do better

LEWIS BROS., LIMITED, MONTREAL

EVERYTHING IN HARDWARE
RAILWAY CONTRACTORS' AND PLUMBERS' SUPPLIES
SPORTING GOODS, CUTLERY, PREPARED ROOFING, PAINTS AND GLASS

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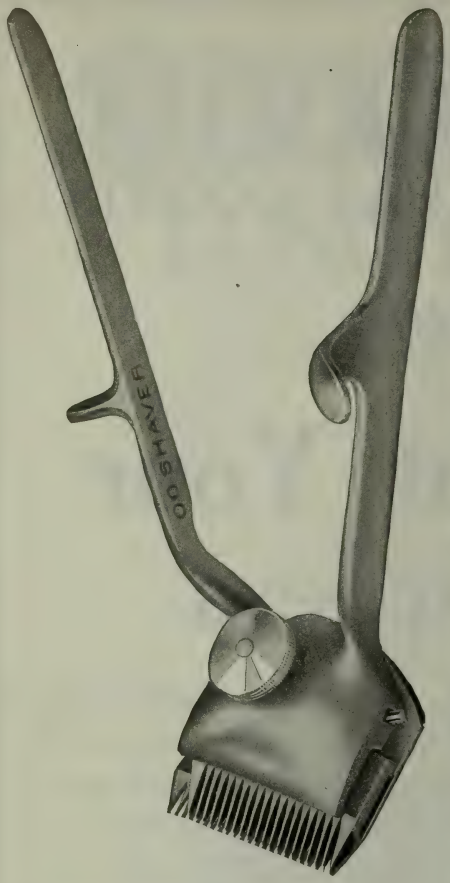


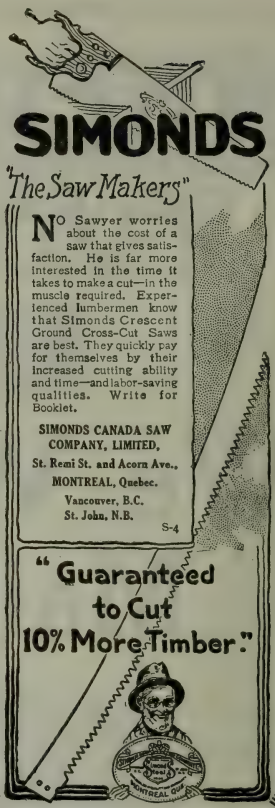
Priest's Toilet Clippers

Making Clippers for fifty years has given us an experience that reflects in the quality of our line. Ask your jobber about Priest's Clippers.

A. MacFarlane & Co.
Montreal, Canada

Wiebusch & Hilger, Ltd.
New York City

Selling Agents



DEPENDABLE SAWS

We are doing a great deal of work along the line of telling your customers just how Dependable Simonds Hand and Cross-Cut Saws are and in every case are urging them to place their orders through the local dealers.

Simonds Canada Saw Co., Ltd.

If interested, tear out this page and keep with letters to be answered.

Ninety Per Cent. of *Garage* wisdom constitutes in being wise in time

Call your builders and motorist customers' attention to the features which recommend the installing of a National No. 806 Garage Door Set.

Clean appearance from the outside — no structural iron work visible, because track and hanger is on the inside —free access to the garage without opening all the doors.

This set opens the doors inwards, preventing any trouble from ice and snow. Its action is easy and certain, without friction or binding. The Hanger operates on a swivel, which permits the wheels to follow the track without sticking. A gentle push opens all doors; a slight pull closes them.

Set No. 806 includes: No. 27 Latch, 1 Swivel Hanger, 6-foot Braced Rail, 4½ pair 4 x 4 inch Jap. No. 505 T.P. Butts, 1 No. 820 Chain Bolt, 1 No. 830 Foot Bolt, 1 No. 5 Pull, 1 No. 30 Safety Hasp (4½-inch) and all necessary bolts and screws.

Get them interested next time they're in your store. They'll be sure to want them.

National Manufacturing Company

STERLING, ILLINOIS

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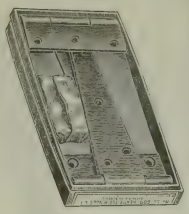
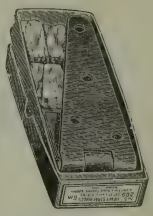


No. S.c. 609

Everybody Likes Strap and Tee Hinges

Packed One Pair in a Box with Screws



No. S.c. 209

Before placing your next order for hinges consider the time wasted loosening bundles, selecting and counting out the screws and wrapping in paper.

Consider the additional customers you can wait on when hinges are already packaged, neatly labelled, ready to hand out.

Consider the advantages of having a clean, attractive stock that can be handled without soiling the hands.

Naturally this time- and labor-saving method appeals to the trade and consumer as is shown from the ever-increasing demand.

In ordering, prefix the letters S.c. to the class number to distinguish from the line of hinges in bulk.

CANADA STEEL GOODS COMPANY, LIMITED

HAMILTON - CANADA

Davidson's Well Known FROST RIVER

Refrigerator shown herewith

Made entirely of Sheet Steel Galvanized

The exterior is Japanned French Grey, beautifully finished with neatly decorated panels and corner scrolls.

The Food Chamber is coated with white enamel, thoroughly hardened and baked on in an oven of high temperature.

All inside parts are removable for cleaning purposes.

The drip pipe for the waste water has been carried outside the body, and does not run through the Food Chamber—as usual in other refrigerators.

Made in three sizes, the largest with double doors.

NOW is the time to get your Orders in for these goods and ensure prompt shipment.

The Thos. Davidson Mfg. Co. LIMITED

Toronto Montreal Winnipeg

If interested, tear out this page and keep with letters to be answered.

SAMSON ROOFING

is used by men who recognize quality and are willing to pay a reasonable price for it.

There are many "nearly as good" roofings but there is only one Samson quality—the highest.

Guaranteed of Course

H. S. HOWLAND SONS & CO.
LIMITED
WHOLESALE HARDWARE
TORONTO

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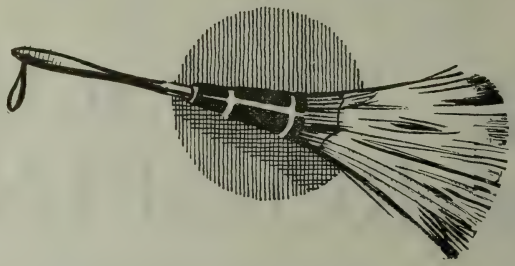


WHAT THE FEATHER DUSTER CANNOT DO

AT best, the ordinary mop and feather duster can only raise the dust to settle elsewhere. An unsanitary method which does little to help the appearance of goods openly exposed on the shelves.

STANDARD Floor Dressing

is different. It **captures** fully 90% of the atmospheric dust and holds it. It is sanitary, non-evaporating, non-gumming. It preserves as well as cleans the surface with which it comes in contact. It is purely mechanical in action.

Properly applied with an ordinary floor sprayer, a single gallon will take care of 500-700 square feet of floor space, and will serve its purpose well for several months without further dressing so long as the surface is regularly swept clean with a hard broom or brush.

Sold in one and four gallon cans and in barrels and half barrels.

IMPERIAL OIL LIMITED

BRANCHES IN ALL CITIES

If interested, tear out this page and keep with letters to be answered.

TACKS

TACKS FOR EVERYBODY

AUTO TRIMMERS
CARRIAGE TRIMMERS
BASKET MANUFACTURERS
CARPET LAYERS
SHOE MANUFACTURERS
UPHOLSTERERS

Heads that will not break off
And Points that meet the demand

THE
STEEL COMPANY
OF
CANADA
LIMITED

HAMILTON **MONTREAL**

If interested, tear out this page and keep with letters to be answered.

GILBERT TOYS

A complete toy department can be stacked with Gilbert Toys. The entire line includes Educational Toys such as Erectors, Electrical Sets, Wireless Outfits, Chemistry, etc. War Toys including Machine Guns, Submarines and Nurses' Outfit. Staple Toys such as Mechanical Wagons, Tumbling Clowns, Motors and many others. There are Gilbert Toys to appeal to boys of every age during the time they are interested in toys. And the range of prices is extensive enough to fit all pocketbooks.

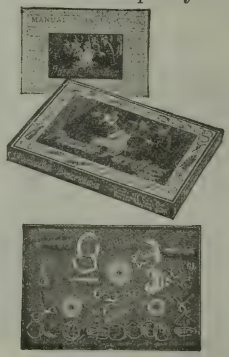
In addition to our big national advertising we are putting Gilbert Toys before the boys in their own magazines. We are keeping them posted on the new ones as they are added to the line and of the improvements made in the older ones. They know Gilbert Toys and they are going to want them this Christmas. Have you placed your order yet?

We'll gladly send catalog or our salesmen upon your request.

MYSTO MAGIC

Dealers who have sold Mysto Magic need not be asked to buy again. They know its sales possibilities. This year the sets have been improved considerably. Smaller sets are packed in the distinctive Gilbert Toy sealed carton, No. 2006 Outfit comes in hardwood cabinet. Order your stock early.

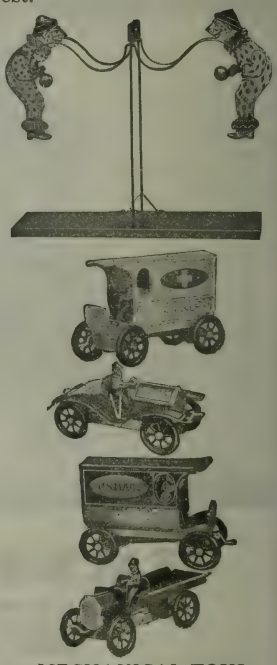
Retails in Canada.....$1.50 to $15.00



PUZZLE PARTIES

Many of our dealer friends write us that Gilbert Puzzle Parties are big sellers to the Red Cross for "our boys" in the service. Thousands of these Gilbert Puzzles are being used by soldiers in hospitals, dugouts, trenches, etc. They make an excellent gift. Are your stocks complete?

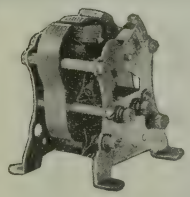
Retails in Canada.....40c to $1.50



MECHANICAL TOYS

This type of standard and well-known toy practically sells itself. No toy department is complete without them. Gilbert Mechanical Toys are sturdily built with strong spring, brightly lithographed in attractive colors. The newest ones, Tumbling Clowns, are unique and will be big sellers. Order yours to-day.

Retails in Canada.....75c to $1.90



TOY MOTORS

Boys know Gilbert Toy Motors. They know they can always depend upon them to do the things claimed for them. Our sales in previous years have proved to us that there is a big demand for them. Each year we add one or two new ones to the line, but you can be sure that each one is built up to the standard of Gilbert quality. Put your order in early to insure good deliveries.

Retails in Canada .....$1.50 to $11.25

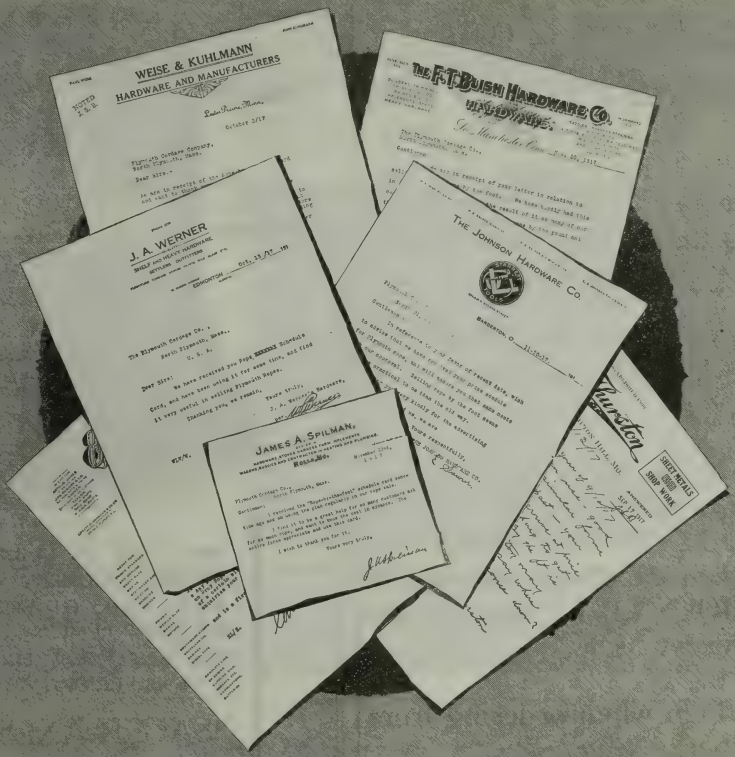
Write for new Catalogue of the full line of Gilbert Toys.

THE A. C. GILBERT-MENZIES CO., LIMITED

439 KING ST. W., TORONTO

Manufacturers Erector and Gilbert Toys. Agents for Gilbert's Polar Cub Electric Fan and Polar Cub Home Motors, Vibrators, etc.

If interested, tear out this page and keep with letters to be answered.



Mr. Dealer!

THESE progressive merchants have found a way to increase their profits and decrease their competition. They are using the Plymouth Rope-by-the-Foot plan for selling

PLYMOUTH ROPE

Are you using this common-sense method of selling the kind of rope your customers want?

We will gladly give information.

PLYMOUTH CORDAGE CO.

North Plymouth, Mass. Welland, Canada

INDEPENDENT CORDAGE COMPANY, Ltd.
TORONTO, CANADA *Canadian Sales Agents*

Look at Your "Famous Five" Files

Test the balance of them. See how hard they are. Run your finger over the teeth and note their sharpness and regularity.

These qualities of the "FAMOUS FIVE" Files were not arrived at by accident.

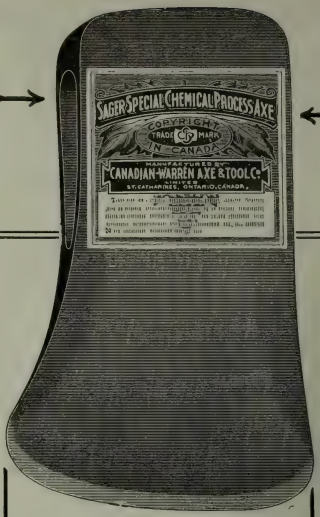
They are the result of expert knowledge of the exact needs of every trade. This knowledge has helped us to standardize the merits of "FAMOUS FIVE" Files in the mind of every user.

Specify them when ordering from your jobber.

They are:

KEARNEY & FOOT
GREAT WESTERN
AMERICAN
ARCADE
GLOBE

Made in Canada by

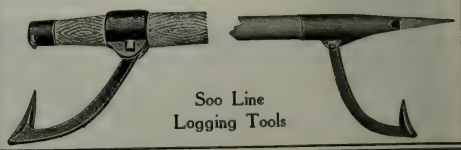


WHY NOT BE GUIDED BY THE JUDGMENT OF HUNDREDS OF WELL KNOWN LUMBERMEN, WHO ACKNOWLEDGE THE SUPERIORITY OF

"SAGER AXES"
AND
"SOO LINE"
LOGGING
TOOLS?

GET THE HABIT.
(AND THE PROFIT)

Canadian Warren
Axe & Tool Co.
LIMITED
ST. CATHARINES, ONT.



Soo Line
Logging Tools

If interested, tear out this page and keep with letters to be answered.

"Quality METALLIC First"
SHINGLES SIDING CEILING CORRUGATED IRON TROUGH AND PIPE, ETC. ETC.

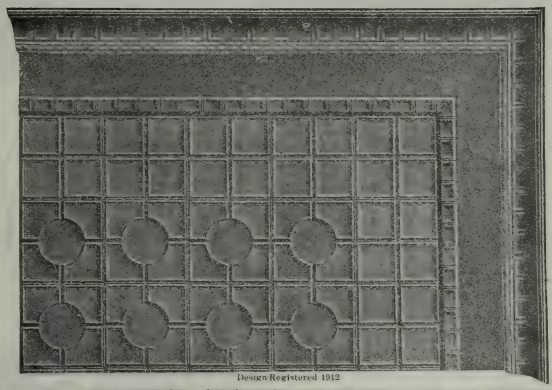
About 3 Stores out of 5

are good prospects right now for "Metallic" Ceiling and Wall Plate repair or alteration jobs.

Don't let the lath and plaster or wall paper man beat you out—you've got it over him 40 ways with "Metallic." We'll help you land the business.

Send to-day for illustrated catalogue and full particulars

Stock Carried by
GEO. W. REED & CO., LTD.
37 St. Antoine St., Montreal



The Metallic Roofing Co., Limited
TORONTO MANUFACTURERS WINNIPEG

ATKINS

Sterling Quality Cross-Cut Saws

The Saw that brings a *higher price*—a *bigger profit.* Their Service makes them worth it.

Sterling quality steel backed by sixty years' experience has produced these popular Saws. Get quotations and resale prices immediately. *Ask for catalog "H.M."*

Made in Canada.

E. C. ATKINS & CO.

Makers of Sterling Saws

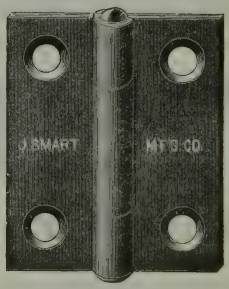
Factory—Hamilton Ont. **Vancouver Branch—109 Powell St.**

If interested, tear out this page and keep with letters to be answered.

CANADA
FOUNDRIES & FORGINGS
LIMITED

ORIGINAL PRODUCERS AND DISTRIBUTORS

BUTTS AND HINGES



Complete line of Butts and Hinges of all sizes and styles.

Highest grade of steel and first-class workmanship.

Write for prices and particulars.

PRODUCED AT

THE JAMES SMART PLANT

BROCKVILLE. ONT. WINNIPEG, MAN.

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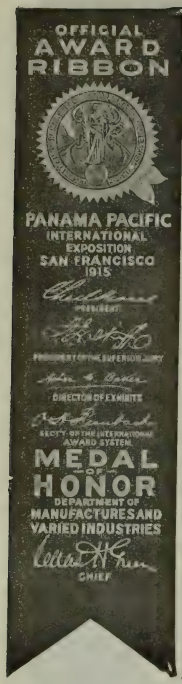
Sell him by the
Starrett
Hack Saw Chart
When a hack saw customer enters your store do you offer him "merely saws" or do you give him "saws plus service"?
If you handle the Starrett line you can send your customer away, not only with a large order of saws, but also with Hack Saw Chart which tells him exactly what number blade to use for any particular job. This is a service which no other manufacturer offers, and which the user appreciates.
Send for a copy of the Starrett Chart M.A. It is free.
The L. S. Starrett Company
The World's Greatest Tool Makers
Manufacturers of Hack Saws Unexcelled
ATHOL, MASS
NEW YORK
LONDON
CHICAGO
42-795
Starrett
Hack Saw Chart
STARRETT
HACK SAWS



TRIMO TOOLS

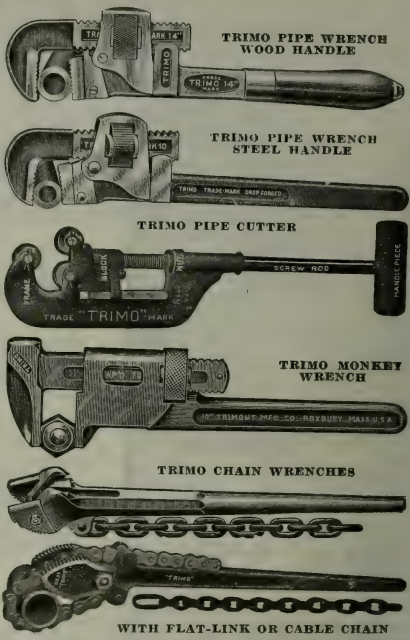
Nut with Nut Guards

BE sure to ask for the Trimo Wrenches, both Pipe and Monkey. They are equipped with Nut Guards that prevent the accidental turning of the adjusting nut in close quarters, and with Steel Frames in the principal size that will not break.

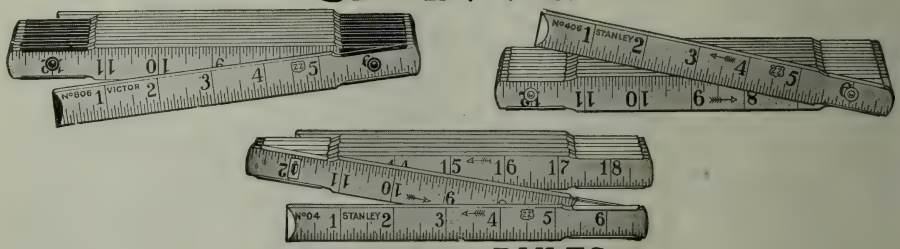
SEND FOR CATALOG NO. 55.

TRIMONT MFG. CO.

55-71 Amory Street
Roxbury, Mass.
U.S.A.



Stanley Tools



"ZIG ZAG" RULES

The term "ZIG ZAG" as applied to folding rules made of flexible wood is a trademark belonging to this Company.

They are made with two distinct types of joints, the Concealed Joint in which there is no hole through the wood, and the Rivet Joint in which the rivet is carried through both wood and joint. Both types contain a stiff spring which holds the rule rigid when open, even in the longest lengths.

Several other patented features add special value to the Stanley and Victor rules.

Made in all standard lengths and finishes. A few leading numbers shown above.

MANUFACTURED BY

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.

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Canadian Government Railways Grain Elevator, St. John, N.B.

The Engineers in Charge

of this great installation for the Canadian Government chose

Rust-Resisting Armco Iron

for the sides and roof of the upper portion—the lower being of concrete. The structure is thus protected from fire and from rapid deterioration. Armco Iron, because of its unique purity and the care bestowed on every phase of its production, is the material for long and faithful service.

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MIDDLETON, OHIO

Licensed Manufacturers Under Patents Granted to The International Metal Products Co.

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Branch Offices at New York, Washington, Atlanta, Pittsburg, Chicago, Cincinnati, Cleveland, Detroit, St. Louis and San Francisco

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The trade mark ARMCO carries the assurance that iron bearing that mark is manufactured by The American Rolling Mill Company with the skill, intelligence and fidelity associated with its products, and hence can be depended upon to possess in the highest degree the merit claimed for it.

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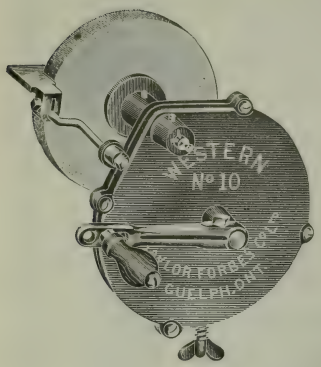

Showing you The Western Tool Grinder

A Taylor-Forbes product and well up to the Taylor-Forbes standard of merit and customer satisfaction.

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Ask for full particulars of the Western Tool Grinder and any other quality Hardware lines you may require.

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Consider your sales of pump cylinders and leathers

It is an easy matter to make a repair to a BT Pump—to put in a new cylinder or new plunger, gasket or valve leathers. It is such an easy matter, in fact, that an owner of a BT Pump never hesitates to buy a new part when it's needed. He knows he's not confronted with a tiresome, difficult job, and he knows, too, that it'll be satisfactory when completed.

That's why it pays BT Dealers to carry cylinders and leathers. There are not many; our simplified system of Ready-to-Ship Pumps has eliminated all useless and unnecessary parts.

See that your stock is right now.

BEATTY BROS., LIMITED, FERGUS, ONT.

St. John, N.B. Montreal Winnipeg Edmonton

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WARD & PAYNE

W P SHEFFIELD

A Reputation to Maintain

It is a pleasure for dealers to handle Ward & Payne's celebrated tools — for half a dozen reasons.

One is, that there's a reputation back of the W & P trade-mark for unvarying high quality that greatly assists in making sales. Behind every tool marked with the Anvil Brand stands the knowledge and experience gained in the manufacture of Light-Edge Tools for over one hundred years. No wonder Dealers like to handle them and mechanics prefer to use them.

Write now to our Canadian Representatives for full particulars.

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ANTHONY FERGUSON, LTD., 1150 Hamilton St., Vancouver, B.C.

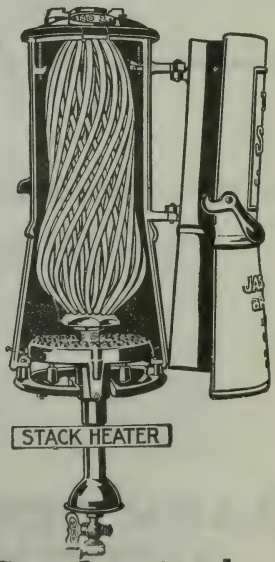
Just Open the Heater and Let the Customer Look for Himself—

The STACK will heat 5 gallons of water 3 minutes quicker than the average heater.

The STACK raises the temperature of 5 gallons of water 28 degrees higher in 10 minutes than the average heater.

The STACK will heat 3 gallons more in 10 minutes than the average heater.

The STACK shows 15% greater efficiency than the average heater.



James Morrison Brass Mfg. Co., Limited

93-97 Adelaide Street West - TORONTO

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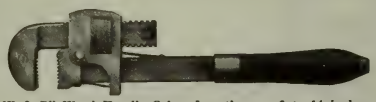
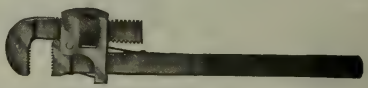
THE "W & B" LINE OF SCREW WRENCHES

MADE IN CANADA

The only Pipe Wrenches made EXCLUSIVELY IN CANADA



"W & B" Wood Handle Grips, Length open 6 to 14 inches.



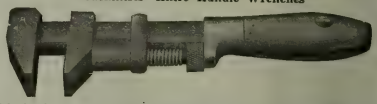
"W & B" STEEL Handle Grips, Length open 10 to 48 inches.

"W & B" SCREW WRENCHES MADE IN CANADA

"Railroad Special" Wrenches

This is the strongest and best HEAVY DUTY Wrench made. Head and Bar Drop Forged in one piece from selected steel. Extra heavy jaws thoroughly case-hardened. Indestructible iron handle. FITTED WITH "W & B" EASY ACTING SCREW.

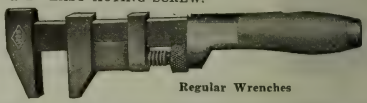
Machinists' Knife Handle Wrenches



This is the best wrench of its type on the market. With the exception of the difference in the handle it is practically the same as the "Railroad Special" Wrench. FITTED WITH "W & B" EASY ACTING SCREW.

Adopt this established line as your standard CANADIAN MADE WRENCHES.

Complete information and catalog No. 90 on request.



Regular Wrenches

Head and Bar Drop Forged in one piece. FITTED WITH "W & B" EASY ACTING SCREW and thoroughly seasoned handle.

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ST. CATHARINES, ESTABLISHED 64 YEARS ONTARIO

METALS · CHEMICALS · GLASS

B&SH Established 1750

We solicit your enquiries for:

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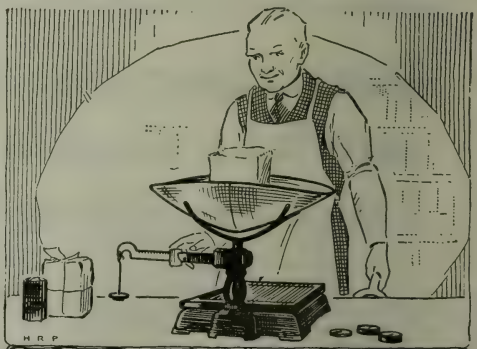

Fairbanks Scales

For over 85 years Fairbanks Scales have been the World's Standard for accurate weighing.

The Canadian Fairbanks-Morse Co., Limited

"Canada's Departmental House for Mechanical Goods"

St. John, Quebec, Montreal, Ottawa, Toronto, Hamilton, Windsor, Winnipeg, Saskatoon, Calgary, Vancouver, Victoria

Massachusetts Institute of Technology from across the river.

TONCAN METAL

was used on the Buildings of

The Massachusetts Institute of Technology

It was used not only for roofing purposes, but also in places where corrosive conditions are particularly severe; for example, as covering for pent house doors through which pass the fumes from the chemical laboratories.

This great institution specializes in the study of such things as metals, causes of corrosion, etc.

The fact that its builders used TONCAN METAL on their buildings is an evidence of their high regard for its corrosion resisting qualities.

You can safely recommend Toncan Metal as the most durable metal sheet made from iron ore.

Write for our book "Corrosion—The Cause—The Effect—The Remedy."

THE PEDLAR PEOPLE, Ltd.

Canadian Distributors
OSHAWA - ONT.
The Stark Rolling Mills Co., Canton, Ohio, Sole Makers

TONCAN METAL

Resists Corrosion

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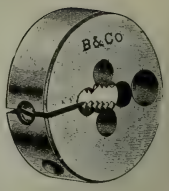
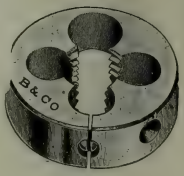
Butterfield



The name—an assurance of Quality

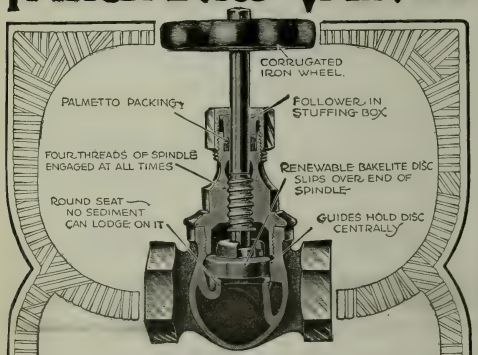
The name "Butterfield" stamped on the Taps, Dies, Reamers or Twist Drills that you sell materially help in making quick sales. Butterfield tools bring new customers on the recommendation of enthusiastic users and work up bigger business by the *repeat order route.*



Prominently display these Taps, Dies and Reamers of sturdier, stronger and more capable qualities and you'll meet the present-day demand squarely—with profits to yourself.

Butterfield & Company Inc. ROCK ISLAND, QUEBEC CANADA

FAIRBANKS VALVES



Renewable Disc Valves

The only tool required is a wrench to remove the bonnet. The vise, hammer and cold chisel are all eliminated. Once sold always demanded by your trade.

The Canadian Fairbanks-Morse Co., Limited

"Canada's Departmental House for Mechanical Goods"

St. John, Quebec, Montreal, Ottawa, Toronto: Hamilton, Windsor, Winnipeg, Saskatoon, Calgary Vancouver, Victoria.

CANE'S Clothes Pins

NOT "Just Clothes Pins"

Cane's Star Brand Clothes Pins are better—they cost no more than "just clothes pins"—but there's a difference.

Star Brand are always right in shape, right in length and correct in count. They will not injure the clothes.

Your Jobber will be pleased to supply Star Brand Superior Clothes Pins at no extra cost.

The Wm. CANE & SONS Co., Limited
MANUFACTURERS
Newmarket Ontario

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"Belleville" Hardware

A "Made-in-Canada" Product Equal to the Best in the World

We are all apt to look up to imported goods as superior to home-made lines. Pause before you concede anything to foreign products over "BELLEVILLE" HARDWARE. Here is a Canadian-made product that is as good as the best.

"Belleville" hardware is meeting the demand of the most particular architects and builders, and is recording wonderful success throughout Canada. It is a worthy Canadian product, worthy of the best Canadian patronage. All hardware looks very much alike to builders and architects until they have had experience with "Belleville."

Best line for dealers to handle. Has greatest demand. Get our proposition.

Belleville Hardware & Lock Mfg. Company

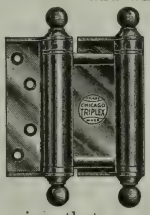
BELLEVILLE ONTARIO

TRADE CHICAGO MARK

SPRING HINGES

A SUGGESTION

Have you a stock of Spring Hinges that have distinctive selling features which your salesman can offer and which would make the prospective purchaser buy them and no other?



Chicago "Triplex" Spring Butts

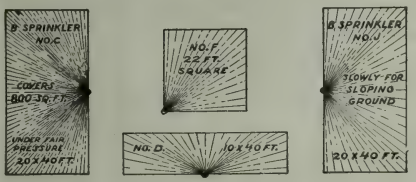
offer this advantage to you. The appearance, durability and finish of this article are unsurpassed, and in consideration of prices that are conservative in respect to value, the up-to-date dealer cannot afford to neglect this profitable business.

Send for Catalogue M. 32. It fully illustrates and describes the most complete line of Spring Hinges manufactured.

Chicago Spring Butt Company,

CHICAGO NEW YORK

SPRINKLERS



Order the style that best fits your lawn. Stock Style D, F & J.

B. Sprinklers are made in four styles so that different shaped lawns may be irrigated. They do not throw water on side to which hose is attached; therefore, may be picked up and moved without turning off the water.

The only Sprinkler that will irrigate the lawn right to the edge of the sidewalk without wetting the walk.

Thos. Birkett & Son Co.
LIMITED
OTTAWA, ONTARIO

Manufacturers OF

WIRE

HEADQUARTERS FOR

Wire Bale Ties

LARGEST CAPACITY AND STOCK IN CANADA

Prompt Shipment

LAIDLAW BALE TIE COMPANY, Limited

HAMILTON, CANADA

Winnipeg Toronto Montreal
London, England

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CANADIAN CONSOLIDATED RUBBER CO. LIMITED
DOMINION
RUBBER SYSTEM
AND ASSOCIATED COMPANIES

GARDEN HOSE

When the demand for Garden and Lawn Hose comes upon you, it is some satisfaction to know that a prompt service is assured if your "hurry-up" order is placed with the Dominion Rubber System. Our nearest branch will take care of such orders in a way that will be eminently pleasing to you and to your customers.

Whenever service and quality go hand in hand, there is double reason for buying the Dominion Rubber System products. In that respect, our leading lines of Hose are very popular this season. Our *"Canadian" Corrugated Hose* and the *"Dominion" Moulded Plain Hose* have no equal for the money, while our *Multiple Fabric Garden Hose (No. 300—3 ply, No. 400—4 ply, No. 500—5 ply, and No. 600—6 ply)* is pleasing the trade more than ever.

It will pay you well to have these lines in stock. Our nearest branch will give you further particulars.

Canadian Consolidated Rubber Co.
Limited
HEAD OFFICE - MONTREAL

Branches at Halifax, St. John, Quebec, Ottawa, Toronto, Hamilton, Kitchener, London, North Bay, Fort William, Winnipeg, Brandon, Regina, Saskatoon, Calgary, Lethbridge, Edmonton, Vancouver and Victoria.

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"Member Audit Bureau Circulations"

HARDWARE AND METAL

CANADA'S NATIONAL HARDWARE WEEKLY

Vol. XXX. TORONTO, JUNE 29, 1918 No. 26

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A timely leaflet that brings orders

NEW garages are now going up and old ones are being repaired. Put into the hands of your customers either through the mail or by counter distribution this interesting two-color little catalog describing

STANLEY GARAGE HARDWARE

Watch the inquiries and sales increase. There's a place for imprinting your name and address. Advise us how many you can use to advantage. **We'll send them free.**

The leaflet gives pictures and information about

Stanley Garage Door Holder No. 1774
An arm of steel that locks the garage door **open,** preventing injury to car entering or leaving the garage.

Stanley Garage Door Hinge No. 1457
A well designed, strong, ball bearing hinge that swings the door easily and smoothly. Made 24 in. and 10 in. long.

Stanley Door Latch No. 1264 and Pull No. 1266
Give a finished appearance to outside and inside of door. The grip is large and comfortable.

Stanley Chain Bolts No. 1055 and Foot Bolts No. 1056
Strong, safe, easily operated. Lock double doors automatically.

These are the goods illustrated in the new Stanley Garage Hardware window display. Have you sent for yours?

The Stanley Works

New Britain, Conn., U. S. A.

Manufacturers of Wrought Bronze and Wrought Steel Hinges and Butts of all kinds, including Stanley Ball Bearing Butts. Also Pulls, Brackets, Chest Handles, Peerless Storm Sash Hangers and Fasteners; Screen Window and Blind Trimmings; Twinrold Box Strapping, and Cold Rolled Strip Steel

Stanley Garage Hardware is adaptable for factory and mill use.

CANADIAN REPRESENTATIVE:
A. MACFARLANE & CO., Coristine Bldg., Montreal.

Canada's National Hardware Weekly

HARDWARE AND METAL

Published Every Satuday Since 1888

Vol. 30 TORONTO, JUNE 29, 1918 No. 29

Displays Developed Accessory Trade

Keys & Co., Hardware Merchants, of Toronto, Are Enthusiastic Over Possibilities of Trade—Kept Goods in View Throughout Year—"Filtered" Gasoline a Drawing Card

Window Display of Keys & Co., Toronto, Showing Attractive Arrangement of Line of Auto Accessories. This firm attributes much of Their Success in Selling Accessories to Displays they have Maintained in Their Window and in the Store Interior.

"IT has been by getting the goods out where the motorist could see them that we have developed our auto accessory department to its present satisfactory basis," stated O. F. Morrison of W. F. Keys & Co., 592 Bloor Street West, Toronto, to HARDWARE AND METAL'S representative recently. "In fact, it has been our experience that to sell goods of any description, the essential thing is to get them out where our customers could see them.

"This is not a new departure in merchandising by any means. We will not lay claim to that. But the fact remains that we have proved how the display helps sales. We now have in mind extensions and alterations which will bear out our attitude in this respect, but of course that is something for the future."

Window Display Attracts

It was an attractive layout of auto accessories in the window which first drew HARDWARE AND METAL'S representative to the Keys store—not the one shown along with this article, but a good one nevertheless. It appeared a couple of months ago when one might say the season was hardly opened. On entering the store the window display was further emphasized by the arrangement of motorists' needs in a show case to the left of the entrance—in full view of every customer who opened the front door.

Getting an Early Start

"Has the sale of auto accessories started already," was the query put to Mr. Morrison. "Indeed, yes, we find the motorist is already getting the fever and

whereas our entire range of supplies has not yet been taken into stock, we want every car owner to know we are on the job and will be ready when he is. It has been our experience that the motorist rarely loses interest in his car, even when it is put away for the winter. And they don't all store their cars by any means. The auto accessory game has developed so rapidly, there are so many new lines constantly being put on the market, that the buying of a car does not satisfy his curiosity. He is just starting to be an enthusiast. Even in the winter, when our sales are confined to a small range of goods, we maintain a display of accessories so that a topic of conversation is always at hand that ultimately brings us results.

Lcation of Store is Satisfactory

The location of the Keys store is within hailing distance almost of a couple of garages, but this is no deterrent in the matter of sales. The question of gasoline sales, in competition with the garage, came up and Mr. Morrison intimated that sales were very satisfactory. For a couple of years, car owners came to the Keys store for gas because it was strained through a chamois before being put into the car. During the last year a filter placed on the measuring pump has served the same purpose and Mr. Morrison indicated that many of his customers bought from them because they wanted "filtered" gasoline. This is only one instance of how customers may be induced to come back. This little point in the handling of gas was a drawing card with many car owners.

Wide Range of Goods Handled

Being located in the city where wholesale stocks can be drawn on easily, Keys & Co. do not carry a heavy stock of accessories but nevertheless they have a wide and well-assorted line. They have made a careful study of the accessory game and any line which may be temporarily out of stock they can procure promptly and with little inconvenience to their customers.

The Interior Arrangement

As mentioned previously, to the left of the store entrance is a showcase in which auto accessories to some extent are featured the year round. However, this case is used for seasonable goods also, baseball supplies, fishing tackle, hunting equipment—whatever the season may be, there is a display of suitable merchandise. But along with all these displays, showing at practically all times, there is space given to the motorists' needs.

How Accessories Have Helped

"It cannot be overlooked for one instant what big possibilities there are in this new field," stated Mr. Morrison most emphatically. "With our building trade suffering to a great extent, we have had to reach out to other lines and no more fertile ground has been broken for the hardware trade than that opened by motor accessories. We started in as a great many dealers must have started—from handling gasoline and oil. The extension of our activities to other lines has been a natural evolution, but we most certainly were hastened in this move by the aggressive campaign by HARDWARE AND METAL. I can say without question that it has been the constant attitude of HARDWARE AND METAL that auto accessories constituted part of the hardwareman's stock which resulted in our adopting this line in its entirety as soon as we did, and we made no mistake. During the past couple of years our sales have shown an almost phenomenal growth in this department and helped out other departments more susceptible to war conditions."

Pushing Other Lines Too

But the other departments are by no means neglected—baseball goods, fishing tackle, housefurnishings, paint and tools are all displayed and moving in very good quantities. Counter cases, open shelving, display tables, and drawers, sampled, are arranged with merchandise in such a way that the goods catch the eye and open the purse.

Paint to the Fore

The paint display is arranged across one corner of the store, the shelving being built to fit the different sized containers and counter display cards, color cards and hangers are used to advantage. Because the paint display is across back of the store and part of one side, counter cards and little assortments are brought to the front counters where the idea of paint cannot be overlooked. The window is used to display paint also and splendid results are obtained in the sale of this useful commodity. Sales this year have been particularly heavy, customers showing a desire to try out the painting game themselves.

Making Use of Tables

The tables, which extend across the centre of the store, are used for different classes of goods as the time of year may dictate. Here the boy may find his roller skates, his hockey skates, his baseball glove or mitt; here the angler may select his rod, reel or landing net; here the lady of the house may find a can opener, soap shaker or many of the little items which cost so little but do so much towards lightening the day's work. In plain sight and constantly working, these are displays which create interest and the actual sale is that much easier.

Has Selected Mailing List

The trade of this store is localized to a great extent, but nevertheless a very nice mailing list has been worked up which this firm uses to send out advertising matter. "We might print hand bills and trust to boys to deliver them," said Mr. Morrison, "but our experience in this respect has not been encouraging, so we have developed what might almost be termed a select list of customers to whom we send advertising through the mails. We find it much more effective and the monthly accounts we render give us an opportunity to include circulars or other matter at no added cost for postage."

Goods Not Hidden in Corners

The Keys store is not an unusual hardware store, but it is a good type. One cannot help being influenced by a store which believes in and practices its belief in displaying its goods, changing the arrangement frequently to freshen up their appearance and make use of the window to catch the eye of the man on the street. Having the goods is quite essential but keeping them out of sight is not the way to inbuence sales and there are no corners hiding seasonable lines in this store. The goods are up and out there, where people can see and be reminded of their needs. It's a good plan, too. The customers appreciate it and will respond. Merchandise stored away in the cellar or under counters collecting dust is eating up the profits. Get it out, keep it moving and the bank balance should show on the right side of the ledger.

Plan Reductions in Heavy Hardware

The jobbers of heavy hardware in the United States have under consideration a plan whereby a number of varieties of re-enforcing bars, pulleys, crowbars, shafting, cast-iron pipe, bolts and nuts and other lines can be eliminated as unnecessary during the period of the war. The War Industries Board of that country has authorized the following statement in connection therewith:

Representatives of heavy hardware and supply jobbers met with the conservation division to discuss the question of cutting out for the period of the war unnecessary sizes and varieties of articles carried by them.

Tentative plans were made for reducing the varieties of re-enforcing bars, pulleys, crowbars, shafting, cast-iron pipe, wrought-iron pipe, davits, bolts and nuts and other materials carried by heavy hardware jobbers.

The trade was requested by the conservation division to draw up a specific programme indicating the varieties and sizes of the different articles through which production can advantageously be confined during the war.

Rubber Goods are Now Restricted

The War Trade Board of the United States has decided that after June 25 no license for the importation of manufactured rubber goods will be issued by that body. All outstanding licenses have been revoked. Articles containing not more than 5 per cent. of rubber may be exempted. This is in line with a recent order that restricted the amount of raw rubber that could be imported into that country. It became necessary to restrict the manufactured article as well as the raw materials if the tonnage space was to be conserved.

Manitoba R.M.A. Convention

Good Attendance of Members and Some Outstanding Addresses — Great Enthusiasm Displayed—Many Important Matters Under Consideration

THE annual convention of the Manitoba Branch of the Retail Merchants' Association was held in Winnipeg last week, with a large attendance of merchants from all parts of the province. There was a great array of talent from across the border to address the merchants at their different gatherings, and some addresses were delivered that sent the delegates away with a new enthusiasm and a new outlook on the problems they are compelled to face.

At the opening session an address of welcome was extended by Sir James Aikins, who praised the work of the organization and expressed his pleasure at being able to speak to such a body of men as the Retail Merchants' Association.

Sir James' address was followed by the annual reports of the provincial officers. J. W. Kelly, president, outlined the activities of the association for the past year.

PRESIDENT'S ADDRESS

There are greater problems facing us today in the conduct of our business than in any previous generation. Not the least of them is our peculiar position as the point of contact between the mounting costs of all commodities and the consumer. It is in your store and my store where the householder first feels the pinch of every new tax upon his purchasing power. It is a situation pregnant with trouble for the storekeeper who is not alive to the sensibilities of his customers.

Then there are the problems peculiar to each line of business in the curtailment of certain products, the shifting of markets of supply, the uncertainty of deliveries, the changing of quality standards, all of which call for the application of keen business ability and careful finance to meet them to the best advantage. And there is the problem of competition with the big mail order houses. But above all, the chief problem of every retail merchant is to see that he keeps abreast with the great evolution of business. Successful business to-day is the outcome of service. In the race of competition, the prize goes to him who serves the people most. In business, as in every other form of life and endeavor, the elements of construction and destruction are unceasingly at work. Constructions—which is co-operation with one's fellow merchants in upholding the principles of right, and eliminating that which is wrong, and co-operation with one's customers in building and improving one's service and in dealing with them justly.

Destruction—born of suspicion of one's fellow merchant, generating fear and jealousy and malice—the product of dishonesty.

Let us unite in eliminating all business methods that will not stand the test of keen, modern day analysis—methods which will ultimately impair confidence, weaken business integrity and lower its standards. Let us found all our business on honor and integrity, and build with a steadfast application of those principles to our every dealing.

In referring to the work carried on by your Executive Board during our tenure of office, I shall only touch the fringe of a few of the matters which it was our prerogative to deal with, as our secretary will review the year's work in more detail.

I would like to mention a few things, however, which might claim special attention. A Committee on Mutual Fire Insurance has been studying the possibilities of such a service for our members, and a report from that Committee will be laid before the Convention for your consideration.

Re Dominion Board

In regard to the Dominion Board meeting held at Ottawa on April 16th, 17th and 18th, a number of very important matters were dealt with, but these will be brought before the Convention in special reports by Mr. Horace Chevrier and Mr. J. A. Banfield.

THE NEWLY ELECTED OFFICERS

George Markle, president.

A. J. Box, Souris, vice-president.

A. F. Higgins, second vice-president.

T. A. Connell, treasurer.

J. H. Curle, secretary.

J. W. Kelly, C. F. Rannard, Horace Chevrier, J. A. Banfield, and A. F. Higgins, representatives to Dominion Board

Current Events in Photograph--No. 25

THE AMBULANCE TRAIN

Back of the fighting lines, back of the field hospitals, lie the clearing stations where the poor human wreckage of battle is sorted out. Here science steps in to alleviate suffering, and every known convenience is made available. In the photo is shown one of the long hospital trains taking the wounded back to "Blighty" and comparative peace.

Re Commercial Education

We are quite proud of the progress that has been made in this respect. As some of you may know, in February, 1917, a few of our leading Winnipeg merchants visited the Short Course at Minneapolis, put on by the University of Minnesota, and they were so impressed with the importance of such a course that steps were immediately taken to institute such a course for the merchants of Manitoba.

In July, 1917, representatives of the various commercial bodies of Winnipeg were brought together with the Council of the University of Manitoba with the result that an Advisory Committee on Commercial Education was appointed, and a great many of you know the splendid success which attended their efforts.

I would like to take this opportunity of mentioning the splendid service rendered by some of our members. Mr. G. W. Markle, President of the Winnipeg Branch, and Mr. Fletcher Sparling, General Manager of the Hudson's Bay Co., should receive special thanks for the yeoman service rendered your association in this very important undertaking.

The evening classes throughout the winter of 1917 and 1918 were well attended, and the short course put on in February for the entire membership of the Province was also well patronized considering abnormal conditions. While the work accomplished so far has been highly satisfactory, we are looking forward to very much greater success when the entire membership becomes seized with the importance of this work. Our University should be greatly complimented for the manner in which the work was undertaken.

Re Community Building

Your Board realized the great necessity for the development of community spirit, if we are to retain the rural town and keep the young man and woman satisfied to remain on the farm. One half of the population of Canada live in the cities. The other half mostly dwell there in their mind. This should not be the case in an agricultural country such as ours.

It would be a calamity to our Province if these rural communities should be forced out of existence. Representative retailers, such as Wm. Iverach and H. L. Montgomery have been working with the Social Service Council and representatives of other organizations of the province, with the idea of promoting community work more vigorously under a competent secretary, qualified to unite the people of the rural districts of Manitoba.

We are to hear Mr. D. B. Harkness, the secretary, and Mr. F. H. Middleton, his associate, who will devote his entire time to this department.

Re Taxation

Our association has given a great deal of time and effort towards the adjustment of our present system of taxation, so that there may be that equality which should feature a fair system. The taxation requirements for individuals or firms engaged in trade in Manitoba are not uniform, and so long as that condition exists we must continue to work for a change. We are pleased to say that our association will be represented on the committee being appointed by the Provincial Government, to act as a Board of Enquiry into present methods with a view to receiving a report and recommendations for introduction in our province.

Joint Committee of Commerce and Agriculture

The formation of this Joint Committee has resulted in much good. It has brought the representatives of the farmers' organizations and the commercial interests of the West together in a new way. Many of the problems peculiar to each have been considered and are being solved. We are greatly indebted to Mr. W. T. Devlin who has represented the association on the Joint Committee. The newly-appointed representative, Mr. Wm. Iverach, is a man well-fitted to follow up the work already done by Mr. Devlin.

We sent representatives to the Regina meeting in March, where the question of co-operative trading of farmers' organizations and locals was fully discussed, and a committee suggested for its consideration. I hope that provision will be made for a discussion on this subject during the Convention.

I would like to suggest to our members the great importance of organization, and I take the liberty of quoting from an address given by Mr. L. H. Lewis, vice-president and general manager, Perkins Dry Goods Co.: "The Badge of Sanity is the Ability to Organize."

Organization is the spirit of progress, and the spirit of progress is by far the greatest asset an individual can have. We are living in an age of organized interests, men get together to discuss things and to better conditions. They are doing it in a spirit of progress.

The idea of the brotherhood of men is no idle, empty dream, and this idea of brotherhood is coming about, not through the preaching of ethics of morality, but it is coming about as a matter of self-preservation and because men are learning more and more each day the cleaner and better way of playing the game of life.

The strength of unity is too evident to admit of dispute. Few things do more to retard the natural progress of a business, or of man individually, than lack of harmony —and where there is a lack of harmony there cannot be real co-operation, and since co-operation is the keynote of success, it stands to reason that without it success cannot be achieved.

There are two chief reasons for lack of co-operation: one is that men do not agree on what is best to be done; the other is that selfish motives deceive men into thinking that they can accomplish more and get along better by going it all alone.

The remedy for the first is comparison of views, exchange of ideas, and the establishment of the right idea of thinking in the

Current Events in Photograph—No. 26

WOMEN FORESTERS OF ENGLAND

Of all the occupations forestry has generally been regarded as one of the most strenuous, one that required the greatest amount of strength and stamina. In England women have taken up the work. The photo shows the forestry corps of the women's land army are now working at Heathfield, Sussex, tree felling and wood cutting for the supply of telegraph poles and trench supports for Government and army uses.

minds of all. The remedy for the second is the knowledge that the common good is also the real good of the individual. Selfishness is but another name for ignorance.

I take this opportunity of saying a few words in regard to the sterling qualities of your worthy secretary, Mr. Curle, who has only one aim in life, and that is the betterment of the conditions of the retailers. He is consitent and persistent in the work of the association—in season and out of season, day and night, ever alert to your interests in that tireless energy which few men possess.

J. H. Curle, secretary of the association, spoke in detail of what the association had endeavored to do during the year to assist and protect the merchants of the province. Mr. Curle's report was in brief as follows:

SECRETARY'S REPORT

The activities of the Manitoba Board have been numerous and varied during the past year. Changing conditions have introduced new duties and added many details which required constant and careful attention. New problems have come to those engaged in trade, more particularly to dealers handling foodstuffs. Consequently there were many enquiries, numerous requests for information and co-operation from the sections affected. We have endeavored to serve all such promptly and willingly. Conditions have made it more difficult for the inefficient man to continue in business. In these days, if a fair return is to be had on capital invested, the general management of a retail store must have careful attention and be organized to produce a maximum of efficiency. Food and men will win the war. Merchants have been and are now assisting the Canada Food Board and its representatives in conserving food for overseas, and in promoting the use of substitutes, such as fish for beef and bacon, cornmeal, graham and rye flour for white flour. More men (clerks, bookkeepers and drivers) have volunteered from the retail trade than have enlisted from any other class in the community.

With a view to releasing additional men the "Cash and Carry" system has been adopted by a few. Co-operative deliveries have been introduced in many places and in Winnipeg many of the merchants have reduced their deliveries to one per day over each route. Retail merchants have contributed liberally to the Red Cross, Red Triangle and other Patriotic Funds, and while the war has reduced profits and destroyed the business of some, they are bearing it with good grace. The Publicity Section of the Canada Food Board is receiving hearty co-operation from the divisional representatives and their associates. There has been an earnest desire on the part of the Dominion and Provincial officers of this Association to assist the Government of the Dominion as far as possible to "carry on" at home while our men fight for liberty at the front.

In having the Dominion Secretary, Mr. E. M. Trowern, in office at Ottawa, our Association is favorably situated to render service to the various departments of the Government when such is required, and also guarantees for the retail trade that protection so necessary when legislation is constantly arising which affects some branch of the trade. The service which the Dominion Secretary has rendered all the retail merchants of Canada during this year has never been so fully appreciated nor so well understood by the officers and members. Through consultation with the Canada Food Board and War Trade Board the Inland Revenue Department and Special Committees of the Government with our representative committees he has been able to direct the course of legislative measures so that no injury would be done the retail trade. For example, the minimum fee for licenses to sell food was reduced from ten to two dollars. What does this mean when applied to the Dominion? When a war tax was suggested on certain goods handled by retailers. the Dominion Secretary with his intimate knowledge of the retail trade was of great assistance in reviewing and revising the application of these taxes. Note:—Tea was exempted up to 1,000 lbs., and the tax of 10% was confined to such articles of adornment (jewelry) as were purchased between October 1, 1917, and April 30, 1918, less the sales for the said period. The latter was of great importance to retail jewelers. Permission was obtained whereby firms who were carrying stocks which were unsalable in Canada were allowed to export these woollens to the United States where a ready market was found when the United States entered the war.

Returned soldiers now receive allowance with which to make their own choice of wearing apparel instead of being obliged to accept civilian clothing as formerly granted.

The Dominion Board considered many important questions at their meeting held in Ottawa on April 16, 17 and 18, 1918. One of the most important was the revision of the constitution so as to provide for Eastern and Western Boards and Executive Councils which shall in future constitute the Dominion Board, and the Dominion Executive Council. The Eastern Executive Council shall consist of four representatives, viz., one from Ontario, one from Quebec, one from New Brunswick and one from Nova Scotia and Prince Edward Island (one). The Western Executive Council to consist of one representative from each: British Columbia, Alberta, Saskatchewan and Manitoba. This arrangement provides for more frequent meetings and reduces the expenses of traveling. The expenses of the Dominion office are to be equally divided between the East and the West. The per capita tax of the West is to be placed in the hands of a Western treasurer.

Transient Traders' Act

The Transient Traders' Act and an amendment to the Municipal Act. Transient traders, hawkers, peddlers or anyone taking orders from or selling direct to the consumer is required to secure a license from the Provincial Government and pay $5 for same. Having obtained this license, the holder must report to the proper officer of the municipality in which he desires to trade. The penalty for failure to comply with either of these requirements is fixed at an amount not to exceed $50.00.

The Repair Shops Act

This Act provides that goods left for repair may be sold if not called for by the owner within a reasonable time after they have been left with the dealer. Copies of the Act have been mailed to all members.

The Amendment to the Shops Regulation Act

This amendment provides for the passing of by-laws by municipalities whereby stores carrying groceries, although not grocery stores, shall be required to close at the hour at which grocery stores are required to close.

Amendments to the Act for the Recovery of Small Debts were drafted and presented to the Government. These provided for enlarging the jurisdiction of the magistrates. The Government did not see the wisdom of granting this request until the Act in its present form has been given a fair test.

During the year, while a great deal of time has been devoted to the consideration of Orders-in-Council, the members generally have taken advantage of the special services which the Association offers through the Insurance Department, the Traffic Department, the Credit Department and the Collection Department. The membership of the Manitoba Board as of March 31, 1918, is 1,050. This membership is divided as follows: 516 in Winnipeg and district, and 542 in the country.

During the year the executive held 22 meetings.

The Association regrets to announce the loss of the services of N. B. Henry, provincial organizer, on April 1st, and Mr. R. I. Colquhoun, the city organizer, on May 1st. Both of these gentlemen have been of great value to the organization. The officers have been fortunate in securing the services of Mr. A. R. Ivey and Mr. W. Nicholson, both of whom are now busy on organization work.

As the President has referred to many matters, such as Commercial Education, Community Building, Railway Rates and Classification, and as you will hear reports from the delegates to the Dominion Board meeting, the representatives of the meeting of the Joint Committee of Commerce and Agriculture and a special committee delegated to report on a Mutual Fire Insurance Company, I will not make any reference to these. I believe a very earnest effort has been made by those employed by the Association to give service, to place time and effort on those activities which will bring the largest results to the greatest number engaged in the retail trade.

Thomas C. Knapp Discusses Merchants' Problems

The evening session that followed was one of unusual interest. Thomas C. Knapp of the Sheldon School, Chicago, was the speaker of the evening. He dealt with the problem that is facing the merchant to-day. Mr. Knapp expressed himself strongly in favor of co-operation among the different elements of the store. "If you are not having buyers' meetings you don't know you're living, and if you're not having employees' meetings you don't know you're awake," declared Mr. Knapp. "The stores of the future will have to make the work of the employees interesting. They will have to instill in them the desire for self-improvement, the desire to become a greater factor in community building."

"Criticism is beneficial," said the speaker. "I like to have people criticize me. Ninety-nine people out of one hundred will slap you on the back and call you a fine fellow and not mean a word of it." He reviewed from his experience numerous instances in which by studying adverse criticism business houses have prospered wonderfully. He advised strongly the weaving of service features into the advertising of stores.

Intensive Salesmanship

The value of teaching intensive salesmanship was emphasized in detail, an instance being cited where by such a course a large firm raised its sales in a single year from 56c to $1. "The day is coming when the customers will demand efficient service. I can't emphasize too strongly the necessity of the employees getting out to see other stores. It is not necessary to go outside the store's personnel to get people to carry on the instructional work in salesmanship. I can go into any store of 500 employees and find 15 or more suitable persons for such work." Mr. Knapp spoke at length upon the need for co-operation and kindred spirit among the staff of a firm and declared that to accomplish this end the management must "give them knowledge in a common sense way and give them at the same time the opportunity for self expression." He told of one store where the superintendent had formerly been fully engaged in firing and hiring employees and where since the inauguration of such salesmanship training and social life among the personnel of the firm, the superintendent now found that he could devote his working hours to constructive business activities.

The speaker gave a full account of the training in salesmanship as practiced in a certain United States department store where its introduction has lead to great development and prosperity. Monthly and annual store contests, store reports, standardization, store meetings, educational work, shopping in other stores, a filing system of store problems, annual picnic, civic activities, buyers' personal reports, store manuals for each department and the observance of a distinct code of store practices were some of the points in the programme which the store had carried out.

What the Community Club Can Do

At the morning session on Wednesday H. M. Clark of Lakefield, Minn., who for five years was the secretary of the Lakefield Commercial Club, spoke on the benefits that may be derived by a town from a community club. His subject was "What a Community Club Can Do for Your Town."

He told his hearers that the "Club" is not a theory, but a fact, and has been worked out to the greatest advantage. He declared that what Lakefield has done any other town can do, and be greatly improved by the community spirit.

Merchants of the town, though competitors, are able, by way of the club, to meet one another and unite in common cause for the good of their community. Mr. Clark cited, as an instance, the case in Lakefield. When the "Community Club" was formed, competitive merchants discovered for the first time that they could be friends, and instead of fighting one another, they united to work shoulder to shoulder. The merchants of Lakefield, the speaker stated, are now working in unison.

The "Community Club" in Lakefield, is formed into these 16 committees: Agricultural, publicity, entertainment, schools, good roads, fire prevention, membership, officers, finance, legislative, mercantile, civic improvements, public health, auditing, advertising and purchasing.

Besides co-operation among the townsmen, the farmers are also working with the community and are members of the club on the same basis as the others. A rest room has been established in the Lakefield clubroom for farmers' wives and children. One of the greatest benefits the farmers near Lakefield enjoy, the "Farmers' Exchange," was instituted by the club.

The "Community Club" is out to boost its home town with all its energy, and everyone working together makes it easier for the town to go forward and make the best of progress.

Some Resolutions

The balance of the morning session was taken up by a committee meeting of the resolutions committee composed of: Chairman W. T. Devlin, E. Roberts, A. F. Higgins, J. A. Banfield, C. F. Rannard, of Winnipeg; J. Robertson, Brandon; J. Knight, Basswood; L. H. Clark, Melita; H. W. Reimer, Steinback; J. A. More, Souris; J. J. Wilson, Steep Rock; A. O. Beaudry, South Junction. Among the resolutions that were adopted was one introduced by A. F. Higgins, which stated that it was the opinion of the meeting, after making full inquiries into the subject by a special committee, that the rates charged by the Dominion Government for the carrying of parcels by post are not sufficient to cover the cost of same, and that the executive be instructed to request the government to increase the amount to cover the cost of this service.

This resolution passed.

The Supreme Necessity

"Realizing the supreme necessity of greater production, and in order that our soldiers and those of our allies may have an ample supply of food and munitions, be it resolved that the Retail Merchants of Manitoba place themselves and employees at the disposal of the farmers for the purpose of assisting them in every way possible."

The foregoing resolution was passed unanimously, and copies of it were ordered to be sent to every retailer in the province.

During the morning, A. D. Mann, president of the North Dakota Retail Merchants' Association, a guest of the convention, spoke in an interesting manner of the new regulations in prices in the United States and how they were affecting the trade. Mr. Mann said that the "fair food price" set by the government was the greatest thing that has ever been done in the United States for the grocer. It eliminates all suspicion of profiteering from the retail grocer. he declared, as the cost price of each article to the retailer is published side by side with the cash-and-carry price at which he must sell, and also with the credit and delivery price. Mr. Mann also explained the card system governing the buying and selling of both sugar and flour in North Dakota.

Advertising for the Merchant

F. Pratt Kuhn, manager of A. McKim, Ltd., addressed the convention on the subject. "How to Get the Best Results From Newspaper Advertising."

Mr. Kuhn addressed his remarks mainly to the merchants of small towns who have to write their own advertisements without the help of experts and other aid. One point he especially emphasized was that the printed word is not enough, but the merchant must back up his advertisement with his goods, the appearance of his store and windows, his clerks and the personal attention he gives the customer. He must live up to what he writes, and consequently he will become a much better merchant.

Before making an advertisement. Mr. Kuhn advised his hearers to analyse their store, their territory and competition, and to meet the requirements of their customers. He spoke about the appearance of printed advertisements, which should attract the attention and interest of the prospective customers. The speaker stated that the printed word creates a desire to buy and a readiness to accept what is offered, but other things were necessary. Windows should be trimmed in a way to co-operate with the advertising campaign.

There was no better an advertisement than the word of mouth which comes from the satisfied people, and if the merchant lives up to his advertisement and gives his customers satisfaction the news will spread and he will in that way gain patrons.

Banquet to Three Hundred

The banquet held on Wednesday evening was an unqualified success. There were about three hundred guests present, and a number of prominent speakers were present.

Geo. W. Markle, president elect of the association, followed the only toast, that to "The King." Mr. Markle warmly welcomed the United States visitors at the convention. F. P. Mann, president of the North Dakota Retail Merchants' Association, declared in his address "the chief business my association now has in hand is the winning of this war." Mr. Mann then vigorously attacked the mail order business, which, he declared, would, if not beaten "at its own game of advertising," ruin the rural districts. He said that in his state the local merchants now lose one-third, or nearly ten million dollars of the business every year to the mail order men. More frequent change in advertising and more snappy copy were two of the means he advised to fight this competitor.

H. M. Clark, of Lakefield, Minn., spoke on the spirit which is abroad in the United States at war and voiced the assurance to Canadians that his countrymen are "in it to a finish."

Alexander Karr, of Jamestown, N.D., also spoke of America's purposes in the war, and declared that when the struggle is over and the world is made free by Anglo-Saxon arms and Anglo-Saxon blood, "We shall not be two people. We are not two people. We are one."

The Value of Tact in Business

Thomas A. Knapp, of Chicago, related some pointed anecdotes and told of the value of tact in business life.

The Need of Food Conservation

F. W. Stewart, chairman of the publicity section, Canada Food Board, described the work of the board, its personnel, and thanked the merchants for their co-operation through their newspaper advertising "educational phrases" and through their personal assistance.

Mr. Abraham, the final speaker, gave a vigorous appeal for the support of food conservation.

Tuesday morning's session was devoted to routine business largely. Harold Chevrier, Dominion president of the association addressed the convention on the subject, "The Bankruptcy Act of Canada." The convention, while not the largest on record owing to the date coinciding with the Red Cross week in the province, was one of the most interesting and helpful ever held by the association.

Contest for Best Motor Accessory Display

Four Cash Prizes Are Offered :

First Prize—$10

Second Prize—$5

Third Prize—$3

In addition $1 will be paid for each window that does not get a prize but which is good enough to be reproduced.

Automobile Accessories are becoming more and more an important line to the hardware trade of Canada. Already many merchants are handling them. They have found a good profit therein.

Display is one of the essential conditions for the sale of Automobile Accessories. HARDWARE AND METAL is anxious to have evidence of the efforts being put forth by hardware merchants to this end.

Here is an opportunity for hardware merchants and salesmen to enter a contest from which they will reap much benefit. Besides the monetary value of the prizes there is the benefit to be secured from your display.

Dress your window up according to your ideas of a "Selling Window." Then have a photograph taken and submit same in HARDWARE AND METAL'S Contest.

All photos must be at least 5 inches by 7 inches and preferably 8 inches by 10 inches, printed on glossy paper, as the latter kind of paper is best suited to have cuts made therefrom.

Contest closes July 20 and photo must be mailed not later than that date. Winners will be anounced in our issue of July 27.

Dress up Your Auto Accessory Window.
Come into the Contest.

EDITORIAL COMMENT

UNITED STATES Government last week distributed additional orders for steel amounting to approximately 1,000,000 tons. With each additional order commercial users' hopes are expiring.

* * *

AN order for 300,000 kegs of nails was placed for the use of the United States Army in France. The order is the largest of its kind on record and involves an expenditure of more than $1,000,000. There should be a sufficient supply in this amount to nail the Kaiser's coffin tight.

* * *

AN aerial postal service has been inaugurated between Montreal and Toronto. Canada was not long in catching the contagion after the service was inaugurated between Washington and New York. This is undoubtedly a forerunner of a still wider use of aeroplanes for this service.

* * *

CANADA leads all other countries in the per capita production of food materials from farm crops. Canada first with 100 per cent., Argentine second with 80 per cent., and United States next with 64 per cent., is the order in which they run. That is what we should aim to do in the manufacturing lines as well.

* * *

COST of production of pig iron in United States will be increased $1.10 per ton by increase in freight rates on June 25. With additional labor costs bringing increased cost of production up to $1.50 per ton since last price was fixed it would almost seem that higher priced pig iron could be expected some day, some time.

* * *

THE Japanese Government has reached an agreement with the Chinese Government whereby the former is to supply the money and the latter is to do the work in connection with development of iron mines at certain points in China. Japan is to control the output of steel. The Chinese are permitted to be the "hewers of wood and drawers of water" in this arrangement.

LOWER PRICES ON SISAL FIBRE

ONE of the interesting developments within recent days has been the announcement that the Food Administration at Washington has arranged with the Commission Regualadora Mercado de Henequen for the purchase by manufacturers in the United States of 500,000 bales of Mexican sisal fibre at an average price of 16c per pound.

This amount is to be delivered over the period between now and January 1, 1919, at the rate of approximately 70,000 to 85,000 bales per month. At the present time sisal fibre is quoted in the New York market at 19¼c per pound. The difference in price between the price at which supplies for next year's binder twine will be purchased and the present prevailing price is therefore 3¼c per pound.

If operating costs are not increased to offset this advantage there should be a situation favorable to lower prices in binder twine next year. Of course supplies of raw fibre for the present season's binder twine have already been purchased and twine is now in the hands of farmers.

It will be something to look forward to next year to anticipate lower prices for binder twine in view of the record prices that prevailed during the past season. Manufacturers of binder twine will welcome this opportunity of having their supply of fibre assured at a more reasonable figure than they were able to obtain it this year.

BUILDING OPERATIONS MORE ACTIVE

HARDWARE merchants will note with interest the apparent increase in building activity during May of this year as compared with May last year. Reports for some thirty-five cities in various parts of Canada show the amount in May this year as $4,838,953 as compared with $3,833,064 in the same month last year. This is a gain of $1,005,889 for the month, or 26.24 per cent.

For the month of June there will undoubtedly be a corresponding increase as compared with last year. This building activity represents a ground swell in favor of building in spite of the present cost of building. Dwellings are absolutely necessary in some sections in order that industrial development may proceed.

In some districts there is a strong feeling in favor of building activity in spite of present costs of raw materials. There is a certain timidity on the part of the private builder lest he should not be able to dispose of his buildings after he has them erected.

In some sections companies have been organized

to undertake building to the end that employees for certain industries may be accommodated. Where this takes place the private builder will undoubtedly be encouraged. Once the conviction has taken hold that lower prices cannot be expected building operations will undoubtedly be more general.

SUPPLIES OF AUTO ACCESSORIES SUFFICIENT

WHOLESALE dealers in automobile accessories report that they are experiencing no difficulty in placing orders for manufactured articles in the United States. Their greatest difficulty is to get the supplies forwarded by the railways. Manufacturers have been able to make shipments the day orders were received but it often takes weeks before the goods reach this country.

Manufacturers have not yet complained that there is a noticeable restriction in the quantity of raw material available for their purposes. Of course these manufacturers in nearly every instance have anticipated their needs for the present year's business at least.

Wholesale dealers in automobile accessories who have recently started to handle the line assert that their main difficulty is to get the goods delivered, not to get their orders placed. With the restriction in the number of automobiles that will be manufactured during the present year it will be a necessity to allow the manufacture of accessories in order to keep automobiles in use. They cannot be utilized without a certain amount of renewal each year. The automobile has become an essential machine in present-day business organization.

JOBBERS CO-OPERATE IN STEEL SITUATION

THAT the jobbers of iron and steel in the United States are showing the right spirit in co-operating with the Director of Steel Supply is evidenced by the fact that jobbers have undertaken to know accurately the uses to which goods distributed by them are to be put.

A special committee is to be organized to represent all branches of the trade and all sections of the country. This committee is to sit in conference with the Priority Committee, the Director of Steel Supply and other officials of the War Industries Board, who may need its advice in apportioning steel to hardware jobbers, or in maintaining, increasing or reducing stocks.

Jobbers are to make monthly reports of the various classes of steel sold and are to report all orders placed with the mills during the month. The jobbers have agreed to undertake the discouragement of work not immediately essential, the postponement of which will help relieve the non-war demands for iron and steel.

In view of these arrangements it will be seen that the jobbers will not be eliminated but will be a force that will assist in the distribution of iron and steel to those industries which are essential.

WAR DEMAND CLOSE TO MILL CAPACITY

THAT the war demand for steel is close to the capacity of United States mills is indicated by the fact that almost the entire output is being required for war purposes at the present time.

The production of steel ingots in May amounted to 3,256,000 tons as compared with 3,163,000 tons during April. Based on statements made by the director of the steel section of the War Industries Board it is estimated the Government requires at the present time in the neighborhood of 3,000,000 tons monthly.

From these figures it will be seen that the requirements of the Government are running close to the output of the mills. And it is estimated that mills are now producing to the extent of about 90 per cent. of their capacity.

The plan of distribution recently announced by the War Industries Board is meeting with no complaint on the part of those who are affected. After all the needs of the Government are met the left-over steel and iron is to be distributed on a basis of preferential treatment for industries contributing to the war.

There is some chance that relief may come through increased production. United States manufacturers have shown great ability to respond to a stringent condition and there is hope they may do so in the present instance and so give ample supplies for non-essential industries.

FIRE PREVENTION TO REDUCE INSURANCE

AT the annual convention of the Canadian Manufacturers' Association held in Montreal last week, Sir John Willison pointed out that an enormous saving can be effected in the amount paid for fire insurance through a more concerted effort to reduce the fire hazard.

Canada will have to raise $230,000,000 more in revenue now than she has ever done before. One of the ways to make that possible is by eliminating the waste wherever that is possible. Greater care will reduce the fire risk and in that way the insurance companies can afford to give a lower rate.

We have been so wealthy in Canada in the past that we have been prodigal of our resources. We did not even stop to consider a few millions loss in fire each year. "Well, it is gone. Let it go. We have lots more where that came from." That has been largely the attitude. But we have come to the stage where every leak must be dammed up.

REVOLVERS for Doctors is a heading appearing in Saturday's issue of the Toronto Globe. What's the matter we wonder. Have they lost confidence in their little black pills?

Movie Machine Exposes Money-Leaks

Most Insidious Foes of Profitable Business Are Picked Out by the Searchlight of Science For Benefit of Toronto Branch, R.M.A.—Illustrated Address by an Expert

Reported by Staff Representative.

TORONTO, June 27.—In the darkened hall of the Toronto Branch of the R. M. A. on Monday night, June 24, the whirr of a movie machine sounded steadily. On the screen before the eyes of some five score or more of keenly interested merchants, the days of crisis in the store history of "J. White," general merchant, were vividly shown. There were his toils and struggles to keep his business alive; there were his harassed endeavors to secure loans with which to tide over, and there in their dozens were the thieving little leaks by which his honestly earned profits were simply streaming away from him. Those thievish little leaks were recognized by every retail merchant present, and the picture carried its lesson right home to them.

The Lost Customer

Two customers in the store, three clerks and the proprietor to serve them, but the proprietor struggling to serve both well at once. There was one situation. From the customers' side of the counter the audience looked at it, and saw one customer hurry off impatiently without purchasing. Wrong change alleged, and no record or receipt to check the refund necessary to hold business—there was another leak. In came a customer irate at being billed again for an already paid account. The store had no record, but the customer could triumphantly produce a receipted bill signed by "White" himself. Over-weight, waste, short change, complaints, customers estranged through the accounts of White 'Service?' given by displeased customers, C.O.D. charges overlooked and not entered, charge and "goods taken" items forgotten, cash out for goods bought left unrecorded, these and other 'leaks' were all revealed in their natural course of action. It was a movie show with a message and more for the merchant. It was a movie show with a really practical lecture added for the benefit of the whole retail trade. The lecturer was W. F. Brennan, who is attached to the Lecture Bureau of the N. C. R. Co., Dayton, Ohio. The gospel of store organization, and the employment of leak-stopping cash recording systems was of course the answer to the unspoken question, 'How can I prevent such losses in my own store?' To answer the question was, however, left entirely to the business instincts of the audience, and the lecture was most evidently appreciated. Here are some of its principal points recorded for other merchants interested:

Co-operation Not Competition

"Co-operation not cut-throat competition is the key-note of to-day's business," declared Mr. Brennan, and he showed farther on in his address how **"the wholesaler and the banker are both partners of the retail merchant in these days."** He showed how by proper organization of a store the burden of the business can be shared by all the help and the owner so that all the weight need not bear down on the one mind which should be most free of care—namely the owner's. He emphasized at the outset the fact that in 1917 in Canada $18,417,239 had been lost through store failures, 777 stores being involved including as the principal businesses 133 general stores, 239 grocery stores, 62 clothing and furnishing stores, 51 dry goods businesses, and 26 hardware stores. Little leaks for the most part had sunk them all, and the hundreds of other businesses which had failed also.

Price-Cutting Unprofitable

"Price-cutting," said Mr. Brennan, "is a principal cause of failures. Letting your competitor make the price is poor business. Credit is important. Credit is as important as capital in doing business. Good business methods are essential to credit." The lecturer quoted Ed. N. Hurley, who as chairman of the Federal Trade Commission had said: "In the future the business man, large or small, will not be able to get credit on loans unless he is not only sound financially but also able to show that he is conducting his business intelligently."

Store Organization Plan

A store organization plan sketched by Mr. Brennan for general merchants was on these lines: First, the owner with his mind freed from detail work, able to take care of the main problems, and advance business on the broad scale. Then the head clerk supervising other help, assisting in buying, watching credits, and helping in advertising. Then the second clerk, taking 'phone orders (a man with a 'smile in his voice' and a pleasing way of speaking to people for this work). He would also have other duties such as checking taken orders, and serving otherwise.

WINNERS IN SALESMEN'S CONTEST

HARDWARE AND METAL announces this week the winners in the contest for salesmen. Some excellent ideas were turned in and the judges had considerable difficulty in coming to an agreement as to allotment of prizes. Following are the winners:—

First Prize, $10—Howard Crummer, London, Ont., with Cowan Hardware Company.

Second Prize, $5—W. E. Cassidy, Sudbury, Ont., with Robert Horne, hardware merchant.

Honorable Mention—Prize of $1 each:

George F. Snoad, Blairmore, Alta., with Blairmore Hardware Co.
Percy H. Butler, St. John, N.B., with W. H. Thorne & Co., hardware.
Francis J. McIntyre, Whitby, Ont., with J. McIntyre, hardware.
D. MacDonald, Walkerville, Ont., with Long & Wilson, hardware.
John E. Meyer, Ayton, Ont.

First and second prizes were awarded for methods in selling oil stoves. The prize winners and those receiving honorable mention will appear in the columns of HARDWARE AND METAL in the near future.

The third clerk would look after stock, prevent shortages arising, keep tab on slow moving stock, report on condition of stock, etc. To the fourth clerk would be assigned as his specialty window trimming, and the watching of competing windows. The delivery man would deliver, make outside sales, get tips leading to sales, and especially note and report all complaints. (This last is important.)

Percentage of Loss Mounts

Returning to the leaks, Mr. Brennan mentioned the striking fact that one-quarter of a cent loss on each transaction in a store doing a turnover of only $30,000 a year would mean a dead loss of $213.75.

Lack of system as to credit causes losses in three ways. First, through having too much money tied up in credit accounts; second, through extending credit unwisely; third, through forgetting to charge items, and losing charge slips. To reduce losses through bad debts the lecturer recommended that retail merchants "join and boost a good live credit organization such as the R. M. A. provides."

Delivery Losses

Delivery losses are exercising merchants everywhere, as Mr. Brennan indicated. He advised merchants to avoid long hauls, cut out unnecessary deliveries, and watch closely for delivered goods of which no charge record has been made. "Test your delivery costs," he said, and a cartoon showed profit on goods 12 cents, but delivery charges 15 cents, meaning a loss. Mr. Brennan advised that help be educated into saying to customers while wrapping parcels, instead of "Do you wish this sent?" "Do you wish to take this with you?" There is a difference in suggestion which will be found profitable for people are apt to act on the suggestion and carry their parcels.

Profitable Service

Promptness, courtesy (especially to children), accuracy, appreciation of the customer's point of view, desire to oblige, absolute honesty as to the goods, and knowledge of the goods are all features in good salesmanship and store service as pointed out by the lecturer. "A good clerk," he said, "should know: First, what goods the store keeps; second, where they may be found; third, **everything possible about the goods and their prices.**" Especial courtesy should be shown to newcomers to a town or district. It brings business. In handling complaints follow the Golden Rule. Never try to force a sale. Talk quality. Let the customer decide. Educate help to realize that the customer is the 'boss' in the last instance. By that John Wanamaker throve. Show all the goods you can even to the customer who is simply looking around the stock. These hints Mr. Brennan gave to clerks present.

Store Saved from Bankruptcy

Finally the lecturer showed that the modern store owner **knows**, where the old fashioned owner simply **guesses.** And

(Continued on page 40.)

Suggested Headlines for Your Advertisement

ARE you ever at a loss to get the right heading to suit your advertisement? Very much depends upon the striking power of your headline whether or not the prospective customer will read further into your advertisement. HARDWARE AND METAL here offers some suggestions that may help you get the most attractive and catchy lines. Perhaps they will start a train of thought that will enable you to develop still other headlines yourself:

Your Trees Need Spraying

Insure Your Fruit by Investing in a Sprayer

Spray and Make the Bugs Scarce

Spraying Materials for You

Delay No Longer in Getting Screens

Wire Cloth for Repairing Doors

Go Fishing and Forget Your Troubles

Get a Good Steel Fishing Rod

Grass Shears Trim Your Lawn Neatly

Galvanized Clotheslines Never Break

Water Your Garden to Make It Grow

Some Garden Hose Will Help Production

Waxing Brushes Keep Your Floors in Good Shape

EVENTS IN THE TRADE

Business Changes

Theodore, Sask.—P. C. Larson has disposed of his hardware business.

Leader, Sask.—R. Bay has disposed of his hardware and furniture business to Bernthal & Love.

Toronto, Ont.—French Bailey Company has been succeeded by the C. J. French Hardware Company.

Montreal, Que.—Maxine J. Lebeau and Charles A. Lebeau have been registered under the firm name of Lebeau & Lebeau, hardware.

Fire Losses

Newmarket, Ont.—N. F. Bennett, hardware, has suffered loss by fire.

Pembroke, Ont.—Dunlop Co., Limited, wholesale and retail hardware, suffered loss by fire in the recent big fire in that town.

Obituary

John W. Coy, formerly well-known in St. Catharines, Ont., and at one time a hardwareman in that city, died on June 22. Mr. Coy was at one time connected with the hardware firm of Coy Brothers, St. Catharines. Later he became a partner with R. H. Smith in the T. F. Shurley saw works. Later he retired and some seven years ago was appointed deputy librarian in the Ontario Parliament Buildings at Toronto, which position he held until illness compelled him to give up those duties some three months ago. The funeral took place from the residence of his brother, Frank E. Coy, at St. Catharines.

Personals

T. J. Best, of the J. C. King Company iron founders, of Montreal, spent a day in Toronto during the week.

R. J. Lavelle, president and general manager of the Hamilton Whip Company, was in Toronto during the past week.

Incorporations

The Mogan-Jones Company, Limited, has been incorporated to handle hardware and implements in the town of Dinsmore, Sask.

Wiebe Bros. & Walsh, Limited, have been incorporated as a hardware company to carry on business at Estuary, Sask.

The Dominion Sheet Metal Corporation, Limited, has been granted a charter under the laws of the Dominion of Canada. Heretofore the company had operated under a provincial charter. The capitalization of the company has been increased to $500,000 for the purpose of broadening the scope of the company's activities and to provide for future contingencies. The personnel of the officers of the company remains unchanged.

The Auto Accessories, Limited, is a new company that has been organized at Dodsland, Sask., to manufacture a device for automobile lights to permit of the lights being turned when the auto is turned as it goes round a corner. A. H. Mones is president.

W. L. M. JONES.
Manager of Christiansen Implements Ltd., Winnipeg.

Western Firm Now Occupy New Plant

An important change has taken place in the firm of Christiansen Harrow Works, Winnipeg. This firm has moved from their old plant at 331 Austin St. to larger premises near the corner of Owena Street and Henry Avenue. In future they will go under the name of Christiansen Implements, Limited. The manager, W. L. M. Jones, is well known as a manufacturer of implements in Western Canada. Among the lines they manufacture are plow packers, harrow attachments, and other labor-saving machinery for the farm, together with auto truss rods for Ford cars.

Montreal News Notes

T. H. Jordan, of A. C. Leslie & Co., spent several days this week in Quebec City.

Albert Desjardin, for the past eleven years connected with the firm of Lewis Bros., Ltd., has accepted a position as travelling salesman with Frothingham & Workman. Mr. Desjardin was on the road for the former company for four years.

G. B. L'Oranger, hardware merchant, of Three Rivers, was in Montreal this week.

L. I. Matts, of Ferme Neuve, Quebec, was a Montreal visitor to the wholesale hardware trade.

W. F. Duffield, of the Reading Hardware Co., was a Montreal visitor during the present week.

J. A. Paquin, of Ste. Eustache, Que., was in Montreal during the week and visited the hardware jobbing trade.

J. L. Ling, of the Chicago Flexible Shaft Co., was in Montreal this week making calls on the jobbing trade in his firm's interest.

R. C. Misson, sales manager of the Sherwin-Williams Co. Montreal office, returned from a trip to the States, where he visited the company's Cleveland plant.

C. Angers, who has been assistant buyer for Frothingham & Workman and in their employ for a great many years, is leaving, and will engage in ranching in the immediate future.

Montreal Firm to Add Auto Accessories

Recognizing the wide field for the sale of automobile equipment and in keeping with their forward policy, Lewis Bros., Ltd., is adding a very large and complete line of these goods to the stock of hardware carried. In speaking with HARDWARE AND METAL, John A. Fraser, sales manager, outlined that it was the purpose of his firm to carry a very complete and large stock. With a view to carrying out this policy very much more space is being afforded for display, and a competent manager is being secured to assume charge. It is expected that within a few weeks the present stock will be largely augmented and a separate catalogue of automobile equipment will be compiled and issued to the trade at an early date.

Finds Conditions in West Promising

Edward Goodwill, manager of the Thos. Davidson Manufacturing Co., Ltd., returned the first of this week from an extended Western trip. Interviewed by HARDWARE AND METAL, Mr. Goodwill was very agreeably impressed with the outlook from Winnipeg to the coast.

According to Mr. Goodwill there is a general filling up of vacant houses, with a consequent reflection in advances for rent, and if the demand for housing con-

tinues it will be necessary to build more. With a few possible exceptions this was the condition nearly everywhere.

"It looks better in the West than it has for some time," continued Mr. Goodwill. "I would not say that conditions are like those which the West had in boom times, but there is indication of prosperity on many sides. The farmers in particular come into town in their cars, and a great number of these are of the better class. Farm lands have been selling very well, more so than that in the towns and cities."

Asked as to his estimate of the crop outlook, Mr. Goodwill replied that, while rain was needed in many parts, he was sure that the recent rainfall reported from many centres would be timely and have the desired results. "The Edmonton district in particular looked well and the people there are very confident that their crop for 1918 will be a large one. Trade conditions are generally good."

Much Glass Was Destroyed in Montreal

Thousands of dollars worth of glass was destroyed in some twenty-five stores of Montreal and its suburbs during Tuesday afternoon of this week. The explosion of many tons of dynamite near the north entrance to the C. N. R. tunnel, beyond Outremont, occurred shortly after three o'clock, and the force of the impact was felt all over the city and in places miles distant. An electric wire is supposed to have set fire to the shack containing the explosive, and as this was observed by the watchman in time to sound a warning to the workmen engaged nearby, there were fortunately no fatalities. The dynamite was that being used in the large work which has been under construction for several years, but no damage is reported to the tunnel. The merchants suffering loss through broken glass are said to have had this covered by insurance.

Arrangements for Picnic Proceeding

Arrangements for the picnic of the Toronto hardwaremen to be held in Lambton Park on July 17 are proceeding. The various committees are now putting forth efforts to make the affair a big success. The Toronto hardware merchants extend an invitation to all outside hardwaremen to be present on that occasion and join in the merry-making.

New Salvaging Plant For Iron and Steel

The Consumers' Metal Co., Limited, is at present engaged in the establishment of a plant at Montreal for the production of pressed steel billets. In an interview with the secretary, J. Sophus, HARDWARE AND METAL was informed that the plant would be in operation by the middle of August.

At such a time as this, when the conservation of steel and iron is urged by the various war boards, the establishing of such a plant will be of much interest and of considerable benefit to the trade. Such is the opinion of Mr. Sophus, who states that the Government was anxious that the plant should be erected and the salvaging work that it can undertake be made possible at the earliest date.

There is a similar plant in Rochester, New York, and this will be the model for the Canadian plant. Eventually it is expected to cover about two acres, located on the Lachine Canal, at Lachine, Que.

The equipment is capable of handling the heaviest boilers and other scrap that may be secured. Hand and power cranes will be used. Dismantling will be done largely by the use of power tools, pneumatic hammers being employed.

Of interest to the trade in particular will be the reclaiming and re-threading of pipe up to four inches in diameter. This will be tested under pressure before being again sold.

The same company has been engaged in dismantling the "false work" of the huge Quebec bridge, and this required handling pieces weighing 30 tons each in some cases. Forty men were engaged in this from last November to the present time.

The officers are:—President, R. H. Coates; vice-president, Emile Schwartz; and secretary, J. Sophus. Offices are at 14 St. John Street, Montreal.

Rationing Hardware Trade in England

A recent report by the United States Consul at Birmingham shows the condition in the hardware trade in Great Britain at the present time and gives some indication of similar probabilities on this continent as well.

"Supplies of hardware of all descriptions are rapidly becoming scarce in the Birmingham district. While stocks are not yet entirely exhausted, the dearth of many articles that enter into the everyday life of the people is increasing, however, and consideration is being given to the question of replenishing sanitary fittings and appliances, culinary and other domestic utensils, etc. Rationing of selected industries is being extended. For example, bedstead makers are receiving some steel to avert suspension of the civil trade. Little can be done by importation under present conditions to relieve the hardware shortage. The withdrawal of the general license has cut off supplies that were formerly very valuable in easing the situation, and no satisfactory scheme of particular licenses has as yet become operative. A certain amount of export trade is being done, chiefly with the British colonies and dependencies.

"The help of the Midland hardware trade has been sought in devising a scheme for the rationing of hardware, with a view to making better use of raw material available in order that the manufacture and distribution may be more thoroughly systematized. Many manufacturing branches are already rationed, but when it comes to dealing in detail with hardware the articles are so many and various that the application of anything like a rigid control becomes difficult. What the authorities seem to desire is a regulator between the manufacturer and the retailer. At present the problem remains unsolved, but it is being further studied by the hardware trade section of the Birmingham Chamber of Commerce.

"It is felt that the maintenance of certain manufactures is specially important to economic stability and future development, and this aspect of the situation is receiving the close attention of the Board of Trade in consultation with manufacturing and mercantile interests particularly concerned.

"While the tightening of the restrictions on civil trade is making itself felt in those factories and workshops that are not entirely devoted to war production, there is a very substantial amount of business activity in the distributive channels. Some of the large merchant houses are able to command supplies from one source or another on a scale that is surprising, under the circumstances, but they state that obstacles are placed in the way of distribution of available goods to the consumer by the State control, release being contingent upon the satisfactory answering of questions that involve the collection and transmission of considerable information. Thus, particulars are required as to the origin and date of manufacture of goods, the history of which in many cases, particularly where the article is made up of various components, it is impossible to ascertain.

The stricter control of hardware imports has become necessary in the interests of a better utilization of cargo space. The United States is now the only outside source of supply as regards any general range of articles.

During the war the import trade has been exploited by numerous speculators not previously associated with it, and the revocation of general licenses, mentioned above, will enable the authorities to put a check on profiteering by indirect trading. It is not expected that general licenses will be withheld from regular importers who were in business before the war, though it is not known to what extent it may be found necessary to curtail the volume of trade.

Repeated calls for men for the army has involved the closing of many small businesses, and the suspension or curtailment of various departments of the larger manufacturers. It is becoming increasingly difficult to make good displaced labor, particularly in those branches of industry that serve the general trade. The normal radius of Birmingham's industrial interests is being steadily circumscribed. At the same time the amount of unutilized productive power is comparatively small, owing to the merging of all sorts of pursuits into the central stream of munition work.

Hardware prices have more than doubled since the war began. A conservative estimate places the advance during the past year at something like 25 per cent. To gauge the volume of trade now as compared with that of a

year ago it is necessary, therefore, to discount the value as shown in the official trade returns by at least one-fourth. There is the further qualification that the accounts now include articles imported and exported in public as well as in private ownership, except imports for the use of forces on active service. Down to the middle of last year the exports shown included goods bought in the United Kingdom by and on behalf of the Governments of the Allies, but did not include goods taken from British Government stores and depots, or goods bought by the Government and shipped on Government vessels. To what extent the totals are swelled by this enlargement of the scope of the accounts there is no means of ascertaining.

Oil Supplies to Be Apportioned to Allies

The Fuel Administration of the United States has issued the following: The United States Fuel Administration, through Mark L. Requa, director of the oil division, announces the appointment of A. C. Woodman, director of purchases of lubricants of the oil divisions, and J. A. Moffett, jr., secretary of the National Petroleum War Service Committee, as a committee to allocate oil purchases for the Allied Governments.

The object of the appointment of this committee is to accomplish the most equitable distribution of the orders of the Allies for oil supplies throughout the entire industry, and at the same time to make certain to the Allies a prompt and satisfactory source of supply, with as little interference as possible with the requirements of our own industries.

Platinum Reported in Short Supply

The War Trade Board has called attention to the existing shortage in platinum through a letter which has recently been sent out to jewellery manufacturers and dealers. It is stated the platinum requirements of the Allies are much in excess of any production that is expected. Platinum is largely used in contact points for motors and is necessarily in great demand for such uses. Manufacturers or persons trading in platinum or platinum scrap and articles containing more than 25 per cent. in value of platinum are asked to furnish the Director of Licenses with an inventory of their stocks. No platinum can be sold or purchased unless the transaction is first authorized by a license from the War Trade Board.

MOVIE MACHINE EXPOSES LEAKS

Continued from page 37.

with the aid of a second film he pictured the steady strides of the White store to surpassing success following the visit of an expert in store systematizing who up-built again the confidence of banker and wholesaler in the tottering structure of J. White's good business ability, sadly undermined as it was by these preventable losses. The result was the installation through renewed credit of a proper business system, the release of the merchant from drudgery and despair, the renovation of the store, the renewal of custom, and the enthusiasm and vigor of happy ambitious clerks anxious to maintain the reputation of their house for real service.

Presiding over the gathering on Monday evening was D. W. Clark, president of the Toronto branch R. M. A. A cordial vote of thanks was given the lecturer of the evening. Mr. Brennan will be giving his lecture in Hamilton, London, Montreal, etc., and later will go to Western Canada.

HARDWARE LETTER BOX

Manufacturers of Polishing Cloth

Cochrane Hardware, Ltd., Sault Ste. Marie, Ont.—Will you please advise who are the manufacturers of Redio, a new patent self-contained metal cleaning and polishing cloth?

Redio & Co., 66 Fore Street, London, Eng.—Ed.

Vulcanizing Materials

A. J. Bernard, Sydney Mines, N.S.—Kindly inform me where I can obtain necessary raw materials for use with a vulcanizing outfit, such as rubber, fibres, etc.

Gutta Percha & Rubber Co., Ltd., Halifax, N.S.; Canadian Consolidated Rubber Co., Halifax, N.S.; Goodyear Tire & Rubber Co., Halifax, N.S.—Ed.

Trade Inquiries

417. **Catalogues.**—A wholesale importing firm in South Africa, with wholesale stores in several centres, requests catalogues and price lists from Canadian manufacturers of furniture of all kinds (knocked-down state), organs, churns, brooms, brushware, woodenware, handles of all kinds, hardware of all kinds, enamelware, aluminum ware, lamps, cutlery, tools, bolts and nuts, nails of all kinds, wire (barbed, plain and baling), netting and screen wire, iron and steel bars, rods, angles, etc., washing machines, sewing machines, household utensils agricultural implements, including cheap ploughs, dairy implements, paints and varnishes, oils, paper (wrapping and grease-proof), paper bags and any other lines, except dry goods, suitable for a general wholesale trade.

418. **Hardware and kindred lines.**—A Durban importing firm requests price lists and catalogues from Canadian iron and steel and hardware manufacturers, including such lines as farm and carpenters' tools, axes, hatchets, pliers and other shelf goods, also handles (broom, axe and tool).

421. **Catalogues.**—A wholesale importing firm in Durban with branch wholesale stores throughout Natal and the Transvaal, requests catalogues and price lists from Canadian manufacturers exporting any lines suitable for the general wholesale trade, mentioning in a special way hardware of all kinds, household and farm utensils, all kinds of furniture (knocked-down state), pianos and organs, iron and steel goods, tools, including shovels and pickaxes, wrapping paper and paper bags, foodstuffs, proprietary lines, dry goods and all lines connected with the wholesale dry goods trade.

422. **Catalogues.**—An importing wholesale firm, with several stores in South Africa, requests catalogues and price lists from Canadian manufacturers of hardware of all kinds, handles (broom, axe and tool), washboards, woodenware, household utensils, enamelware, boots and shoes, dry goods, furniture (knocked-down state), brushware, foodstuffs, and any lines suitable for the general wholesale trade.

423. **Catalogues.**—A South African firm of import merchants requests correspondence, catalogues, price lists and when possible samples of any line of goods suitable for the wholesale jobbing trade, mentioning in a special way hardware of all kinds, dairy and agricultural implements, tools of all kinds, locks and metal door furniture, lamps, lanterns, paints and varnishes, fencing and baling wire, wire netting, wire screens, household utensils and other kindred lines for the hardware trade.

426. **Rubber goods.**—A Durban firm of merchants desires samples when possible, catalogues and price lists on all classes of rubber goods. They are prepared to purchase for Natal or act as agents for the Union of South Africa.

427. **Iron and steel products, tools, chemicals, leather, paper, agricultural implements, etc.**—A Durban firm of merchants and commission agents requests correspondence from Canadian manufacturers of coal mining material, rails, wheelbarrows, steel plates, shovels, coal mining tools, chemicals (caustic soda, bi-carbonate of soda, phosphoric acid, arsenite of soda), glucose, corn starch, powder, flour, lubricating oils, leather belting, agricultural machinery and implements, wrapping paper and grease-proof paper. Will purchase outright in many of these lines or prepared to act as agents.

430. **Catalogues.**—A Port Elizabeth wholesale firm requests catalogues and price lists from Canadian manufacturers of hardware of all kinds, tools of all kinds, lanterns, spades and shovels, pickaxes, enamelware, household utensils, paints and varnishes, brushware, fencing and baling wire, wire netting, handles, stepladders, woodenware, foodstuffs, wrapping paper and paper bags.

434. **Mop handles.**—A Liverpool firm requires the above, 50-inch by 1¼-inch, in 50,000 lots. Correspondence requested with a view to after-the-war business.

438. **Handles of all kinds.**—A Liverpool firm wishes to correspond, with a view to arranging after-the-war business, with exporters of all kinds of handles, including handles and stems in ash, hatchet and hammer handles in hickory and broom handles in gum or basswood.

439. **Knife-cut and built-up veneers.**—A Liverpool firm wishes to arrange for after-the-war trade with manufacturers of the above.

441. **Enamel hollow-ware.**—A Liverpool firm asks to be placed in touch with exporters of the above with a view to making preliminary arrangements for trade after the war.

442. **Household woodenware.**—A Liverpool firm wishes to arrange now for after-the-war business with Canadian exporters of washboards, ironing boards, pastry boards, clothes pegs, rolling pins, towel rollers, knife trays and other household woodenware.

443. **Broom and tool handles.**—A Liverpool firm wishes to make preliminary arrangements now with a view to post-war business with Canadian firms interested in the above.

444. **Wooden toys.**—A Liverpool firm wishes to get into touch with exporters of the above in order to make arrangements for trade after the war.

480. **Wooden buckets, washboards, etc.**—A Liverpool firm makes inquiry for wooden buckets, washboards, etc., with a view to post-war business.

THE CLERKS DEPARTMENT

HE SAVED MANY MILLIONS ON BRITAIN'S WAR BILL

U. F. Wintour Did it on War Contracts and is Now Known as England's Great Economizer

DESCRIBED tersely by the British Official Press Bureau as "The Man Who Saved England Millions," U. F. Wintour is generally recognized as the great economizer of the British Military administration. As Director of Army contracts he has had the spending of more millions than anybody else in charge of one department directing the war and that his success has been officially recognized by such high compliments is indicative of the great executive ability which he has shown. He has now been appointed Permanent Secretary to the Ministry of Food, and the following descriptive of his past accomplishments is from the British Press Bureau's statement:

The Contracts Department is responsible for everything that the army requires, with the exception of munitions, mechanical transport aeronautical supplies, and certain railway and engineering stores. It clothes and feeds the millions of men who are fighting Great Britain's battles. A year ago there were over 5,000,000 of these men; their numbers are now known only to a few high authorities, but they have increased enormously. It is regarded as the best equipped and best fed army the world has ever seen so it can be realized that looking after the wants of all these men is a job where one can waste £100,000 or so without making much of a stir.

"This was what happened in the early stages of this war when Britain's army was expanding into the first million or two. There was serious waste in food and material in camps, at home, and in France. The great demand for raw material inflated prices and there was fierce competition between manufacturers. Worn uniforms and boots that could have been put to good use and saved thousands of pounds were wasted—all because the task of supplying millions was too vast for men who had been accustomed to looking after thousands only.

"And then Mr. Wintour and other business men came along and employed their business genius with wonderful results. Here is a little list of some of the things his department has bought during the war:—

35,000,000 pairs of boots.
40,000,000 horseshoes.
25,000,000 smoke helmets.
500,000,000 preserved meat rations.
260,000,000 tins of jam.
167,000,000 lbs. of cheese.
400,000,000 lbs. of bacon.
35,000,000 knives, forks, and spoons.
115,000,000 yards of flannel.
105,000,000 yards of cloth.

"The total value of purchases during the war has been over $3,500,000,000, including $1,000,000,000 on behalf of Great Britain's allies, and the present annual value of purchases is about $1,750,000,000, including about $500,000,000 for the Allies—or just $5,000,000 of the $35,000,000 to $40,000,000 a day the war is now costing Britain.

"Mr. Wintour set to work to see how much he could save. He found that so keen was the competition for army contracts that low prices could be secured by competitive tendering. Then he instituted an examination of costings where the requirements were not large compared with the total output of the industry, and during twelve months he secured reductions on contracts for hardware, horseshoes, brushes, and similar articles to the extent of $2,000,000 on a total of $68,000,000, a saving of 4.7 per cent.

"He requisitioned output and got control of raw materials like wool, leather, jute, flax, and hemp. Getting this control was absolutely necessary, for with the world-dearth of wool, which began to be felt at the beginning of 1916, prices would have soared and the heavy military requirements for clothing would have been satisfied only at a preposterous cost. Mr. Wintour estimates that $65,000,000 was saved on the cost of the manufactured article by getting control.

"In nine months in 1915 the army spent $75,000,000 on leather, with the result that there was desperate competition among manufacturers to get supplies of raw material and some form of control was inevitable. The price which the department now allows for British hides is 5d. a lb. below the corresponding world prices, and since 2,500,000 hides (averaging 60 lbs.) are bought per annum, the saving here is over $15,000,000. The control of the Indian kips alone has saved $5,725,000, and this does not include the money from the sales of by-products.

"The control of manufacturing processes in the case of jute has saved $30.000,000; raw jute, over $2,500,000 on half a year's supply.

"On hemp it is estimated $8,750,000 will be the combined annual profit and saving. The purchase of tea in 1917, including supplies for the British Navy, will probably amount to 60,000,000 pounds. The average price for twelve months used to be 10.67d. per pound; the Contracts Department has reduced it to 9½d. and 9¾d. Thus, at a penny a pound cheaper, the saving on tea this year will be $1,250,000.

"The department is now experimenting to see what can be done in the way of producing ammonium sulphate, metal and grease, roadmaking, out of old boots. Threepence a pair has been saved on boots by using a double sole instead of a single one, and a new method of selling condemned boots has produced an extra profit of $50,000, and $1,750,000 is saved every year by the re-issue of boots prematurely condemned. Disused or damaged smoke helmets returned from the trenches to the factories last year produced fresh supplies and effected a saving of $400,000.

"And so our economizer can say that his department has saved his country the following amounts among many others:—

Hardware, etc.	$ 2,000,000
Wool	65,000,000
Leather	20,025,000
Jute	3,250,000
Hemp	8,750,000
Flax	5,000,000
Smoke helmets	400,000
Boots	1,800,000
Barbed wire	1,750,000
Disinfectants	1,500,000
Total saving	$139,325,000

"The saving on disinfectants was effected by getting control of blast furnace oil. Now that Mr. Wintour has joined the Ministry of Food, and is looking after the feeding of 46,000,000 of people, his genius for economizing will have a still more severe test."

PARCEL POST TO TURKEY SUSPENDED

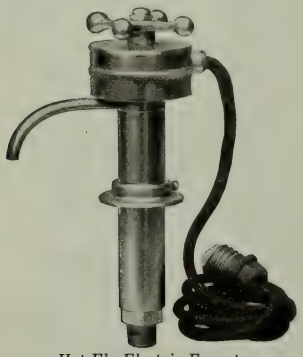
A notification has been received from the British authorities to the effect that the parcel post service for prisoners of war in Turkey or Bulgaria is at present suspended. Until this service is resumed no parcels can be forwarded to prisoners of war in Turkey or Bulgaria and persons desiring to help prisoners of war in these countries are advised to forward remittances to them. These can be sent by means of post office money orders, which are issued free of commission. Particulars as to how to proceed may be obtained from postmasters of accounting offices. Any parcels for prisoners of war in these countries which may be intercepted in the course of transmission will be returned to the senders, providing the name of the senders is given on the parcel.

NEW HARDWARE GOODS

OFFERED TO CANADIAN HARDWAREMEN

"HOT-FLO" ELECTRIC FAUCET

The introduction to the Canadian market is being made of a new hot water faucet. This is designed to meet the demand for a faucet which will deliver hot water through the medium of applied electric current as a heating agent, and it is claimed that it possesses the advantages desired. The fixture is made of brass, is neatly designed and finished in full nickeled effect. Attachment is made to the regular water supply as with an ordinary faucet which it may thus replace. The attachment once made, all that is essential is that the plug attached to the regular cord used be inserted in any electrical socket. This done, the faucet handle is turned and releases the cold water. This will continue to run as cold water until a second turn of the faucet handle makes the electric connection and heats the running water instantly. The volume of hot water obtainable depends somewhat upon the original temperature of the water. The flow is approximately 24 gallons per hour at an average temperature of 110 degrees.

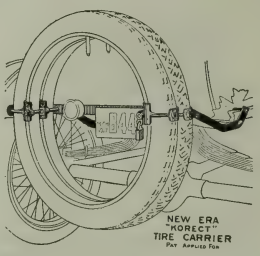


Hot-Flo Electric Faucet

Other features claimed by the manufacturer are that of a thorough insulation, the possibility of using this tap on grounded or ungrounded systems, and a screw adjustment making it adaptable to any water pressure. The Electrical Products Corporation of Canada, 120 Transportation Bldg., Montreal, are Canadian agents.

REAR TIRE CARRIER

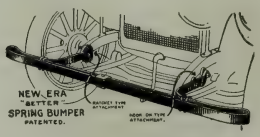
The New Era Spring and Specialty Company, 19-21 W. 62nd street, New York City, is placing on the market two new products in their rear tire carrier and ratchet type attachment for spring bumpers. The new "Korect" tire carrier fastens directly to the Ford chassis. It is asserted there are no holes to drill and that it can be attached in a half hour. It is designed to fit all Ford bodies. It is stated that all weight carrying parts are



Korect Fire Carrier

made of steel throughout, that it is rigid, having no vibration or rattle. It can be made to carry two tires with the addition of the double outfit furnished separately, which can be attached to carrier in very short time. It is claimed for it that it is thief-proof by gripping the rim and circling the casing with locking device.

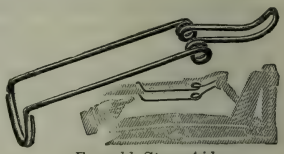
The "Better" spring bumper manufactured by this company is asserted to be designed for cars of the gooseneck frame construction where there is no splash pan. The ratchet disk method is used in attaching and very little time is required to place bumper on car, it is asserted. For cars of gooseneck frame construction equipped with splash pan or extended mud guards the hook-on type of connection is used. By this method, it is claimed no cutting or drilling is necessary as hooks can be used on either top or bottom edge of frame or both top and bottom edges and equipment completed in a very few minutes, regardless of position of splash pan.



"Better" Spring Bumper

FERNALD STEER-AIDS

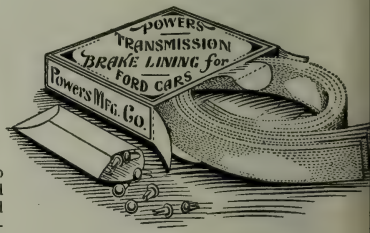
The Fernald Manufacturing Company of North East, Pa., is introducing to the trade a new device which they style the Fernald "Steer-Aids." It is claimed the device can be applied in a very short time without the aid of tools, all that is necessary being to slip one end behind the stearing knuckle and snap the other end over the steering rod. It is asserted they do away with all rattle and racket in the steering rod, keep the wheels in alignment, cut down front tire wear, save bushings and reduce skidding. They are built of tempered steel wire, with a baked japan finish .



Fernald Steer-Aid L

TRANSMISSION BRAKE LINING

A new article is being placed on the market by the Powers Manufacturing Company, of Waterloo, Iowa, in their transmission brake lining. It is stated this brake lining is made of long fibre cotton, Scandinavian weave, and treated with special compound which makes it impervious to oil, grease, water, gasoline, heat or dirt, and gives it a strong grip power and long-lasting qualities. It is asserted that it is chatterless and contains no wires. It is packed three pieces to box with the necessary brass rivets.



Transmission Brake Lining

WEEKLY HARDWARE MARKET REPORTS

STATEMENTS FROM BUYING CENTRES

THE MARKETS AT A GLANCE

PRICE changes have been quite numerous in hardware commodities during the week, and embrace some very important lines. Builders' hardware of Canadian make has advanced approximately 7½ per cent. Washers and wringers have been increased in price about 5 per cent. New prices on sheep and horse-shearing machines have been announced for next year, and show substantial increases over those prevailing for this year.

Prices have been withdrawn by the manufacturers on all brass goods, such as pet cocks, stop cocks, globe, angle and check valves and compression bibs, which is taken as a precursor of higher prices in these lines. One of the well-known manufacturers has withdrawn prices on hand saws, compass tenon saws, brick trowels, plastering trowels and pointing trowels, and has intimated that higher prices in these lines can be expected. Scarcity of raw materials and higher labor cost is given as the force operating to cause this action.

Other lines in which changes have been recorded include bread mixers, hose clamps, padlocks, latches, keys, handbells, grindstones, soil pipe and fittings, wrenches, galvanized and painted metal shingles, galvanized and painted metal siding and metal ceiling, cistern pumps, railroad chalk and snaps, forges, brass injectors.

In paint materials, white lead in oil again shows an advance of 50c per hundred pounds, due to the steadily firm market in pig lead. Putty prices have been increased 10c per hundred to make provision for increased freight rates. Turpentine was again in firm market, with advances of 5c per gallon recorded in some quarters. Linseed oil held in steady position. Business in ready-mixed paints has been exceptionally good, householders giving evidence that they are in the mood for putting on preservative materials as a matter of conservation. Business in hardware lines has been fair, but midsummer months are expected to show usual quietness in the trade.

MONTREAL MARKETS

MONTREAL, June 27.—It is evident that price revisions have by no means come to an end for there is evidence by reference to the reports for the week that many changes have been made, and it is expected that there will be still more changes in the immediate future. During the week advances have been prominent for builders' hardware lines, and steel goods are being marked up. Lead has ruled firm, and as a consequence other items into which it enters as a raw material have advanced further. Some revisions showing advances were made in lead products. Steel letters and figures, cistern pumps, railroad chalk and snaps, washing machines and wringers, forges and horse clippers, brass injectors and other kindred lines, and a number of lines in auto accessories are marked up, while the only decline is that in a line of spoke brushes. Advances are looked for on some lines of saws and other goods. Trade is reported satisfactory though somewhat quieter.

All Builders' Hardware, Steel Goods Advance

Montreal.

BUILDERS' HARDWARE, STEEL GOODS.—Many lines of builders' hardware are moved up again and the advances are various. Nearly 10 per cent. is added in some instances, while in others the same is around 5 per cent. Some expect that this is but the prelude to advances that will shortly be added to the line aagin. Locks, knobs, bolts, plates, night latches, and many of the regular items are affected and increases are made in several lines of steel hardware too.

Steel Letters, Figures and Cistern Pumps Up

Montreal.

PUMPS, LETTERS, FIGURES.—Advances of about fifty cents apiece are made in the price of cistern pumps of both the open and closed variety. The No. 1 open are now $2.30 each; closed $2.40; No. 2 same styles $2.60 and $2.75; No. 3 $2.85, and No. 4 $3.40 and $3.70. Steel letters are up about 10 per cent. the following prices ruling now: ⅛ in. $2.50 per set; ¼ in. $4.10, and ⅜ in. $6.80 per set. Steel figures at the new prices are: ⅛ in. 85c; ¼ in. $1.35; ⅜ in. $2.30 per set.

Railroads Chalk and Snaps Are Marked Up

Montreal.

CHALK AND SNAPS.—From $1.50 per gross to $1.65 railroad chalk has been advanced this week. There also is a further revision of price for snaps of all kinds and both the japanned and the tinned varieties are likewise affected. The latter revision is around 10 per cent

Slight Advances For Washing Machines

Montreal.

WASHING MACHINES AND WRINGERS.—Advances were made in the price of washing machines through the revision of discounts. The ruling discount for some time has been 40 per cent. but this is now 30 per cent. and 10 per cent. The same applies to wringers, and both changes are immediately effective.

Blacksmith Forges and Horse Clippers Higher

Montreal.

FORGES, HORSE CLIPPERS.—Advances were made in the price of blacksmith forges and this will probably be general with the different makers. On one line it is figured near 10 per cent. for the various styles. Horse clippers

also are costing more money, and the No. 1, a large seller, is listed at $13, with a discount to the trade of 25 per cent.

More Asked For Sash Weights and Brass Goods

Montreal.

SASH WEIGHTS, COCKS, ETC.—Some advances have been made in the price of certain Penberthy goods with the exception of injectors and ejectors and air cocks. The advance is about 7½ per cent. and includes lubricators, glasses, etc. Some further adjustment has been made in the price of sectional sash weights, these selling at $5.50 per 100 pounds.

Gaskets, Tool Bags and Vises Higher

Montreal.

AUTO ACCESSORIES.—Advances are this week made in the prices prevailing for special felt gaskets for use of cars. These are varied, and in some cases about 10 per cent. Samson vises also are up, No. 92 was listed at $7.90 and is now $11.50 trade price; No. 93 was $9.73 and is $14; No. 94 $12.60, and now $16.55, and No. 364 listed at $5.76 previously is now $6.58. Special discounts apply. Tool bags, No. 31309 are up to $2.02 trade from $1.30 with a special discount to the trade.

Double Spoke Brushes Are Marked Lower

Montreal.

SPOKE BRUSHES.—A decline is registered in the price of spoke brushes of the double variety known as "Daisy." Previous prices were, for 48-quantity lots 64c each; for lots of 12, 69c, and single brushes 73c. These costs are now increased respectively to 72c, 78c and 83c each.

Batteries Up And Roller Bearings, Too

Montreal.

BATTERIES AND BEARINGS.—Advances of ten per cent. have been announced for batteries of the automobile starting types. This will be effective at once. Roller bearings of the Hyatt roller type are up very materially, the advances aggregating in some cases 50 per cent. Revisions have also been made in the price of brass pipe fittings for use on cars and the changes represent advances.

Buckets, Cut Outs and Wrenches Higher

Montreal.

AUTO ACCESSORIES. — Collapsible buckets useful to motorists are advanced in price this week and trade price now is 50c from the previous list of 40c. In dozen lots they are advanced from 37½c to 47c each, and quantities of 48 from 23c to 43c. Badger cut-outs for Chevrolet cars are higher, the old trade price of 90c being advanced now to $1.03. Off-set oil funnels are listed at the trade price of $1.07, and were before $1.03. The 33 1-3 per cent. discount applies all around these lines as also to adjustable "S" wrenches now listed at $1.14, $1.44 and $1.74 for the three standard sizes. The latter advance is about 20 per cent.

Ignition Coils, Oilers Flag Holders Higher

Montreal.

AUTO ACCESSORIES. — Advances were registered during the week for vibratorless coil ignition, the trade price advancing from $21 to $27.38. Machine oilers, coppered, are higher too, the increase beibng about 10 per cent. Flag holders for use on the hood of cars are crease being about 10 per cent. Flag advancing to $1.24 each from 83c, and the set of 5 flags from 60c to 97c per set. The two latter items are subject to 33 1-3 per cent. discount.

Barb Wire Supplies Greatly Curtailed

As the result of a question from HARDWARE AND METAL as to their opinion on the barb wire situation the McGregor-Banwell Fence Company, Ltd., stated the case as follows:

"Very recently we were in the market for a large tonnage of barb wire, and one of the largest producers of barb wire in the States replied to us as follows:

"'Owing to the demand of the United States and allied governments we will have very little barb wire for this fall, but if you wish to place an order with us now we would accept it for shipment if and when possible during the last half of this year, with no commitment whatever that any portion can be shipped either this year or next.'

"This practically sums up the entire situation. The United States and allied governments are taking practically the entire production of barb wire in Canada and the United States. The situation is very serious and our personal feeling is that very little barb wire will be shipped to the domestic trade in Canada or the United States as long as the United States government assumes what might be called control of the steel output. Galvanized wire for fencing is in practically the same position and we do not think that any manufacturer will get 25 per cent. of his usual tonnage for next year, and anyone securing 25 per cent. will be very fortunate."

Lead Wool Higher; Sheet Lead Also Up

Montreal.

LEAD PRODUCTS.—Strength as developed for pig lead is responsible for a firming of various prices in the list, and lead wool and lead sheets are revised to higher levels. This is in accordance with the definite tendencies pointed out in HARDWARE AND METAL last week. Somewhat better quotations are made for solder but this is still in a firm position and supplies are not any too large. Wire solder on the other hand has advanced slightly. Trading is fair.

Lead pipe, lb.	....	0 14
Lead waste pipe, lb.	....	0 15
Lead traps and bends	Net list	
Lead wool lb.	....	0 14
Lead sheets, 2½ lb. sq. ft., lb.	....	0 14
Lead sheets, 3 to 3½ lbs. sq. ft., lb.	....	0 13¾
Lead sheets, 4 to 8 lbs. sq. ft., lb	....	0 13

Cut sheets, ¾c lb. extra, and cut sheets to size, 1c lb. extra.

Solder (guaranteed)	0 61½	0 65
Solder, strictly, lb.	0 56½	0 60
Solder, commercial, lb.	0 51½	0 55
Solder, wiping, lb.	0 51½	0 55
Solder, wire (8 gauge)—		
40-60	....	0 62¾
45-55	....	0 68½
Zinc sheets, casks	....	....
Do., broken lots	....	....

Prices Maintained; Good Demand For Sheets

Montreal.

SHEETS AND PLATES.—Aside from the demand being very good there is no change to report in the position of sheets. As sales are made the available stocks become smaller for it is well nigh impossible to bring forward anything which is not for a most essential need.

BLACK SHEETS—		100 lbs
10 gauge	$9 50	$9 00
12 gauge	9 25	9 65
14 gauge	7 25	9 00
16 gauge	7 45	9 15
18-20 gauge	7 50	9 25
22-24 gauge	8 00	9 60
26 gauge	9 70	9 75
28 gauge	....	9 90
10¾ oz. (28 English)	10 80	10 75

GALVANIZED SHEETS—	
10¾ oz.	$10 00
28 ga.	9 65
26 ga.	9 25
22 and 24 ga.	9 05
20 ga.	8 85
18 ga.	8 85
16 ga.	8 70

Market is Firm But no Change in Nails

Montreal.

WIRE AND NAILS.—While there is still some business for nails this is not over heavy. In comparing the volume with the past season, however, there is no reason for complaint. Stocks at the present time are large enough to take care of the trade demands, and the undertone is quite firm with cut nails still $5.60 per keg and wire nails $5.35. Smooth steel wire still is $6.25 per 100 pounds base.

Munition Activity Will Sell Fuel Oils

Montreal.

GASOLINE, COAL AND FUEL OILS.—For the present there is a good sale for fuel oil and the market is firm. With munition orders coming this way again there is every indication of a brisk demand for this commodity and supplies are expected to be ample in meeting this. Coal oil is naturally in smaller demand excepting for oil stove use and is unchanged at 19c for Royalite and at 22c

per gallon for both Palacine and Electroline. Gasoline activity is very marked and price still holds at 34c for the motor grade.

Stoves, Enamelled Ware Special Lines Steady

Montreal.

STOVES, WARES.—Little change is reported either in the market demand or in prices on any commodities in the list. There is general firmness on nearly every commodity and the number of orders in hand for future attention is very pleasing to the manufacturer. Materials are his concern and his outlook for getting requirements is hopeful. Not a great deal of activity is reported for stoves or ranges, oil stoves being featured largely just now.

Soft Fibres Advance 4c; Hay Fork Rope Sells

Montreal.

ROPE AND CORDAGE.—It is impossible to tell from week to week what the soft fibre situation will be, for there are many advances. Within the past week four cents a pound has been added to the price and many of the soft fibre lines will be thus affected again. There is a better enquiry and a larger sale now for hay fork rope and the prices are fully maintained for all rope with a firm market. Pure manila base price is still 39c; British manila 33c, and sisal 27½c per pound.

Steel Bars and Iron Hold Steady and Unchanged

Montreal.

IRON AND STEEL.—There is as much activity as the trade might look for at this time. Business is of the routine nature incident to the existing conditions and for the most part supplies are quite sufficient but not excessive at all. The undertone is firm and revisions upward in the near future are not improbable.

Common bar iron, per 100 lbs.	$ 4 55
Refined iron, per 100 lbs	4 80
Horseshoe iron, per 100 lbs.	4 80
Norway iron	12 00
Mild steel	5 05
Band steel	5 05
Sleigh shoe steel	5 05
Tire steel	5 25
Toe calk steel, per 100 lbs	5 95
Mining tool steel, per lb	0 17½-0 19
Black Diamond tool steel, per lb	0 18 -0 19
Spring steel	6 50
Single reeled machinery steel	6 50
Iron finish machinery steel	5 10
Harrow tooth steel	5 20
Black Diamond cast steel, lb.	0 20-0 21

Old Rubbers Firmer; Lead and Zinc Move

Montreal.

OLD MATERIALS.—The market for lead and zinc is better and there is a more ready enquiry than for some time past. Prices are held firmly at last week's revisions and some improvement is noted for old rubbers which are bringing as much as 8½c per pound; bicycle tires 5c and automobile tires 5¼c. Other lines are firm but unchanged.

Tea lead	0 07¼	0 07⅜
Heavy lead pipe	0 07½	0 07⅜
Yellow brass	0 12½	0 13½
Red brass	0 22½	....
Light brass	0 08	....
Scrap zinc	0 05½	0 06
Heavy copper	0 22	0 23
Wrought iron, No.1, per gr. ton	27 00	....
No. 1 machinery cast	36 00	37 00
Heavy melting steel	20 00	21 00
Pipe scrap	18 00	20 00
Stove plate, per ton	22 00	23 00
No. 2 busheling	13 00	14 00
Old rubbers, boots and shoes	0 08¼	0 08½
Overshoes, lumbermen's rubbers boots	0 07	....
Bicycle tires	0 04½	0 05
Automobile tires	0 05	0 05¼

Lead Has Soared Again; Spelter Firm

Montreal.

INGOT METALS.—Lead is still the leading ingot of interest and has considerably advanced again so that the local price holds firm at the quotations made last week. Little further advance is looked for now. Tin is scarce yet but some is looked for ere long. The markets are not over active.

COPPER.—The market is quiet and unchanged at prices quoted last week. Demand is fair but supplies ample to meet all requirements. Price 29 to 30c per pound.

TIN.—Is practically unchanged and supplies are coming forward a little more freely. The London market seems stationary and spot is quoted locally at $1.10 per pound.

SPELTER.—This continues to advance in the United States and prices here are firm in sympathy. Producers are chary about selling forward and consumers have been compelled to advance their bids. Price around 10½c.

LEAD.—Is still very strong and the market has been practically fixed in the United States at $7.75 f.o.b. East St. Louis. Producers will not sell at over this price and are dividing supplies as equally as possible. Price holds firm at 10 to 10½c per pound.

ANTIMONY.—This metal is quiet and demand is not heavy. Local price 15 to 16c per pound.

ALUMINUM.—With United States price on this fixed there is little fluctuation and ruling demand is light at around 50c per pound.

TORONTO MARKETS

TORONTO, June 27.—There has been a steadily upward trend to the market for hardware commodities during the week, quite a number of advances having been recorded. Among the lines included in the upward trend are washing machines and clothes wringers, builders' hardware, bread mixers, hose clamps, sheep shearing and horse shearing machines, padlocks, latches, keys, hand bells, grindstones, wrenches. Prices on brass goods such as stop cocks, globes, angle and check valves and compression bibs have been withdrawn and higher prices are anticipated. One of the well known makers of saws has withdrawn prices and intimation is made that new and higher prices will prevail. Trade is fairly good, but usual summer quiet is expected to prevail during July and August. Shipments of goods from the United States are being still further curtailed.

Washing Machines and Wringers Go Up

Toronto.

WASHING MACHINES, WRINGERS.—Through the changing of the discount on washing machines and clothes wringers an advance of approximately 5 per cent. has been recorded. Discount is now 30 and 10 per cent. from list prices as compared with previous discount of 40 per cent. Practically all makes of washers and wringers share in the advance.

Bread Mixers and Hose Clamps Higher

Toronto.

BREAD MIXERS, HOSE CLAMPS.—An advance of approximately 10 per cent. has been made effective in price of Universal bread mixers. Price at which No. 4 is now quoted is $2.95 each, while No. 8 is quoted at $3.35 each. Clancy hose clamps show an advance by 7½ per cent. Half-inch size is now quoted at $4.40 per gross and three-quarter-inch size at $5 per gross.

All Brass Goods Expected to Be Higher

Toronto.

VALVES, BIBS, STOPCOCKS.—At the time of going to press manufacturers had withdrawn all prices on brass goods such as pet cocks, stopcocks, globe, angle and check valves and compression bibs. It was not intimated as to what the change was likely to amount to but an advance in price is confidently expected. Difficulty in getting raw materials owing to the Allied demands is given as the main reason for the probable change in price.

Sheep and Horse Shearing Machines Up

Toronto.

SHEARING MACHINES.—An advance on list prices of sheep shearing and horse-shearing machines was announced by the manufacturers of the Chicago line during the week. Discount remains the same at 25 per cent. off list but prices have advanced $2. No. 1 ball-bearing horse-clipping machine is quoted list at $13, No. 9 sheep-shearing machine is quoted at $19. Attachment for No. 1 is quoted at $12. Extra cutters No. 276 are priced at 27c each and extra combs No. 277 are priced at 80c each. Heads complete for No. 1 are quoted at $4.70 each. Plates for same are quoted as follows: No. 360, $1.35 each; No. 361,

$2 each; No. 90, $1.35 each; No. 99, $2 each.

Builders Hardware Again Advances 7½ P.C.

Toronto.

BUILDERS' HARDWARE.—A further advance of 7½ per cent. has been announced as effective in the prices of all Canadian builders' hardware, including such lines as door sets, door knobs, door bells, sash fasts, rim locks, mortice locks, night latches and similar lines. In some sections of the larger cities there is a fair amount of building going on at present, but much more is needed. Prevailing prices of all building materials at present are acting as a deterrent, but there is feeling in certain quarters that a start made by some large building concerns would encourage the private builder to embark on building.

Prices on Saws and Trowels May Go Up

Toronto.

SAWS, TROWELS.—There is a strong probability that various lines of saws and trowels will register higher prices in the near future. The makers of the Disston line have announced that all prices on hand saws, compass saws, brick trowels, plastering trowels and pointing trowels have been withdrawn for the present. Intimation is made that higher prices can be anticipated when new prices are given out. Scarcity of raw materials and increased cost of labor is assigned by the manufacturers as the reason for the probable change.

Padlocks, Handbells and Grindstones Up

Toronto.

PADLOCKS, HANDBELLS, GRINDSTONES.—An advance of approximately 5 per cent. has been announced by the manufacturers of Yale & Towne line of padlocks, latches and keys. Handbells is another line to show an upward tendency, new net prices being quoted as follows: Brass—No. 2, $2.85 per dozen; No. 4, $5.50 dozen; No. 6, $9.35 dozen; No. 8, $14 dozen. Nickel-plated—No. 2, $3.25 dozen; No. 4, $6; No. 6, $10; No. 8, $15; No. 10, $26.40 dozen. Grindstones show a higher range of prices in that the lower quotations have disappeared. Stones over 40 pounds and 2 inches thick are now quite generally quoted at $2.50 per 100 pounds, while those under 40 pounds are quoted at $2.60 per 100 pounds. Bi-treadle grindstone remains unchanged at $6.25 each.

Pipe Wrenches Register an Advance

Toronto.

WRENCHES.—Advances have been registered in some quarters on Stillson and Trimo pipe wrenches, the advance ranging from $1.50 on the small 6-inch size to $14.40 on the large 48-inch size. Following are the new prices prevailing on Stillson line: 6-inch, $14 dozen net; 8-inch, $15.60 dozen; 10-inch, $17.40 dozen; 14-inch, $24.45 dozen; 18-inch, $35 dozen; 24-inch, $50.60 dozen; 36-inch, $94.20 dozen; 48-inch, $139.20 dozen. Prices on the Trimo line follow: 8-inch, $15.60 dozen; 10-inch, $17.40 dozen; 14-inch, $24.45 dozen; 18-inch, $35 dozen; 24-inch, $50.60 dozen.

Gasoline Consumption Heavy; Prices Firm

Toronto.

GASOLINE, COAL OIL.—Gasoline consumption is reported heavy, as the finer weather prevailing has been more conducive to motoring. Prices are holding firm at 33c per gallon. There is still some difficulty in getting deliveries by tank car. With the season for use of oil stoves now here the consumption of coal oil is also keeping up well. Coal oil is quoted at 18c and 21c per gallon. Other oils remain unchanged with demand fairly heavy.

Lower Prices on Binder Twine Next Year

Toronto.

CORDAGE, TWINE.—If present indications can be taken as a criterion, and there is every likelihood that they can, there will in all probability be lower prices for binder twine next year. The forecast is based on the fact that the United States has entered into a contract with the marketing agency representing the producers of sisal fibre in Yucatan for the delivery of 500,000 bales of fibre between now and January 1, 1919, at an average price of 16c per pound. The price at which purchases were made for the manufacture of binder twine for present season's twine was around 19½c per pound. It will therefore be seen that the agreed price is some 3½c per pound cheaper. This should make a difference of several cents per pound in the price of binder twine next year. Of course, 500,000 bales will not begin to supply the entire needs for binder twine. If the balance of the crop is arranged on the same basis it is a safe inference that there will quite generally be lower prices for binder twine next year. Prices on Manila fibre have been withdrawn by the Philippine Government pending readjustments which it is thought may be lower. Demand for cordage is fair, with anticipation that larger quantities will be required by shipbuilding interests during the months of July and August. Prices hold unchanged at those given in current quotations.

Nails Hold at Recent Advance

Toronto.

NAILS, WIRE.—Prices on wire nails were firmly maintained at the advance of 10c per keg noted in these columns last week. Quotations are now on the basis of $5.30 per 100 pounds. There is intimation that there may be still further restriction in the amount of steel rods that will be available for the manufacture of both wire nails and steel wire. In the face of this prospect prices are firmly maintained on all wire products. Base prices on smooth steel wire is quoted at $6.25 per 100 pounds.

Iron and Steel Shipments Restricted

Toronto.

IRON AND STEEL.—Shipments of iron and steel from the United States are being guarded closely under the watchful eye of the Government authorities. Canadian manufacturers have not suffered as yet perhaps to the same extent that manufacturers in the United States have. There is a fair sale of iron and steel products in this market but there is small hope that any easier situation is likely to prevail with respect to securing supplies. Canadian steel manufacturers are making deliveries fairly regularly.

TORONTO—	Per 100 lbs.	
Common bar iron	....	$ 5 25
Common bar steel	....	5 50
Refined iron	....	5 65
Angle base	....	5 75
Horseshoe iron	....	5 50
Tire steel	....	5 70
Mild steel	....	5 50
Norway iron	11 00	13 00
Toe caulk steel	....	6 25
Sleigh shoe steel	....	5 50
Band steel, No. 10	....	5 75
Do., No. 12	....	6 00
Spring steel	9 50	11 50
Mining drill steel	19 00	30 00
Sheet cast steel	0 42	0 45
Tool steel	0 20	0 42

Heavy Stoves are Moving Well

Toronto.

STOVES, ENAMELWARE.—Reports from the manufacturer on the condition of the stove trade indicate that there is an unusually large number of heavy stoves such as ranges and heaters being called for at this season of the year. Dealers are evidently anticipating their needs well in advance. Indications are that the number of styles and sizes will be very much limited owing to the shortage of raw materials. Enamelware trade is reported fairly good with prices holding steady.

Metal Shingles and Siding Have Advanced

Toronto.

CORRUGATED SHEETS, METAL SHINGLES, SIDING.—Prices on corrugated sheets held firm at the advance recorded last week. This week an advance was registered in metal shingles and siding to the extent of 50c per square. Galvanized shingles are now quoted at $11 per square and painted shingles at $8.50 square. Galvanized siding is quoted at $9.25 per square and painted siding at $7.50 per square. Metal ceiling is quoted at $7 per square, an advance of 50c.

TORONTO—	Per 100 Sq. Feet	
Corrugated Sheets—	Galvzed	Painted
No. 28 gauge	$ 9 00	$ 7 50
No. 26 gauge	10 00	8 50
No. 24 gauge	15 00	11 25
No. 22 gauge	18 00	14 00
No. 20 gauge	21 00	17 50
No. 18 gauge	27 00	21 00

Discount, 7½ per cent.

Tightening of Import Privileges

Toronto.

SHEETS, PLATES.—There are indications that the import restrictions on black sheets are being drawn still tighter by the War Trade Board. One jobber was refused permission to bring two carloads of sheets forward that had been on order for two years. Prices hold steady with a fairly good demand.

BLACK SHEETS—		Per 100 lbs.	
10 gauge	....	10 00	$12 00
12 gauge	....	10 10	10 00
14 gauge	7 45	7 90	8 40
16 gauge	7 50	8 00	8 50
18-20 gauge	7 80	7 55	8 05
22-24 gauge	7 85	7 60	8 10
26 gauge	7 90	7 65	8 15
28 gauge	8 00	7 75	8 25
3/16-inch plate	....	10 10	10 25
¼-inch boiler plate	....	....	10 00
GALVANIZED SHEETS—			
10¾ oz.		9 50	9 75
U.S. 28		9 20	9 45
U.S. 26		8 90	9 15
22 and 24		8 75	9 00
16		8 45	8 70
14		8 35	8 60

Difficult to Get Pipe Materials

Toronto.

WROUGHT PIPE, BOILER TUBES. —Manufacturers of wrought iron pipe continue to have difficulty in getting supplies of materials owing to the tight situation in the United States with respect to exports of skelp. Number of sizes is becoming still more restricted. Boiler tubes are in limited supply and can be used only when license is obtained to show that they are for essential purposes.

Boiler Tubes—	Cold Drawn	Lapweld
1 inch	$36 00	$ ....
1¼ inch	40 00	....
1½ inch	43 00	36 00
1¾ inch	43 00	36 00
2 inch	50 00	36 00
2¼ inch	53 00	38 50
2½ inch	55 00	42 00
3 inch	64 00	50 00
3¼ inch	....	58 00
3½ inch	77 00	60 00
4 inch	90 00	75 00

Demand for Lead Products Gratifying

Toronto.

LEAD AND ZINC PRODUCTS.—Wholesalers in some instances report the demand for lead and zinc products very good for this season of the year. In this respect the trade has been gratifying. There is a firmness in solder due to the firm undertone for pig lead. Prices were unchanged during the week.

Tea Lead and Lead Pipe Higher

Toronto.

OLD MATERIALS.—Higher prices were registered for tea lead during the week, price having advanced ¾c per pound. Heavy lead pipe was up ½c and was quoted at 7½c to 7¾c pound. Other old materials held unchanged. There is not very much of a desire to sell on the part of holders at present as there seems a disposition to hold off for higher prices.

Tea lead	$0 05¼	....
Heavy lead pipe	0 07½	0 07¾
Yellow brass	0 12	0 13
Red brass	....	0 21
Light brass	....	0 09½
Heavy zinc	0 05½	0 06
Heavy copper	0 21½	0 22
Stove plate, per ton	17 00	18 00
Old cast iron, per ton	25 00	26 00
Overshoes, trimmed Arctics	....	0 06½
Auto tires	0 04½	....
Bicycle tires	0 03½	....
	Per gross ton.	
No. 1 railroad wrought	26 00	27 00
No. 2 railroad wrought	15 00	16 00
Pipes and flues	....	12 00
No. 1 busheling	16 00	17 00
No. 2 busheling	....	12 00
Country mixed scrap	....	16 00

Soil Pipe and Fittings Advance

Toronto.

SOIL PIPES, FITTINGS.—An advance in the price of soil pipe and fittings was recorded during the week through the change of the discount. Discounts on 2 in. to 6 in. medium extra heavy pipe is now quoted at 30 per cent. off list, while fittings for same size are quoted at 40 per cent. off list. Eight-inch pipe, extra heavy, together with fittings, are quoted at a discount of 25 per cent. off list.

Lead Market Strong; Stocks Getting Light

Toronto.

INGOT METALS.—The feature of the week has been the continued strength in the pig lead market. Stocks of ingot metals quite generally are not heavy, and will no doubt continue to dwindle.

COPPER.—Market was quiet, though indications seem to point to a slightly easier market for future quotations. Price held unchanged at 29c to 30c per pound.

TIN.—Spot stocks of tin are almost exhausted, but shipment is on the way from England, which will probably arrive in the course of a week. Prices held very firm at $1.05 to $1.15 per pound.

SPELTER.—There is a stronger undertone to the spelter market and prices were higher locally by ½c, making quotations from 9¾c to 10¼c. A fairly good demand is evident.

LEAD.—Market gave evidence of considerable strength during the week, following the tendency noted last week. Prices locally were ½c higher at 10½c per pound. There is a heavy demand for lead at producing points.

ALUMINUM. — Market demand for aluminum is somewhat light, with prices holding steady at 50c per pound.

ANTIMONY.—More inquiry has been noted for antimony in the local market during the week, but prices remain unchanged at 16c.

PIG IRON.—Demand for pig iron still continues heavy for pig iron in view of the restriction on use for non-essential industries in the United States. In the Canadian market prices were unchanged, with a fair delivery being made by Canadian smelters.

LONDON MARKETS

LONDON, June 27. — While price changes have not been as numerous during the week as in similar periods within recent months,still the list is sufficient to show that the trend is still upward. Turpentine, wall paper cleaner, rope halters, grindstones, washing machines wringers, and bread mixers are some of the lines to show increases. Summer lines are all in good demand, with business quite generally being seasonably good. Collections have been quite satisfactory.

Wallpaper Cleaner Up; Floor Wax Selling Well

London.

WALL PAPER CLEANER, FLOOR WAX.—Higher prices were made effective on wall paper cleaner during the week, Climax brand now being quoted at $1.80 per dozen. Prepared floor wax holds steady in price with a good sale reported. Old English is quoted at 32c per pound, Johnson's at 57c per pound, and Edward's at 40c per pound. Summer cleaning operations no doubt account for the demand.

Nails Hold Steady at Recent New Prices

London.

NAILS.—New prices on steel wire nails announced last week have been maintained during the week in firm position. Manufacturers are looking forward to the possibility of still greater restriction in supplies of wire rods. Base price for wire nails is now $5.30 per hundred pounds. Cut nails held without change at $5.60 per 100 pounds base.

Rope Halters Up; Grindstones Also Advance

London.

HALTERS, GRINDSTONES.—An adance was recorded during the week in price of Johnson's rope halters which makes new prices as follows: No. 1, $12.50 dozen; No. 2, $10.92 dozen; No. 3, $9.75 dozen. Richards-Wilcox mounted grindstones is another of the lines to have prices revised in upward direction. No. 300 is now quoted at $6 each, and No. 400 at $6.75 each.

Rope and Glass Steady; Tools and Spades Same

London.

ROPE. GLASS, HARVEST TOOLS, SPADES.—Rope demand is somewhat light with prices holding unchanged at 39c base for pure manila, 33c for British manila, 33c for New Zealand hemp and 27½c for sisal rope. Glass market is steady with no indication of change in immediate future. Single and double diamond are quoted at discount of 25 per cent. off list and cut lights at 10 per cent. off list. Harvest tools are unchanged at 17½ per cent. off list, while spades and shovels are quoted at a discount of 50 per cent. as heretofore.

Paris Green and Cultivators Good Sale

London.

PARIS GREEN, CULTIVATORS.—Now that the season for the use of Paris

green on potatoes is here, there has been a good sale. Prices hold unchanged at 66½c in ½ lb. packages, 64½c in 1 lb. packages, 62½c in 25-lb. drums and 61½c in 50-lb. and 100-lb. drums. Although the gardening season is far advanced there is still a good sale for hand cultivators, with prices holding unchanged.

Spraying Time Results in Good Sale

London.

SPRAYERS, POULTRY NETTING, SCREEN WIRE.—Fruit growers are taking advantage of the present to do their usual spraying, with the result that the sale of sprayers has been good within recent weeks. Prices were maintained at the following figures: Tin well, No. 112, $5; glass well, No. 113, $7; glass well, No. 114, $7.50; painted tin well, No. 115, $9; brass well, No. 117, $12.50 per dozen; compressed air, galvanized, No. 110, $6.75 each. Poultry netting is still quoted at 15 per cent. off list price. Screen wire is also in steady market, painted black in 100-ft. rolls being quoted at $3.50 per 100 sq. ft. and in 50-ft. rolls at $3.55 per 100 sq. ft. Bronze screen wire is being quoted at 14c per square foot.

Demand For Lawn Mowers Continues

London.

LAWN MOWERS, OIL STOVES.—Although the rush for lawn mowers is over there is still a fair demand for them. Prices hold unchanged at a discount of 40 per cent. on Daisy, Star, Woodyatt and Empress. There is a noticeable improvement in the demand for oil stoves, due no doubt to the opening of many summer cottages, which has greatly helped the sale of this line. Prices hold unchanged at $12.75 each for two-burner, $16.50 for three-burner, and $21 each for four-burner.

Good Sale For Prepared Roofing

London.

ROOFING, SOLDER.—There has been a good sale for ready roofing during the past season and the sale continues. Prices have been steadily maintained, one-ply at $1.95 and three-ply at $2.04. Solder prices have been maintained during the week, half-and-half being quoted at 59c per pound.

Washing Machines and Bread Mixers Higher

London.

WASHING MACHINES, WRINGERS, BREAD MIXERS.—An advance in the price of washing machines and wringers was registered during the week through the change of the discount. Where the discount was formerly 40 per cent. off list it is now 30 and 10 per cent. off list, which amounts to an increase of approximately 5 per cent. Another line to be advanced during the week was the Universal bread mixers, four-loaf now selling at $34.65 per dozen and eight-loaf at $39.60 per dozen.

Turpentine Higher; Linseed Oil Steady

London.

TURPENTINE, LINSEED OIL.—Turpentine has been in steadily advancing market during the week, two advances having been recorded which makes the net increase during the week 5c gallon and places the single barrel price at $1 per gallon, with 2 to 4 barrel price at 99c gallon. In five-gallon lots the price is $1.10 per gallon. There is a brisk demand for turpentine at present and the local supply is still limited. Linseed oil maintained a steady market during the week with fair sale reported. Prices are as follows: 1 to 2 barrel lots, raw $1.90, boiled $1.93; 3 to 5 barrel lots, raw $1.89, boiled $1.92; 6 to 9 barrel lots, raw $1.87, boiled $1.90; less than barrel lots, $2 per gallon.

White Lead in Oil up 50c Hundred

London.

WHITE LEAD IN OIL.—Following the advance recorded in white lead in oil last week there has been a further increase in price during the present week of 50c per hundred pounds, making the price of pure in ton lots $17.25 per 100 pounds and in less than ton lots $17.10 per hundred pounds. There is a fair sale of this commodity. Increase is attributed to the firmness in the pig lead market.

WINNIPEG MARKETS

WINNIPEG, June 27. — Price changes for the past week are again very limited but such lines as are affected are of importance to the hardware dealers as they embrace such lines as galvanized and black sheets, turpentine, white lead in oil and solder, advances in some of the above lines being very noticeable. Business is again reported as normal. Reports from some portions of Alberta and Saskatchewan indicate that rain is badly needed.

Sale of Poultry Netting is Heavy

Winnipeg.

POULTRY NETTING.—Sales during the past few months have been particularly good on poultry nettings, due no doubt to the high cost of living which has influenced more poultry raising. Prices on all lines hold firm at former quotations, while stocks are reported to be well assorted. Prices now in effect are as follows:

1 in. mesh, 24 in., $5.95; 30 in. $7.20; 36 in. $8.50; 2 in. mesh, 24 in. $2.90; 30 in. $3.40; 36 in. $4.05; 48 in. $5.25; 60 in. $6.55; 72 in. $7.80 per roll. Banner netting, 24 in. $4.15; 36 in. $5.30; 48 in. $6.25; 60 in. $7.40; 72 in. $8.40 per roll.

Turpentine Goes to Higher Levels

Winnipeg.

TURPENTINE.—Reports from the Southern States to the effect that all labor may be withdrawn from the turpentine industry which is considered non-essential has caused serious advances, prices moving up 30c gal. during the past two weeks and prospects are for even higher prices. To-day's market prices are given as follows: Barrels $1.10 gal.; ½ barrels $1.13 gal.; 5-gal. lots $1.15 gallon; 1-gal. lots $1.15 gallon, plus the usual extras for containers.

Washing Machines and Wringers May Go Up

Winnipeg.

WASHING MACHINES, WRINGERS.—Prices on washing machines and wringers continue firm while shipments are reported as good. Recent advices from manufacturers, however, indicate that further advances are imminent owing to increased freight rates and labor shortage. Prices ruling to-day are given herewith: Washing machines, "Dowswell," $5 each; "New Century B" $10.15 each; "New Idea" $11.35 each; "Snowball" $9 each. Wringers—"Royal Canadian" $51.90 per doz.; "Eze" $56.10 per doz.; "Bicycle" $62 per doz.; "Ajax" $125 per doz.

White Lead in Oil Goes Still Higher

Winnipeg.

WHITE LEAD IN OIL.—Market prices on white lead in oil again show further advances, moving up to 50c per 100 pounds, and prevailing prices are given herewith:

Genuine Elephant, 5-ton lots, $16.95; 1-ton lots, $17.45; less, $17.80 per 100 pounds.

Decorators' pure, 5-ton lots, $16.65; 1-ton lots, $17.15; less, $17.50 per 100 pounds.

Decorators' special, 5-ton lots, $15.65; 1-ton lots, $16.15; less, $16.50 per 100 pounds.

Solder Prices on the Up-grade

Winnipeg.

SOLDER.—Prices on solder have again been influenced by the high market on tin, many of the manufacturers of solder having to purchase in the open market as their old stocks are exhausted with only a limited supply available. New prices just announced are given as follows: Half and half, full cases, 66c per pound; less than cases, 67c per pound.

Black and Galvanized Sheets Again Higher

Winnipeg.

SHEETS.—Recent embargoes on black and galvanized sheets coupled with the limited stocks on hand has been the means of forcing prices to higher levels, the advance on black sheets being approximately 50c per cwt., and galvanized 80c per 100 pounds over former prices, making to-day's selling prices f.o.b. Winnipeg as follows:

Black sheets, 28 ga. $9.45; 26 ga. $9.35; 24 ga. $9.30; 22 ga. $9.30; 20 ga. $9.25; 18 ga. $9.25; 16 ga. $9.45; 14 ga. $9.45; 12 ga. $9.45; 10 ga. $9.45 per 100 pounds.

Galvanized sheets, 10¾ oz. $11.70; 28 ga. $11.40; 26 ga. $11.10; 24 ga. $10.95; 22 ga. $10.95; 20 ga. $10.80; 18 ga. $10.80; 16 ga. $10.65 per 100 pounds.

Hose and Packing go to Higher Levels

Winnipeg.

HOSE, PACKING.—New prices have just been announced by the rubber companies covering hose and packing, and show substantial increases over former quotations due to increased freight rates and labor shortage. Prices now prevailing are given below:

Discharge hose, 1 x 3-ply, 19¼c; wire lined injector hose, 22c; agricultural suction hose, 2 in., 46c; jacketed suction hose, 2 in., 55c per foot; hard rubber suction hose, ½ in. to 1¾ in., 33 1-3 per cent. off list; Canadian spiral packing, 92c per pound; trade packing, 1-16 and over, 28c per pound; under 1-16 in. 42c per pound.

Stocks of Canada Plates Are Low

Winnipeg.

CANADA PLATE. — Canada plate prices continue firm on the local market, with stocks reported as low as dealers are getting supplies in earlier this year owing to last year's shortage. Prices now ruling are as follows:

Half polished. 18 x 21 in. $10 25; 18 x 24 in. $10 25; 20 x 28 in. $10.25 per box.

Full polished. 18 x 21 in. $11.75; 18 x 24 in. $11.75; 20 x 28 in. $11.75 per box.

Coil and Log Chain in Very Firm Market

Winnipeg.

CHAIN.—The demand for coil and log chain during the past few months is reported as very good with prices remaining firm. Recent reports however indicate that further advances are anticipated by manufacturers in the near future. Prices still in effect are given herewith:

Coil chain, 3-16 in. $18.50; ¼ in. $13.65; 5-16 in. $12.20; ⅜ in. $11.00; 7-16 in. $10.70; ½ in. $10.40; 9-16 in. $10.40; ⅝ in. $10.25; ¾ in. $10.15; 1 in. $9.90 per 100 pounds.

Log chain, 5-16 in. $14.00; ⅜ in. $12.80; ½ in. $12.20 per 100 pounds.

Heavy Demand is Anticipated in Wrenches

Winnipeg.

WRENCHES.—Firm prices are being maintained on wrenches of all kinds with stocks well assorted as a heavy demand is expected during harvesting. Prices quoted to-day on the various lines are as follows:

Agricultural, 6 in. $6.50; 8 in. $7.80; 10 in. $9.10; 12 in. $11.70; 15 in. $15.60 per dozen.

Perfect handle, 6 in. $13.50; 8 in. $16.20; 10 in. $18.90; 12 in. $24.30; 15 in. $32.40; 18 in. $43.20 per dozen.

Stillson pipe wrenches, 6 in. $1; 8 in. $1.13; 10 in. $1.25; 14 in. $1.75; 18 in. $2.50; 24 in. $3.60; 36 in. $6.75 each.

Trimo pipe wrenches, 10 in. $1.45; 14 in. $2.00; 18 in. $2.90; 24 in. $4.15 each.

"Always Ready" wrenches, black, No. 1 $4.20; No. 2 $5.75 per dozen; nickel polished, No. 1 $4.50; No. 2 $6.00 per doz.

PITTSBURGH MARKETS

PITTSBURGH, June 26.—Additional ship steel fabricating work is being allotted to Pittsburgh district. McClintic-Marshall Construction Company is to double the capacity of its fabricating plant, the Government financing the operation, the extension to be devoted entirely to the fabrication of parts for ships. At the outset there was little work of this description given the Pittsburgh district except the large orders that have been going through the American Bridge Company's plant at Ambridge. Recently ship work was allotted to the Pressed Steel Car Company, and this is quite significant in view of the fact that this company is making a great many shells and its facilities are also desired for building cars. It is learned that this ship fabricating work is to take precedence over the building of freight cars which is not to be allowed to interfere. Another evidence of the pressure is that the McClintic-Marshall Company is also engaged to do ship fabricating work at Pottstown, in the eastern part of the State, although that is in the recently established "barred zone" which, on account of transportation limitations, is not to be given additional work except in case of special necessity.

Freight car orders recently placed are to be added to nevertheless, as it is understood that the Railroad Administration is planning to buy 40,000 cars in addition to the 100.000 recently ordered, while General Pershing has cabled additional requirements involving perhaps 10,000 or 20,000 cars.

Demand Growing

Shipments of finished rolled steel are now at the rate of about 3,000,000 net tons a month, and a considerable part of this tonnage is going for purposes that are strictly essential although they are not the subject of Government orders. In the circumstances it is evident that the volume of direct Government orders on books or about to be placed is growing, for at the recent dinner of the American Iron and Steel Institute the Director of Steel Supplies stated that there were unfilled orders, or orders about to be placed, amounting to 16,-800.000 net tons.

Recent advices have been of about 3,-000.000 tons additional cropping out and this week's news shows still more tonnage, the rate at which war steel requirements are growing being clearly in excess of the rate at which they are being filled, when that rate is one-half, or somewhat more than half, of 3,000,-000 tons a month.

Delivery Control Working Smoothly

The merchant blast furnaces and the steel mills have now had some experience with the new regulations promulgated by the War Industries Board by its resolutions of June 6. These prescribed a "schedule of purpose entitled to preference treatment," or in other words defined the "more essential" classes of commercial consumption of pig iron and steel products. After priority orders, etc., have been met, material is to be distributed against these purposes, and then if there is anything left, which is rarely the case, it may go to the general trade, although there are some restrictions in that matter also.

The producers report that they have been having little difficulty in interpreting and carrying out these new regulations. Virtually they replace a system of distribution which had been in force for a few weeks by the voluntary act of the producers, though without as clear a definition of the preference cases as is now furnished.

Naturally one thing that appeals strongly to the producers is the fact that when they have occasion to deny a customer any material the responsibility rests not with them but with the Washington authorities. There is a flexibility in the system, moreover, that is pleasing, in that if an issue arises between producer and customer as to whether or not a given lot of material should be furnished, as coming under the preference classification, the adjudication can be left to Washington by the producer referring the customer to the priorities division for a priority certificate. Such a certificate will be given in case the authorities approve of the purpose.

Production

Production of pig iron and of steel ingots in June is expected to exceed slightly the rate obtaining in May, when there was an increase in pig iron over April, but a slight decrease in steel ingots. Pig iron production may be estimated at about 95 per cent. of capacity and steel ingot production at about 90 per cent., perhaps a shade more. In the case of pig iron the restriction is due chiefly to shortage of coke, though labor

Continued on page 54.

WEEKLY PAINT DEPARTMENT

Windows Important to Paint Sales

Striking Displays Catch the Eye and Beget Trade—Window Cards Are Big Help in Drawing Attention to Necessity For Painting—Window is One of Best Advertising Mediums

NEXT to having a good and dependable line of paint to sell the most important thing is to be able to keep that paint moving. Profits are not being made when the paint is standing on the shelves. It should be the endeavor of the dealer to keep the interest of his prospective customers alive on the matter of painting. When the spring season passes and wears into summer there is a tendency to slump down and not press as hard for sales during the summer months.

A window display of paint during the summer months will help keep alive the interest in paints. People who might otherwise be inclined to forget that their buildings need painting will have it brought to their attention by an attractive display. Paint should move the year round and the only way to make it move is to keep talking paint the year round. In this the window display can be made to talk eloquently.

The show window is the best salesman that the merchant has. For it is on duty all the time. One of the first steps toward the making of a sale is to get the "attention" of the prospective customer. If the window has pulling power it will get "favorable attention." It is the entering wedge that counts much toward future business.

LIMITATIONS OF PAINT DISPLAYS

A good display does not consist in simply piling paint cans in the window. Usually they are not attractive in themselves after the manner of a suit of clothes, for instance. More ingenuity has to be used in order to secure the paint window that stands out and compels attention. But in this fact there is an opportunity for making a good appeal through the window card. An effective appeal that was made by one dealer consisted in a neat arrangement of cans in the centre of the window with a window card on either side. One of the cards was headed "A Good Record. Good Paint. Good Property. We have dozens of testimonials like this one. Come in and we will be glad to talk it over with you."

The card on the opposite side of the paint display showed the fac-simile of a letter received from a satisfied customer. It read: "John Jones & Co.: Gentlemen—I painted my house three years ago with your line of paints. It is still in fine condition and will not need painting for another year. But when I paint again you can rest assured that it will be with your line of paints. Yours very truly,—"

WORK OF TRIMMING THE WINDOW

If the dealer does not himself care to be troubled with the trimming of his window he should see to it that some one of his clerks who shows aptitude for the work is assigned to do that particular work. The work is fascinating and interesting because of the possibilities which it holds in the store. The show window is the eye of the store and reflects in no small measure the character of the merchant who carries on business therein. It is well to stand back and take a candid look at your store window occasionally, just in order to see that it is alive. If you are not satisfied with it it is up to you to make it reflect more accurately your character as a business man.

Manufacturers have always shown themselves ready to co-operate with the dealer in this matter of getting effective window trims. To this end many of them have prepared expensive cut-outs and window cards. But it is not well to allow these to remain in the window so long that people begin to think of your store as the "one that always carries the same old paint display." Change your paint windows often. Make them have a new point of interest each time they are arranged.

"There's the paint I like to use!"

Every good painter likes to use a paint of high quality and generous covering capacity.

That's why they buy Moore's House Colors by preference and why "Moore's" dealers find their paint sales growing and their paint customers always satisfied.

Keep your stock of Moore's House Colors displayed.

Benjamin Moore & Co., Limited
WEST TORONTO

WANTED, AT ONCE — CAPABLE HARDware man to manage retail hardware business in thriving Ontario town. State experience, salary expected, and give references. Apply Box 182, Hardware and Metal.

Men who are capable of managing a retail hardware business are not easy to find. The position requires a high type of ability. Above all, it requires a man who recognizes opportunities and who knows how to make the most of them. That type of man in the hardware business is almost invariably a reader of HARDWARE AND METAL. There were fifteen replies to the advertisement shown here. It was a point in favor of all the applicants that they were in the habit of reading HARDWARE AND METAL.

USE THE WANT AD PAGE

WEEKLY PAINT MARKETS

MONTREAL

MONTREAL, June 27.—Another advance of 50c per 100 pounds in the price of white lead in oil has been the result of the high prices reached on pig lead. This furnishes the feature of the week. As a result there is no telling what may follow in the way of further revisions on mixed paint. Actual costs have been the basis for the advances already made in various lines of painting materials and all markets are very firm. Turpentine is even scarcer than it was and no prices are quoted. Some is expected to arrive soon, but in sympathy with the southern situation it will be high. Oil is steady and even quite firm, with supplies fair. Trade, seasonably speaking, is satisfactory.

Price Still Holds For Linseed Oil

Montreal.

LINSEED OIL.—The crushers are getting some seed forward from the West, but this they are not buying heavily for the reason that the market conditions do not warrant big risks on this. In view of the probable supply continuing to be limited with an accumulation of certain orders still unfilled there is little indication of lower prices. The United States position is firm, with most business transacted being done on an immediate or nearby delivery basis. There is little inclination there to take on future business at a fixed price.

Linseed Oil—	Raw Imp. gal.	Boiled Imp. gal.
1 to 4 barrels	$1 79-$1 86	$1 81½-$1 88½
5 to 9 bbls.	- 1 78	- 1 80½
10 to 25 bbls.	- 1 77	- 1.79½

Turpentine Scarcer and Higher in South

Montreal.

TURPENTINE.—This is scarcer than ever, and more so than it has been this season. Those who had any supply for distribution a week ago now claim that it is sold out and no prices are being named by anyone. Sales have been made at around $1 per gallon, but at this there seems to be none offering. The question which concerns the trade is what the immediate future may bring forth. It is permissible to say that some turpentine is on the way and improvement is expected, but the assurances from without are not definite. Some use is being made of the substitutes, which are suitable for certain classes of work.

Turpentine—	Per Imp. Gallon
1 to 4 barrels	....
5 barrels and over	....

Small quantities 10c advance over 1 bbl. prices.

May be an Advance Soon in Putty's Price

Montreal.

PUTTY.—That there may soon be an advance in the price of putty is considered a strong possibility. It has been firm lately, and several paint men have expressed their belief that an advance was not improbable within the next few days or so. Cost of raw material is high, and with oil prices much higher than they were when the present putty prices were named a revision upward would not be of much surprise. Prices are firm and unchanged.

Standard Putty—	Per 100 lbs. 5 ton	1 ton	Less
Bulk, in barrels	$4.00	$4.15	$4.35
Do., ½ barrels	4.15	4.30	4.50
Do., 100 lb.	4.85	5.00	5.20
Do., 25 lb.	4.85	5.00	5.20
Do., 12½ lb.	5.10	5.25	5.45
3 and 5 lb. tins	6.85	7.00	7.20
1 and 2 lb. tins	7.35	7.50	7.76

Pure linseed oil putty, $2.00 per 100 lb. advance on above prices.

Glaziers' putty—$1.60 per 100 lb. advance on above prices.

Terms: 2%, 15 days, net 60.

White Lead Now $17; May Further Advance

Montreal.

WHITE LEAD IN OIL.—When the last advance was made in white lead in oil, as reported last week, HARDWARE AND METAL referred to the very firm tone of the market even at this price. Within the week another increase has been made, and the price is now $16.50 for 5-ton lots per 100 pounds, $17 for ton lots per 100 pounds, and for small quantities $17.35. The advances are stated to be based on actual market conditions, and represent the smallest increases possible under ruling markets for pig lead. The price of oil also has been a factor. There is much strength characteristic of the position now held, and consequent upon any further advances made for lead there would be every possibility of higher levels being reached.

Mixed Paint Good Stock at This Time

Montreal.

MIXED PAINT, ETC.—The seasonable demand for paint and specialties is very good. This is the sorting time when stocks need replenishing after the early activity incident to the season when outdoor work is a big factor. Prices are very fully maintained, while some suggest that an advance for mixed paint is a real possibility. Certain it is that with raw costs so high indefinite selling on the present basis could not be maintained. Those having a good stock of mixed paint may be assured it is worth its cost.

Window Glass Steady; Demand For Mirrors

Montreal.

GLASS.—There is some very good demand for window glass. This is going forward to the trade promptly as ordered, and prices are fully maintained. The sale for plate glass is more limited, and little activity in building is responsible for this condition. Considerable activity is reported for mirror plates, however, and prices all around are firm. One jobber looks for a scarcity, while others anticipate that stocks will be ample.

NEW WHITE LEAD DIFFERENTIALS

The freight differentials as applying to white lead in oil shipments made to outside centres have been changed, and is now as follows:

Prices f.o.b. Ottawa are 15c advance over Montreal.

Prices f.o.b. London and Windsor are 30c Montreal.

Prices f.o.b. Toronto and Hamilton are 25c Montreal.

Prices f.o.b. Fort William and Port Arthur are 40c Montreal.

Prices for Maritime Provinces are 30c Montreal.

This schedule has been figured out in accordance with the new freight tariff recently arranged.

TORONTO

TORONTO, June 27.—A number of points of interest are manifest in the paint and oil markets during the week. One is an advance of 50c per hundred in the price of white lead in oil. Another is an advance of 10c per hundred in the price of putty to cover increased charge for freight rates. Turpentine keeps in a steadily upward direction, advances having again been recorded during the week. Sales of paint are reported as exceptionally good. The

RAMSAY'S
INVINCIBLE WHITE ENAMEL

THE UNCONQUERABLE WHITE

ORDER NOW.

MANUFACTURED EXCLUSIVELY BY

A. RAMSAY & SON COMPANY

Makers of Paints and Varnishes since 1842

TORONTO MONTREAL VANCOUVER

theory is advanced that with the daylight saving householders have a better opportunity to do their own painting, and are taking full advantage of the opportunity. Linseed oil held steady, with sufficient seed arriving for crushers' needs.

Getting Out Back Orders of Linseed Oil

Toronto.

LINSEED OIL.—With supplies of flaxseed coming forward in fairly good volume crushers have been able to make some steady gains on the amount of back orders that accumulated during the period when seed was unobtainable. There is a fairly good jobbing demand for oil. Prices held in a steady position during the week. The price of flaxseed held approximately stationary during the week. Range of prices held at $1.86 to $1.90 in 1 to 2-barrel lots for raw oil.

	Raw Imp. gal.	Boiled Imp. gal.
1 to 2 bbls.	$1.86-$1.90	$1.88½-$1.93
3 to 5 bbls.	.....	.....
6 to 9 bbls.	.....	.....

Less than barrel lots 10c per gallon higher than single barrel price.

Turpentine Goes to Still Higher Levels

Toronto.

TURPENTINE.—There was a steadily upward move in the price of turpentine during the week in some quarters. The range of prices widened, the price varying from 88c per gallon in single barrel lots, barrel included, to $1 per gallon in single barrel lots, barrel included. This latter quotation represents an advance of 5c per gallon over the price prevailing last week, and establishes a record for turpentine within recent years. The situation in turpentine in the South is one of firmness owing to the curtailed labor supply, which it is estimated will reduce the production this year by 35 to 40 per cent. Shipments are coming through from the South somewhat slowly. There is a fairly heavy local demand.

	Imp. Gal.
1 barrel	$0 88-$1 00
2 to 4 barrels	.....
5 gallon lots	1 10

Further Advance of 50c in White Lead

Toronto.

WHITE LEAD IN OIL.—Following the advance of 50c per hundred recorded last week in the price of white lead in oil another advance has been recorded during the present week, which now makes the selling prices $17.25 per hundred pounds in ton lots. With a steadily firmer market for pig lead and increasing labor costs the corroders have felt the necessity of further increasing the price. Movement of white lead in oil is fair, though not heavy.

Mixed Paint Sales Still Going Briskly

Toronto.

MIXED PAINTS.—Manufacturers report a steadily brisk trade in paints, and jobbers also give optimistic reports. Some wholesalers are frank in expressing their surprise at the volume of paint that is going into consumption. The theory has been advanced that with daylight saving in effect the householder has a greater opportunity to do this sort of work around his home. He is doing it himself, thus eliminating the service of the painter to a large extent. The saving which he is able to effect in the painters' salary can be put into the price of paint, and he accordingly does not feel the higher price which prevails this year as compared with other years. Prices of paints held unchanged.

Freight Rates Cause Higher Putty Prices

Toronto.

PUTTY, GLASS.—By reason of the higher freight rates that prevail on the Canadian lines the price of putty has been increased 10c per 100 pounds, which now makes the price of standard putty $4.70 for bulk in casks, $5.45-$5.55 for 100-lb. and 25-lb. drums, $5.80 for 12½-lb. irons, and $5.80 for bladder putty in barrels. Delivery will be made on booked orders up to Aug. 1 at these prices. Pure putty is $2 higher than standard putty. Movement of putty is somewhat light at present. Glass market holds steady, with demand comparatively light. Plate glass and fancy glass are also unchanged.

WEEKLY MARKET REPORTS

Continued from page 49.

shortage exerts a little influence. There is practically no shortage of coke at the furnaces that are operating, but there are a few that would be blown in if coke were available. So far as the physical condition of blast furnaces goes, it has rarely been better as during the period when coke shortage was causing many furnaces to go out of blast there was extensive relining and the furnaces as a whole are in excellent condition physically. As to steel production, the restrictive influences are, in their order, scrap shortage, pig iron shortage and labor shortage. Supplies of scrap are below normal in proportion to the amount of steel being made as the current outcome of scrap is light by reason of the nature of industrial operations now being conducted and also by reason of shortage of labor for gathering and classifying scrap. The yards are receiving but little, and would hardly be able to find labor to take care of more.

Production is likely to decrease somewhat in the next two months, on account of hot weather, though as to that there were spells of weather in May as bad as any that are usually encountered in the midsummer months.

One striking thing that is being brought out is that with all the regulation as to where material is to go, and which is to take precedence of other material, there is after all little pressing demand for pig iron or steel products that is ignored. The "purposes" not named in the preference list would make a formidable showing, for normal times, involving perhaps 25 per cent. of the total consumption, but by reason of war conditions they have of late been gradually effacing themselves so that their requirements, if they were freely permitted expression, would be far below normal. No producer well acquainted with the situation can be found who places the consumption that is perforce denied at more than 10 per cent. and some place it at less. Even as to these limited requirements there may be a modicum of steel, as the months pass, though at present there is practically none.

PRESS RECEIPTS FOR ADVERTISING VICTORY LOAN

Various estimates have been made as to the amount the press received from the Government in connection with the press publicity for the Victory Loan, but the actual figures paid were clearly set forth in audited statements submitted to the Annual Meeting of Canadian Press Association, Inc., held in Toronto on June 13th and 14th.

The total amount paid by the Government for advertising space was $165,419.81, which was distributed among 1,400 newspapers and other publications. Approximtely $5,000 was spent in the preparation and distribution to the press of a large number of special articles, illustrations, cartoons, etc., which were inserted in the press without charge. The setting of type and making of duplicate plates of the advertisements for the various publications used and the fees paid to the five co-operating advertising agencies for their services cost in the neighborhood of $37,000, making the total expenditure $208,166.09.

As the total cost of floating the Loan was approximately $5,000,000, the Government's expenditure on press publicity represents less than five per cent. of the total expenditure. It is interesting to note also that the press publicity cost only one-twentieth of one per cent. of the total amount subscribed to the Loan.

The press publicity for the Loan was handled by Canadian Press Association, Inc., and the officers of the Association and its individual members co-operated splendidly in making the campaign a success. During three months last Fall most of the time of the president, J. H. Woods, Calgary "Herald," and the office staff, was devoted to the press publicity campaign, and for several weeks the committee of publishers in charge were in almost continuous session. The individual members, on the other hand, contributed, without charge, space in their newspapers and other publications which if calculated at their regular commercial rates, would run up to more than the total amount paid for the advertising space.

Neither Canadian Press Association, Inc., as such, nor any of its officers or committees, received any remuneration for their services in connection with the Loan, those services being given voluntarily, and in the spirit of national service.

PATRIOTIC BOOSTER

Retails at **$2.50**

DESIGN REGISTERED No. 4356

EVERLASTING.

Are You Strong for Your Flag?
Your National Emblem?
Your Home Town?

IF YOU ARE, HERE IS JUST WHAT YOU ARE LOOKING FOR, THIS BEAUTIFUL, NICKLE PLATED

MAPLE LEAF FLAG HOLDER

IS EASILY THE CLASSIEST AND MOST DURABLE ARTICLE ON THE MARKET. PLACE YOUR HOME TOWN ON THE MAP.

BIG PROFITS FOR DEALERS.

MADE ONLY IN LOTS OF 12 OR MORE.

Ask your Hardware Jobber or write

INTERNATIONAL SALES CO.
35 Canada Life Bldg. Winnipeg, Man.

STEP LADDERS

Two Styles. All Lengths

Curtain Stretchers
Tub Stands Ironing Boards
Clothes Bars
Quilting Frames, etc.

Hand Corn Planters
Drive Well Points
Post Hole Diggers, etc.

Ask for Catalogue

Otterville Manufacturing Co.
OTTERVILLE

OAKEY'S

The original and only Genuine Preparation for cleaning Cutlery

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS, LIMITED

Manufacturers of

Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, S.E.1., Eng.

OWL METALS

Somebody's selling Babbitt and kindred alloys in your locality. You would be that somebody if you pushed Owl Metals. Especially Owl Traction Babbitt for Tractors. Owl Babbitt Metal for Thrashers.

OWL METAL COMPANY WINNIPEG

The Pump on the Threshing Tank should be a

MYERS

for in Myers' Tank Pump is found pumping service of exceptional merit inasmuch as Myers' Cog Gear Double Acting Low Down Tank Pumps operate 33 1/3 % easier, have larger capacity and last much longer than the ordinary every day tank pump.

Myers' Tank Pumps are built for hand or power operation, in several styles, and are distributed by leading jobbers throughout Canada.

It's an easy matter for you to get them quickly, just as it is for you to sell them. Circulars and name of Jobber gladly supplied.

F. E. Myers & Bro.
Ashland, Ohio

CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION

Dominion Metallics — B.B. Caps, 25% B.B. Caps, 20%; 22 short, black, 22 long black, 22 long, smokeless, 20%; 22 short lesmok or 22 long lesmok, 20%; 22 short, smokeless, 30%; 22 long rifle, black, 22 long rifle, smokeless, 7½%; other rim fire, 10%; center fire pistol, add 35% list; center fire sporting, add 60%; shot cartridges, same as ball; brass shot shell, 20%; primers, add 35% list; empty shot shells, 5%; blanks, add 25%; bullets, add 40%.

Terms: Net 90 days, or 2% discount for cash in 30 days.

"Dominion" Loaded Paper Shells "Crown" Black Powder, 10% on list; "Sovereign" Bulk Smokeless Powder, net list; "Regal" Dense Smokeless Powder, net list; "Imperial" Shells, both Bulk and Dense Smokeless Powder, net list; "Canuck" Smokeless, net list; Empty Shells, 5%; 90 days net.

F.O.B. Montreal, Toronto, London, Hamilton.

AMERICAN AMMUNITION

List Prices.

Subject to 10% advance on list.

B.B. caps, $3.50 per M.; B.B. caps, concave ball, $4.40; 22 short, $5; 22 long, $6; 22 long rifle, $7; 22 short smokeless, $5.35; 22 long smokeless, $7.50; 22 long rifle, smokeless, $8.75 per M.

Sporting Cartridges—Centre Fire Smokeless 303 Winchester, $72.25 per M.; 303 Savage, $72.25; 303 British, $95; 32 Winchester special, $72.25; 38-55 Winchester, $76; 401 Winchester self-loading, $76 per M.

Primers—Nos. 1, 1½ and 2½, $3.60; Nos. 1 and 2 (100 in box), $8.80; Nos. 1-W, 1½-W, 2½-W and 3-W, and 5, and 5½, 100, in box, $8.80; Berdan Nos. 1, 1½, 2 (250 in box), $3.60; Berdan Nos. 1, 1½, 2 (100 in box), $8.80; new No. 4, $5.50; U.M.C., 33, $5.50.

Shot, standard, 100 lbs., Toronto, $17.35-$19.75; Montreal, $18; net extras, as follows, subject to cash discount only: Chilled, $1.50; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

AUGER BITS

Standard List Prices per dozen.

3/16	$ 6.00	18/16	$12.00
4/16	5.00	19/16	14.00
5/16	5.00	20/16	14.00
6/16	5.00	21/16	16.00
7/16	5.00	22/16	16.00
8/16	5.00	23/16	18.00
9/16	6.00	24/16	18.00
10/16	6.00	25/16	21.00
11/16	7.00	26/16	21.00
12/16	7.00	27/16	24.00
13/16	8.25	28/16	24.00
14/16	8.25	29/16	27.00
15/16	9.50	30/16	27.00
16/16	9.50	31/16	30.00
17/16	12.00	32/16	30.00

Discounts from Standard List prices:

Beaver, 57½ to 60%; London, 60%.
Ford's Auger Bits, 35 to 27½%.
Gilmour Auger Bits, 47½%.
Gilmour Car Bits, 37½%.
Gilmour Eye Augers, 35%.
Gilmour Ship Augers, 12½%.
Rockford Auger Bits, 50 and 10%.
Irwin Auger Bits, 15% to 17½% off list in Catalogue No. 10, 1905.

F.O.B. Toronto, Montreal London and Hamilton.

AXES

Single Bits, doz.	$14 00	$16 00
Double Bit	16 50	19 50
Boys' Axes	12 00	14 00
Hunters' Axes	11 00	12 00
Bench—No. 2, doz.	12 50	13 20
No. 3, doz.	13 50	14 20
No. 4, doz.	14 50	15 25

	Single Bit	Double Bit
Sager	$15 00	$20 00
Dominion Pride	14 50	19 50
St. Clair handled	15 50	....
Sager Boys	12 50	....
Kitchener Boys	12 00	....
Sager Hunters	11 50	....
Kitchener Hunters'	11 00	....

F.O.B. Montreal, Toronto, Hamilton, London.

BABBITT

Prices on babbitt fluctuate with the metal markets and prices are quoted on application. Prices range from 14c to $1.15 a lb.

BELTING (Leather)

Discounts apply to Revised List of Feb. 14, 1907.
Extra Quality, 30, 5%.
Standard Quality, 40%.
Side Lace Leather, lb. .$1.40-$1.75
Cut Lace Leather, lb... 1.60- 1.95

F.O.B. Montreal, Toronto.

BELLS (Farm)

No. 1 x 40, lb.	$4 00
No. 2 x 50 lb.	5 00
No. 3 x 60 lb.	7 50
No. 4 x 100 lb.	10 00

F.O.B. Montreal, Toronto.

BOLTS AND NUTS

Discounts apply to list of Feb. 1, 1913.

Carriage Bolts ($1 list), ⅜ in. dia. and smaller, 10%.
Carriage Bolts ($1 list), 7-16 dia. and larger, net list.
Machine Bolts, ⅜ in. dia. and smaller, 10%.
Machine Bolts, 7-16 in. dia. and larger, net list.
Sleigh Shoe Bolts, all sizes, net list.
Coach and Lag Screws, 25%.
Skein Bolts, 20%.
Square Head Blank Bolts, net list.
Bolt Ends, net list.
Plow Bolts, net list.
Elevator Bolts, net list.
Fancy Head Bolts, net list.
Shaft Bolts ($3 list), net list.
Step Bolts, large head ($3 list), net list.
Whiffletree Bolts, net list.
Nuts, square, blank, add to list $1.50.
Nuts, square, tapped, add to list $1.75.
Nuts, hexagon, blank, add to list $1.75.
Nuts, hexagon, tapped, add to list $2.
Stove bolts, 55%.
Tire bolts, 35%.
Terms: 2% off 30 days from date of shipment.

F.O.B. Montreal, Toronto, Hamilton, London, Ont.

BORAX

Lump Crystal Borax, lb....14-14½
F.O.B. Montreal, London, Toronto.

BRASS Per lb.

Spring sheets, 24 gauge and heavier, base	$0 43
Rods, base ½ to 1 in. round	38-40
Tubing, seamless base	45½-50
Tubing, iron pipe size, base ¾ in. and up to 3 in.	45½-50
Copper tubing, iron pipe size, base ¾ in. up to 3 in.	47½-53

F.O.B. Montreal and Toronto.

BOILERS (Range)

30-gal. extra heavy	$14.50-$17
30-gal. Standard	14 00

F.O.B. Montreal and Toronto.

BOARDS (Wash) Zinc

	Doz.
Pony	$2 25
Improved Globe	4 90
Neptune	4 90
Standard Globe	4 90
Original Globe	5 40
Jubilee	5 50
Newmarket King	5 50
Diamond King (glass)	6 00
Western King (enamel)	7 00
Beaver (brass)	7 00

F.O.B. Newmarket

BUTTS Wrought Steel:—

No. 840	5%
No. 800	2½%
No. 838	5%
No. 808	5%
No. 804	15%
Nos. 802, 842, 844	5%
Nos. 810 and 814	net list
No. 830	2½%

F.O.B. Toronto, Montreal, London, Hamilton.

Spring Butts

Chicago Spring Hinges, List.
Triplex Spring Hinges, 20-10-5%.
Chicago Mortise Floor (5000), 33 1-3%.
Chicago Relax Floor (6000), 25-10-10-7½%.
Chicago Premier (4000), 16 2-3%.
Chicago Ajax (3000), 16 2-3%.
Chicago Fire Station, add 10% to list.
Lavatory Door Hinges, 20-5%.
Chicago Screen Door (2000), 40-7½%.
Chicago Screen Door (3000), 16 2-3 and 5%.
Non-Hold Back Screen Door, on application.

F.O.B. Chicago.

CANS

For discount on milk and cream cans, etc., see list under head of wares, etc.

CHAIN

	B.B. Fire Welded Proof Coil Mont'l	Tor'to	B.B.B. Fire Welded Mont'l	Tor'to
3-16 in.	$22.75	$19.85	$.....	$.....
¼ in.	16.75	15.25	21.75	20.25
5-16 in.	14.15	13.65	19.00	17.00
⅜ in.	13.00	12.75	15.90	16.50
7-16 in.	12.75	12.45	15.65	16.00
½ in.	12.50	12.15	15.50	15.75
9-16 in.	12.50	12.15	15.50	15.75
⅝ in.	12.35	12.00	15.25	15.50
¾ in.	12.25	11.85	15.10	15.25
⅞ in.	12.05	11.65	15.00	15.25
1 in.	11.90	11.50	14.85	15.25

Electric Welded

	B.B.		B.B.B.	
3-16 in.	$16.95	$17.40	$.....	$.....
¼ in.	13.15	13.30	13.75	15.55
5-16 in.	11.85	11.75	12.00	14.00
⅜ in.	11.65	10.50	11.75	12.75
7-16 in.	10.45	10.50	11.75	12.75
½ in.	10.20	10.50	11.75	12.75
⅝ in.	10.10	10.50	11.75	12.75
¾ in.	9.95	10.50	11.75	12.75

Montreal and Toronto.

American Proof Coil Chain

	B.B.	B.B.B.
3-16 in.	$16.75	....
5-16 in.	12.00	$12.75
⅜ in.	11.00	11.90
7-16 in.	10.75	11.70
½ in.	10.50	11.60
⅝ in.	10.35	....

Electric Welded B.B.B.—Chain, ¼ in., $13.75; 5-16 in., $12 F.o.b. Toronto.

Cow ties, 12½-15%; trace chains, net list; dog chains, 25 to 32½%; halter chains, 25 to 32½%; tie-out chains, 50%; stall fixtures, net list; breast chains, 2½%. F.O.B. Montreal, Toronto, Hamilton, London.

CEMENT

Cement, per bbl., $2.70 in carlots; $3.25 bbl. in small lots.

Paris plaster, five-barrel lots, $3.25; single barrel, $3.25.

F.O.B. Toronto.

CHURNS

List price hand churns:—No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.

List prices power churns:—No. 0, $11; No. 1, $11; No. 2, $12; No. 3, $13; No. 4, $17; No. 5, $20.

Discount of 20% f.o.b. Toronto, Hamilton, Fergus, London, St. Marys.

Discount of 17½% f.o.b. Montreal, Ottawa, Kingston.

St. John, N.B., 20%.

CHOPPERS, FOOD

Universal (doz.)—

No. 0	$17.75
No. 1	21.50
No. 2	27.00
No. 3	35.00

F.O.B. Montreal, Toronto.

Russwin—

No. 0	$17 70
No. 1	21 70
No. 2	24 95
No. 3	34 60

CLOTHES LINE (Galvanized)

No.	Per 1000 ft
17—7-strand, 100 ft. lengths	$6 80
17—7-strand, 50 ft. lengths	7 00
18—6-strand, 100 ft. length	5 40
18—6-strand, 50 ft. lengths	5 45
19—6-strand, 100 ft. lengths	4 75
19—6-strand, 50 ft. lengths	5 00

F.O.B. Montreal, Toronto, London

COPPER

	Montreal	Toronto
Casting ingot, see weekly report.		
Bars, ½ to 2 in.	$42 50	$48 00
Plain sheets, base 16 oz. and heavier	46 00	44 00
Copper sheet, tinned, 14x60 in., 14 oz.	48 00	....
Copper sheet, planished, base 16 oz. and heavier	57 00	45 00
Braziers' in. sheets, 6x4 base	45 00	44 00

Above prices are full sheets and bars. Cut sheets and bars are 5c per lb. higher.

COMBS

Curry combs: No. 111, $1.55; No. 121, $1.70; No. 122, $2.25; No. 127, $2.25; No. 100, $2.80 per dozen.

F.O.B. Montreal, Toronto, Hamilton, London

CORD (SASH)

No. 6, lb.	72
No. 7, lb.	71
Nos. 8, 9, 10, 12	70

F.O.B. Montreal, Toronto, Hamilton, London

CANADA PLATES

Prices nominal.	Montreal	Toronto
Ordinary, 52 sheets	$11 75	$ 8 50

Galvanized

	Apollo	Crown	Gorbals
18x24x52	......	....	....
60	......	....	....

CHARCOAL, TIN PLATES

M.L.S. and Famous—	Per box
IC, 20x28 base	$28 00
IX, 20x28 base (nominal)	32 00
IXX, 20x28 base (nominal)	36 00
IXXX, 20x28 base (nominal)	40 00

F.O.B. Toronto

Raven and Murex Grades—

IC, 20x28 base, 112 sheets	$40 00
IX, 20x28 base, 112 sheets	39 00
IXX, 20x28 base, 56 sheets	20 00
IXXX, 20x28 base, 56 sheets	21 00

(Nominal) f.o.b. Montreal.

TERNE PLATES

I. C, 20 x 28, 112 sheets.. .....

F.O.B. Montreal.

COKES, AMERICAN

Bessemer Steel—
20x28 IC, 112 sheet 30 00

F.O.B. Montreal.

"DOMINION CROWN BEST"—DOUBLE COATED TISSUE

	Nominal
IC, 14x20 base	$20 00
IX, 14x20 base	18 75
IXX, 14x20 base	19 50

F.O.B. Montreal.

CLOCKS

Big Ben	$2 92
Good Morning, each	1 15
Lookout	1 45-1 50
Sleepmeter	1 65

F.O.B. Montreal, Toronto, London Hamilton.

CROWBARS, $8.50-$9.50 per 100 lbs.

DRILLS

Bit Stock Drills, 30 to 37½%.
Rd. Shk., 30 to 37½%.
Wood Drills, 37½%.

DOORS, SCREEN

Kasement, No. 1, $24.84 to $27.24 doz.; No. 2 and 3, $28.20 to $30.00 doz. F.O.B. Toronto.

EMERY CLOTH

See under Sandpaper.

ENAMELWARE

See prices under heading Wares.

He Hates Harris Heavy Pressure

Because he loses his drag in bearings lined with this superior Babbitt. His aim to hold back, waste power and wear out is defeated by the good qualities of

HARRIS HEAVY PRESSURE, "The Babbitt Without a Fault"

All good Hardware stores sell Harris Heavy Pressure with confidence; they know our guarantee is back of every pound.

OUR SPECIAL LINES

BABBITT SOLDER LEAD PIPE SHEET LEAD

We are the largest exclusive Metal dealers in the Dominion.
Our prices are right. Our service excellent.

THE CANADA METAL CO., LIMITED

Hamilton Montreal TORONTO Winnipeg Vancouver.

Here's a Line That Spells Sales

Reed's Plastic Asphalt Roof Cement should find a ready sale just now when weather permits of outside repairs. Leaky roofs that started during the hard winter can now be quickly and permanently repaired, no matter whether of slate, metal, shingle or composition.

This means sales for the dealer—sales without effort, too. All you need do is place this line in a prominent place. It will be its own salesman.

Order from your jobber.

GEO. W. REED & CO., Ltd.

Manufacturers

MONTREAL

If interested, tear out this page and place with letters to be answered

FILES AND RASPS

Discounts below apply to list of Nov. 1, 1899.

	%
Great Western, Amer........	50
Kearney & Foot, Arcade....	50
J. Barton Smith, Eagle.....	50
P.H. and Imperial..........	50
Disston Brand	40
Globe	50
Nicholson	30-32½
Black Diamond	32½
Delta Files	37½

F.O.B. Toronto, Montreal, London, and Hamilton.

FITTINGS

Cast iron fittings, 10% off list. Malleable bushings, 20-25%; cast bushings, 20-25%; unions, 35%; plugs, 17½-20% off list. Net prices: Class B, black, 24-26c lb.; Class C, black, 16-17c lb.; galvanized. Class B, 34-36c lb.; Class C, 24-26c lb. For fittings by the pound add 12%. F.o.b. Toronto and Montreal.

GRILLS, ELECTRIC

Single heat, round	$6 00
Three heat, round	7 15

F.o.b. Toronto.

GRINDSTONES Per 100 lbs.

Over 40 lbs. and 2 in. thick...	$2 50
Under 40 lbs.	2 60
Bi-Treadle, each	6.25

F.o.b. Toronto.

HALTERS (SNAP AND RING)

	Doz.
Russet rope shank, 1".	$11.25-$12.75
Russet rope shank, 1¼ in...	13 85
Black rope shank, 1 in.....	13 75
Black rope shank, 1¼ in.	12.50- 13.85
Hand sewn, no shank, 1 in..	17.40
Hand sewn, no shank, 1¼ in.	20.20

Halters (Sisal).

7-16 in. gross, $24; 9-16 in., $36. F.o.b. Toronto. London—7-16 in., $2.10 doz.; ½ in., $2.65 doz.

HAMMERS, SLEDGE

Can., 5 lbs. and over, cwt...	$17 50
Masons, 5 lbs. and over, per cwt.	20 00
Masons, 5 lbs. and under....	22 50
Napping, up to 2 lbs.	25 00

F.o.b. Montreal, Toronto, Hamilton, London.

HANDLES (WOOD)

All hickory handles, 10%. All neckyokes, whiffletrees and doubletrees, 10%. All ash and maple handles, wood hay rakes, horse pokes, 20%.

F.o.b. St. Thomas, London, Strathroy, Toronto.

HANGERS, BARN AND PARLOR

	List
Atlas, No. 0	12 50
Atlas, No. 1	12 95
Atlas, No. 2	15 90
Stearns, 4 in.	7 40-7 65
Stearns, 5 in.	10 25-10 65
Perfect, No. 1	10 45
Perfect, No. 1½.......	13 20-13 80
Storm King and safety hangers, doz.	10 25-10 65
Steel track, 1¼ in.	9.00-12.00

F.o.b. Montreal, Toronto.

HEATERS, ELECTRIC

Majestic, 1 Burner	7 50
Majestic, 2 Burner	11 25

F.o.b. Toronto.

HINGES, TEE AND STRAP

Heavy, Net Prices.

	Strap	Tee
4-inch, dozen pairs	$2 34	$1 99
5-inch	2 89	2 50
6-inch	3 12	2 81
8-inch	4 22	3 21
10-inch	7 49	5 70
12-inch	9 28	9 05
14-inch	10 61	9 20

Light, List Prices.

3-in., doz. pairs...	$1 00	$1 00
4-in., doz. pairs...	1 20	1 10
5-in., doz. pairs...	1 40	1 30
6-in., doz. pairs...	1 70	1 50
8-in., doz. pairs...	2 50	1 80
10-in., doz. pairs...	3 50	2 40

Discount 20 and 2½% off list.

Screw Hook and Strap Hinge—

Under 12 in., per 100 lbs....	8 00
Over 14 in., per 100 lbs.....	7 50
Extra hooks for above ⅝ in., per lb.	8
Extra hooks for above, ¾ in., per lb.	7¾

F.o.b. Toronto, London, Hamilton and Montreal.

HAY KNIVES

Spear Point	$14 00
Lightning	12 50
Heath's	12 50

HOES, Grub $7.25

HOOKS, GRASS.

	Canadian	English Fox
No. 2, per doz...	$3 40	$5 00-$5 50
No. 3, per doz...	3 50	5 50- 6-40
No. 4, per doz...	3 50	6 00- 7 40
Little Giant	5 25	....- ....
Berden	5 25	....- ....

F.o.b. Montreal, Toronto.

HORSESHOES Price per keg

Patterns	Sizes made	No. 2 and larger Less 20c	No. 1 and smaller
Light iron ...	0-7	$6 25	$6 50
Long heel light iron	3-7	6 25	....
Medium iron...	1-8	6 25	6 50
Heavy iron ..	6-8	6 25	....
Snow	1-6	6 50	6 75
New light "XL" steel	1-6	6 70	6 95
Featherweight "XL" steel..	0-4	8 10	....
Special countersunk	0-4	8 60	....
Toe weight (front only)	1-4	9 10	....

*All sizes.

Packing—Up to 3 sizes in one keg, 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra. F.o.b. Montreal and Belleville.

Terms—Cash in thirty days, less 2% discount.

TOE CAULKS

Nos. 0, 1, 2 and larger, sharp and blunt, $2.25 to $2.90 box.

HOSE, LAWN Toronto

Corrugated, ½ in., 100 ft...	$15 75
Corrugated, ⅝ in., 100 ft....	18 75
Corrugated, ¾ in., 100 ft...	21 50
Corrugated, 1 in., 100 ft....	31 50

Less 5% for full reels, 500 ft., F.o.b. Toronto and London.

HAT AND COAT HOOKS

Coppered wire, 3 in., 95c gross. F.o.b. Montreal, Toronto, Hamilton, London.

IRON AND STEEL.

See weekly report.

IRON, TINNED

Prices nominal. Subject to premium where stocks are obtainable.

72x30 up to 24 gauge, case lots	....
72x30, 26 gauge, case lots..	....

Less than case, 50c per 100 lbs. extra. F.o.b. Montreal.

IRONS (SAD)

Mrs. Potts, No. 55. polished, per set	2.20-2.30
Mrs. Potts, No. 50, nickel-plated, set	2.30-2.40
Mrs. Potts, handles, japanned, doz.	1.30- 1.50
Sad irons, common, plain, 3, 4 and 5 lbs.	9 20
Sad irons, plain, 6 lbs. up....	7 00
Sad irons, common, plated...	5 50
Princess Electric, each	3 35
Canadian Beauty Electric Irons— Style A	$3 75
Style B	4 12
Hotpoint Domestic Electric Iron, each	4 75
Gasoline Sad Irons, each....	4 25

F.o.b. Montreal, Toronto, London, Hamilton.

LADDERS, ETC.

Step Ladders	Per ft.
Crescent	19c ft.
Household	19c ft.
Standard, 4-12 ft.	21c ft.
Electrician	30c ft.
Heavy duty	47c ft.
Extension	35c ft.

Common and Roped Extension.

	Per ft.
Perfect, 6 to 10 ft. only.......	$0 31
Hercules, 4 to 10 ft.	33
Hercules, 12 to 14 ft.	38
Faultless, 4 to 10 ft. only...	29
Ontario, 4 to 10 ft. only	26
Shelf Lock, 4 to 8 ft. only....	21
	Per ft.
Up to 32 ft.	23
34 to 40 ft.	26

London—Up to 32 ft., 20c; 34-44 ft., no stock.

Fire Ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

Single and Fruit Picking.

10 ft. to 16 ft.	20c ft.
18 ft. to 22 ft.	23c ft.
Chair ladders, each	2 00

F.o.b. Toronto, Hamilton, London, Montreal.

LANTERNS Per doz.

Short Globe, doz.	$12 50
Jap'd Dash, doz............	15 00
Search Dash, doz. X-ray.	15.75-16.10
Little Bobs	$2.10-$4.20
Copper, well japd., doz....	18.25

F.o.b. Toronto, Hamilton, London, Montreal.

LANTERN GLOBES Dozen

Cold blast, short	95c-$1.10
Cold blast	95c-$1.10

3 doz. cases, 85-90c doz.; 6 doz. cases, 85c dozen.

Cold blast, short ruby....	4.00-4.20
Cold blast, common ruby.	4.00-4.20

Less 5c a doz. in 6 doz. lots.

F.o.b. Toronto, London, Hamilton and Montreal.

LATCHES

Steel Thumb, No. 2, per doz.	1 90
Steel Thumb, No. 3, per doz.	2 50
Steel Thumb, No. 4, per doz.	4 70
Barn Door, No. 5, per doz.	2 55
Barn Door, No. 9, doz.........	4 70

F.o.b. Montreal, Toronto, London.

LEAD

For pig lead and lead and zinc products see weekly report.

MACHINES (WASHING)

	List Each
Canadian	9 00
Dowswell	9 00
Noiseless	15 50
Hamilton	11 00
Snowball	15 00
Momentum	16 50
New Century, style A	16 50
New Century, style B	18 00
Playtime, engine drive	19 50
Ideal Power	28 00
Seafoam, electric	102 00
Seafoam, engine drive	44 00
New Idea, electric	134 00
Sunshine	8 50
Popular, No. 1	9 50
Economic	11 50
Champion	17 00
New Excell-All	18 00
Blue Bell, without stand.....	16 50
Puritan Water Motor Washer, complete	28 00
Hydro, One Tub, engine drive	45 50
Low pressure water motor washer, each	30 00
Connor ball-bearing, with rack	18 50
I X L	18 50

Gem	16 50
Winner, plain	13 50
Connor Improved	9 00
Jubilee	15 00
Canada First	19 00

Discount, 30% and 10%. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

MALLETS Per doz.

Tinsmiths, 2½ x 5½ in.	$1.00-$1.75
Carpenters', No. 3	5.80

F.o.b. Montreal, Toronto, Hamilton

MATTOCKS

Cutter, doz.	$12 00	$12 50
Pick doz.	12 00	12 50

F.o.b. Montreal, Toronto, London, Hamilton.

MOPS

Mops, O-Cedar, doz. net	$12 00
Sprustex, No. 2, doz....	$8 00 8 40
S.W. Mops, complete, doz.	4 25-4 85
Mop Sticks, doz., No. 8....	1 55-1 85
Cast Head Mops, doz.......	2 00
Crescent, doz.	3 10
Crank wringing, doz.	6 25

F.o.b. Montreal, Toronto, Hamilton, London.

MOWERS, LAWN

Adanac	50%
Woodyatt	40%
Empress	40%
Mayflower	40%
Star, Ontario, Daisy	40%

F.o.b. Toronto, Guelph, London, Hamilton

NAILS

List adopted July 10, 1912.

Advances over base on common wire nails in kegs.

		2¾ inch.....	15c
1 inch.....	$1	3 inch.....	10c
1⅛ inch.....	1	3¼ inch.....	10c
1¼ inch.....	65c	3½ inch.....	10c
1½ inch.....	40c	4 inch.....	5c
1¾ inch.....	40c	4½ inch.....	5c
2 inch.....	30c	5 inch base.	
2¼ inch.....	30c	5½ inch base.	
2½ inch.....	15c	6 inch base.	

6½ to 12 inch-2 Ga. and heavier, 25c over base.

Standard Steel Wire Nails, f.o.b. Toronto, London, Hamilton, Milton, $5.30 base.

Freight equalized on above points.

F.o.b. Montreal, Gananoque, Collingwood and Owen Sound, $5.35 base.

Freight equalized on above points.

Windsor, Walkerville, Sandwich, fo.b. factory points, carload freight allowed, $5.42½.

Sault Ste. Marie, Port Arthur, Fort William, $5.05-$5.35 base, f.o.b. factory; no freight allowance.

Moulding, Flooring, Slating, Box, Fence, Barrel Nails, 25c per 100 lbs. over common nail price. Finishing Nails, 50c per 100 lbs. advance over common nail price. Clinch Nails and Sash Pins, 75c per 100 lbs. over common nail price.

Miscellaneous wire nails, 60% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton, London.

Cut Nails—Montreal, $5.70 base; Toronto, $5.65 base; London, $5.60; Hamilton, $5.65. No equalization of freights.

Roofing Nails — American, large head, keg, $9.00. London, $10.00.

F.o.b. Montreal, Toronto, Hamilton, London.

NAILS (HORSE)

Size	C Brand Per box of 25 lbs.
No. 3	$37 87½
No. 4	12 87½
No. 4½	11 62½
No. 5	4 87½
No. 6	4 62½
No. 7	4 37½
No. 8	4 37½

Just a Reminder Mr. Dealer

You Know the Line Well

R. C. Jamieson & Co., Limited

Established 1858

Owning and Operating P. D. DODS & CO., Limited

Calgary MONTREAL Vancouver

No. 9	4 12½
No. 10	4 12½
No. 11	4 12½
No. 12	4 12½

Discount from above is 10% in small quantities and 10 and 5% in full boxes.

F.o.b. Montreal, Toronto, Winnipeg, Vancouver, St. John.

"M.R.M." BRAND

No.	Net Price List Lengths	Per box of 25 lbs.
3	1⅝"	$19 00
4	1¾"	9 00
5	1 15-16"	4 00
6	2⅛"	3 75
7	2 5-16"	3 50
8	2½"	3 50
9	2 11-16"	3 25
10	2⅞"	3 25
11	3 1-16"	3 25
12	3¼"	3 25

F.o.b. London, Hamilton, Montreal, Toronto

NETTING, POULTRY

List prices per roll of 50 lineal yards. Adopted March, 1909.

2-inch mesh and 19 ga. wire.

12 inch...	$1 80	48 inch...	$ 6 20
18 inch...	2 65	60 inch...	7 70
24 inch...	3 40	72 inch...	9 20
30 inch...	4 00	84 inch...	10 50
36 inch...	4 75	96 inch...	12 00
42 inch...	5 50		

1½ inch mesh and 19 ga. wire.

12 inch...	$3 50	42 inch...	$10 50
18 inch...	5 00	48 inch...	12 00
24 inch...	6 30	60 inch...	15 00
30 inch...	7 75	72 inch...	18 00
36 inch...	9 90		

1 inch mesh and 20 ga. wire.

12 inch...	$4 00	42 inch...	$12 00
18 inch...	5 50	48 inch...	14 00
24 inch...	7 00	60 inch...	17 00
30 inch...	8 50	72 inch...	20 00

¾ inch mesh and 20 ga. wire.

24 inch...	10 50	36 inch...	$15 00
30 inch...	12 75		

½ inch mesh and 22 ga. wire.

24 inch...	$16 50	36 inch...	$24 00
30 inch...	20 10		

Discounts at present quoted apply only to 1 and 2 inch mesh netting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Canadian netting 15% off list.

Montreal, 15% off list.

American netting, 10% off list.

		Per rod
Invincible—1640	....	$ 0 75
1848	....	0 85
2060	....	0 95

Put up in 10, 20 and 30-rod rolls. F.o.b. Montreal.

OAKUM

Best (American)	$21 00
U.S. Navy (unspun)	.....
Clipper (spun)	21 00
Clipper (unspun)	19 50
U.S. Navy, Eng., (unspun)..	.....
U.S. Navy, Eng., (spun)....	.....
Plumbers (spun) $8 00	$10 50

F.o.b. Montreal, Toronto

OIL

	Montreal	Toronto
Royalite	0 19	0 18
Palacine	0 22	0 21
Gasoline, gal.	0 34	0 33
Black oil (Summer).	0 16	0 15
Black oil (Winter)..	0 18	0 15½
Imperial Cylinder ..	....	0 66½
Capital cylinder.....	0 50½	0 49½
Machine oil, regular grades	25½-42	26½-36½
Standard gas engine oil	38½	0 42½
Paraffine	0 21	0 24
XXX machine	0 24½	0 38½
Fuel oil, bbls.	0 14½	0 13½
Fuel oil, tank cars..	0 13	0 12

OLD MATERIALS

See weekly report.

PACKING

	Per lb.
Fine jute	$0 15
Coarse jute	0 12
Hemp	0 34
Square braided hemp	0 38
No. 1 Italian	0 44
No. 2 Italian	0 36

F.o.b. Montreal and Toronto.

PAPER

	Per 400-ft. roll
Dry Fibre, No. 1 roll.........	1 10
Dry Fibre, No. 2 roll........	0 59
Anchor Brand	1 10
Glazed sheeting	0 59
Tarred Fibre, No. 1 roll......	1 25
Tarred Fibre, No. 2, roll......	0 72
Surprise Fibre	0 66
Tarred felt, per cwt.......	3.30-3.45

Asbestos sheeting (per 100 lbs.)	0 12	0 14
Carpet Felt, 16 oz., per 10 lbs.	$4 50	$5 50

F.o.b. Toronto, Hamilton, London, Montreal, freight equalized thereon.

PICKS—

Clay—

5 to 6 lbs., doz.......	$10 75	$11 80
6 to 7 lbs., doz.......	11 50	12 60
7 to 8 lbs., doz.....	12 25	13 50

Rock—

7 to 8 lbs., doz.............. 12 25

F.o.b. Montreal and Toronto.

PINS, CLOTHES

	Per case
5 gross, 4-in. (loose)......	95c-$1.10
4 gross (cartons), 4½-in.......	$1.00

F.o.b. Montreal and Toronto.

PIPE, STANDARD WROUGHT

Effective Feb. 26, 1918.

	Black	Galvanized
	Per 100 feet	
Standard Buttweld		
⅛ in.	$ 6 00	$ 8 00
¼ in.	5 16	7 29
⅜ in.	5 16	7 29
½ in.	6 55	8 12
¾ in.	8 28	10 41
1 in.	12 24	15 39
1¼ in.	16 56	20 82
1½ in.	19 80	24 89
2 in.	26 64	33 49
2½ in.	42 72	53 53
3 in.	55 85	70 00
3½ in.	70 84	87 86
4 in.	83 93	104 10
Standard Lapweld.		
2 in.	29 60	36 08
2½ in.	44 46	54 70
3 in.	58 14	71 53
3½ in.	72 68	90 62
4 in.	86 11	107 37
4½ in.	97 79	122 56
5 in.	114 00	142 82
6 in.	147 80	185 28
7 in.	192 80	241 57
8 L in.	202 50	253 75
8 in.	233 30	292 32
9 in.	279 50	350 18
10 L in.	259 20	324 80
10 in.	333 70	418 18

Terms 2% 30 days, approved credit.

Prices—Ontario, Quebec and Maritime Provinces. .. ....

While the foregoing prices on iron pipe are the nominal prices, it has been found in practice that prospective buyers should ask for quotations on sizes 2½ inches and larger on account of the shortage of these sizes and the extra difficulty of procuring supplies.

WROUGHT NIPPLES

4" and under, 45%.

4½" and larger, 40%.

4" and under, running thread 25%.

Standard couplings, 4" and under, 35%.

4½" and larger, 15%.

Terms 2% 30 days. Approved credit, Ontario, Quebec and Maritime Provinces.

PIPE (Conductor)

Plain	List
2 in., in 10-ft. lengths, list	$8 00
3 in., in 10-ft. lengths, list	9 70
4 in., in 10-ft. lengths, list	12 80
5 in., in 10-ft. lengths, list	17 50
6 in., in 10-ft. lengths, list	21 30

Discount 10%.

F.o.b. Toronto, Ottawa, Oshawa

PIPE, LEAD

See weekly report

PIPE (SOIL)

	Montreal %	Toronto %
Medium and extra heavy, 6" and under	35, 2½	35, 2½
8" soil pipe........	30	30
Medium and extra heavy fittings, 6" and under	40, 2½	40, 2½

PIPE (STOVE)

See prices under Wares, etc.

PITCH

Pine, black, per bbl.........	**4 75**
Navy pitch, per bbl.........	**6 50**

F.o.b. Montreal, Toronto.

POLISH (O-Cedar)

4-oz. bottles, doz.	**$ 3 00**
12-oz. bottles, doz......	**6 00**
1-qt. can, doz...............	**15 00**
½-gal. cans, doz............	**24 00**
1-gal. cans, doz..............	**36 00**

Discount, 33 1-3 per cent.

Liquid Veneer—

4 oz., doz.	$2 00
12 oz., doz.	4 00
32 oz., doz.	8 40
64 oz., each	1 20
128 oz., each	2 10

F.o.b. Toronto, London.

PUMPS

Pumps, Well	....
Cistern Pumps	....
Set Lengths	....
Brass Lined Cylinders	....
Brass Body Cylinders	....

F.o.b. Montreal, Toronto, Hamilton, London.

RIVETS AND BURRS

Iron rivets, blacked and tinned, 25%; Iron Burrs, 25%.

Copper rivets, usual proportion of burrs, add 30%; burrs, add 50%.

Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¼-lb. pkgs., 2c lb. **Coppered Rivets, net extras, 3c per lb.**

F.o.b. Montreal, Toronto, London.

ROOFING

	Per square
Samson, 1-ply, roll	1 90
Samson, 2-ply, roll	2 50
Samson, 3-ply, roll	3 10
R. S. Special, 1-ply	1 25
R. S. Special, 2-ply	1 50
R. S. Special, 3-ply	1 75
Amazon, 1-ply	1 95
Amazon, 2-ply	2 25
Amazon, 3-ply	2 55
Everlastic, 1-ply	1 65
Everlastic, 2-ply	1 95
Everlastic, 3-ply	2 25
Good Luck, 1-ply	1 60
Good Luck, 2-ply	1 80
Good Luck, 3-ply	2 10
McCombe Sp., 1-ply	1 35
McCombe Sp., 2-ply	1 55
McCombe Sp., 3-ply	1 75
Black Cat, 1-ply	1 85
Black Cat, 2-ply	2 15
Black Cat, 3-ply	2 45
Liquid roofing cement, per gal. in barrels	0 27
5 and 10 gal. lots, per gal...	0 38
Coal Tar, bbl.	$5.75-$6.00
Roofing Pitch, $1.05 to $1.10 cwt.	

F.o.b. Toronto, London, Montreal.

ROPE

	Lb.
Pure Manila basis	39
British Manila basis..........	33
New Zealand hemp basis.....	33
Sisal basis	27½

Above quotations are basis prices ⅝ and larger diameter. The following advances over basis are made for smaller sizes:—Smaller than ⅝ and down to 7/16 dia.—½c above basis; ⅜ dia., 1c above basis; ¼ and 5/16 dia. 1½c above basis; 3/16 dia., 2c above basis.

Single lath yarn basis........	27½	
Double lath yarn.............	28	
Yacht marline, tarred	57	
Halyards	50	
Hemp, deep sea line basis	50	
Hemp, tarred ratline basis....	43	
Hemp, tarred bolt rope basis.	45	
Marline and Houseline	45	
Italian rope basis..On application		
Cotton, ⅛ in.	0 73	0 77
5-32 in.	0 72	0 75½
3-16 in.	0 69	0 72½
¼ in. and up	0 68	0 71½

F.o.b. Toronto, Montreal, Brantford, London, Hamilton.

SANDPAPER

B. & A. sandpaper, 10% to 15% on list.

B. & A. emery cloth, 5% on list.

B. & A. sandpaper in rolls, 33 1-3 per cent. on list. F.o.b. Toronto Montreal.

SCALES

Champion—	Scale List	Stamping extra
4 lb.	$ 5 50	$0 20
10 lb.	7 50	0 30
240 lb.	12 50	0 50
600 lb.	28 00	1 00
1200 lb.	35 00	1 00
2000 lb.	50 00	1 00
2000 lb. Drop lever	57 00	1 00
10-lb. Household .	5 00	0 10
25-lb. Household .	6 00	0 30

Champion list prices subject to a discount of 10%; Standard scales, 20% discount; Weigh Beams, 10% discount. No discount allowed on stamping charge. F.o.b. Toronto, Montreal, Hamilton.

SCYTHES

	Doz.
Cast Steel	$12 50
Golden Clipper	13 50
Little Giant	14 50
Little Giant, Genuine	15 00

F.o.b. Toronto, London

SNATHS

	Doz.
00 Patent	$12 50
1	12 00
2	11 50
3	10 50

SCREWS

Discounts off Standard List adopted Aug. 1, 1903.

Wood, F. H., bright	72½
Wood, R. H., bright	67½
Wood, O. H., bright	67½
Wood, F. H., brass	37½
Wood, R. H., brass	32½
Wood, O. H., brass	32½
Wood, F. H., bronze	27½
Wood, R. H., bronze	25
Wood, O. H., bronze	25
Square cap	20
Hexagon cap	20

F.o.b. Toronto, Hamilton, London and Montreal.

Wooden Bench Screws

Dozen $7 00

SHEETS, BLACK

See Montreal and Toronto report

SHEETS, CORRUGATED

See weekly report.

SHEETS, GALVANIZED

Premier Galvanized

	Per 100 lbs.
10¾ oz.	$9 25
U.S. 28	8 95
U.S. 26	8 65
22 and 24	8 50
18 and 20	8 35
16	8 20
14	8 10

F.o.b. Hamilton and Toronto.

Colborne Crown — 16-20 gauge $12.55; 22-24 gauge, $12.75, 26 gauge, $13; 28 gauge, $13.25. Less 25c in cash lots. F.o.b. Montreal.

Apollo Brand	Montreal	Toronto
14 gauge	$12 05	$ 8 10
16 gauge	12 05	8 20
18-20 gauge	10 30	8 35
22-24 gauge	10 45	8 50
26 gauge	.....	8 65
28 gauge	.....	8 95
10¾ ozs.	11 05	9 25

Add 20c for less than ton lots.

B.W. gauge	Queen's Head	Fleur-de-Lis	Gorbals "best-best"
16	$12 55	$12 55	$ 8 70
18-20	12 55	12 55	8 85
22-24	12 25	12 25	9 05
26	12 25	12 25	9 25
28	13 00	13 00	9 65
10¾ oz.....		.....	10 00

Less 25c in case lots.

F.o.b. Montreal.

SHINGLES

	Per sq.
Standard galvanized	$10 25
Shipping weight, 90 lbs.	
Standard painted	8 00
Shipping weight, 80 lbs.	

Discount 7½%.

F.o.b. Toronto, Ottawa, Oshawa

SIDING METAL

Standard galvanized	$8 75
Standard painted	7 00

Discount 7½%.

F.o.b. Montreal, Toronto, Ottawa, Oshawa.

SOLDERING COPPERS

Base, 3-8 lbs., 64c lb. F.o.b. Toronto and Hamilton.

SOLDER, BAR

See Weekly Report.

STAPLES

See Wire Products.

STOVES

Oil Burning Cooking	Each
Perfection 2-burner	$12 75
Perfection 3-burner	$16 50
Perfection 4-burner	21 00
No. 22G oven for above stoves	5 00
McClary Glass Front Oven No. 70	4 25
Detroit Glass Front Oven No. 85	4 50

F.o.b. Sarnia, London, Toronto, Ottawa

Oil Burning Heaters.	List
No. 525 (125), each........	6 50
No. 530 (130), each.........	7 25
No. 630 (230), each.........	9 25

F.o.b. Toronto, Sarnia, London, Hamilton, Ottawa.

Discount 25% off list.

Just where do we stand?

CANADIANS are beginning to wonder where we stand with reference to our place in the Empire after the war. Are we to rank as full partners in this grand, big, going concern? Are we to pay our share of the upkeep of the navy? If not, what is to be our status?

Recognizing the growing interest in this problem, the editors of MACLEAN'S decided to devote the July issue to Imperial topics. It offers articles on various phases of our Imperial problem—articles which will have a particular interest at this time when Sir Robert Borden is in London in consultation with the leaders of the Imperial Government.

The July issue contains, besides, a cluster of other big features—readable, fearless and strong. Here are a few of the best:

Field-Marshal Sir Douglas Haig.

Imperial Topics

- **"Pocketing Our Imperial Pride"** By H. G. Wells
- **"Canada's New Place in the Empire"** By Prof. P. M. Kennedy
- **"Living Up to Our Reputation"** By Agnes C. Laut

The War - -

- **"Your Old Uncle Sam is Coming Right Back of You"** By Lieut.-Col. J. B. Maclean
- **"Stemming the Teuton Tide"** By Geo. Pearson

Fiction - - -

- **"The Strange Adventure of the Open Door"** - By Arthur Stringer
- **"The Three Sapphires"** - - By W. A. Fraser
- **"The Torby Tragedy"** - - By A. C. Allenson
- **"The Magic Makers"** - - By Alan Sullivan
- **"Lennix Ballister—Diplomat"** By Archie P. McKishnie

All the regular features as well: Review of Reviews, The Best Books, The Business Outlook, The Investment Situation, Women and Their Work.

July MacLean's

"Canada's National Magazine"

At All News Stands - 20 Cents

SPADES, SHOVELS AND SCOOPS

	1st Grade	2nd Grade	4th Grade
Plain Back Shovels and Spades....	50%	50%	50%
Draining Tools	50%	50%	....
Hollow Back Scoops	50%	....	50%
Sand Shovels	50%	....	50%
Hollow Back Shovels	50%	....	50%
Hollow Back Coal Shovels	50%	....	50%
Riveted Back Scoops	50%	50%	50%
Miners' Spring Point Shovels	50%	....	....

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List; Black List prices being as follows:

BLACK LIST PRICES

Plain Back Shovels and Spades..	$29.00	$28.00	$25.00
Draining Tools, No. 2, black	29.00	27.50	....
Hollow Back Scoops, No. 2, black.	34.50	....	32.00
Coal Shovels, Hollow Back, No. 2, black	32.00	....	30.00
Sand Shovels, No. 2, black	27.50	....	24.00
Hollow Back Shovels, No. 2, black	27.50	....	24.00
Riveted Back Scoops, No. 2 black	37.50	35.50	34.00
Miners' Spring Point Shovel, No. 2, black	36.50	....	....

NET EXTRAS—

For each size larger than No. 2, add 25c dozen net.
Full polished ....$1.00 per dozen net
Half polished .... 50c per dozen net

F.o.b. London, Hamilton, Toronto, Gananoque, Ottawa, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon.

SWEEPERS, CARPET Bissell's Doz.

American Queen, Nickeled Fittings, Cyco Ball Bearing $43 00
Boudoir, Nic., Cyco B.B..... 40 00
Club, Jap. Cyco Bearing 96 00
Champion, Nickeled Fittings 35 00
Champion, Japanned Fittings 31 00
Elite, Nic., Cyco B.B....... 46 00
Grand, Nic. ,Cyco B.B....... 56 00
Grand, Jap., Cyco B.B..... 52 00
Grand Rapids, Nic., Cyco B.B. 40 00
Grand Rapids, Jap., Cyco B.B 36 00
Parlor Queen, Nic., Cyco, B.B. 46 00
Princess, Nic., Cyco B.B... 41 00
Standard, Nickeled Fittings 37 00
Standard, Japanned Fittings 33 00
Universal, Nic., Cyco Bearing 38 00
Universal, Jap., Cyco Bearing 34 00

SWEEPERS, VACUUM Bissell's Doz.

Grand Rapids, Nic.......... $84 00
Household, Jap. 72 00
Superba, Nic. 99 00

F.o.b. factory Niagara Falls, Ont., and other jobbing points in Eastern Canada.

SWEEPERS (ELECTRIC)

Steel frame 33 75
Aluminum frame 41 25
Attachments, set 7 50

F.o.b Toronto, Hamilton, London.

TACKS Discount

Wire Tacks ....60 and 10%
Revised Hardware Tack List adopted Jan. 1, 1916 ....60 and 15%
Double pointed tacks....60 10%
Shoe findings list adopted July 5, 1917—Net list.
List of Capped Goods adopted Jan. 1. 1916..60 and 15%

F.o.b. Toronto, Hamilton, Montreal, London.

TINNERS' TRIMMINGS

See prices under head of Wires.

TOASTERS, ELECTRIC

Upright, with rack $4 00

TOOLS, HARVEST

Waverly, Wellandvale, Rixford, Maple Leaf, Bedford, 17½% discount. Samson, 12½% discount.

F.o.b. Montreal, Toronto, Hamilton, London.

TROUGH (EAVE)

O. G. Square bead and half round.

Size in girth		Per 100 ft.	
8 in.....	$ 6 90	15 in.....	$12 50
10 in.....	7 70	18 in.....	16 00
12 in.....	9 10	Discount 10%.	

F.o.b. Toronto, Oshawa, Ottawa

TRAPS (GAME) Doz. with chain

Victor, No. 1 .... 2 20
Jump, No. 1 .... 2 95
Hawley & Norton, No. 1.... 3 45
Newhouse, No. 1........... 4 70

F.o.b. Toronto, London, Hamilton, Montreal.

TWINE (BINDER) Per lb.

500 ft. $0 23½
550 ft. 0 25¼
600 ft. 0 26½
650 ft. 0 28

In 5-ton lots ¼c discount from above; 10 tons and upwards, ¼c discount. Freight paid on 300 lbs. and over to nearest station.

F.o.b. Montreal, Toronto, Brantford, Hamilton, London

TWINE (COTTON)

3-ply wrapping, lb...........69-72
4-ply, wrapping, lb...........73-76

F.o.b. Toronto, Hamilton, London.

WOOD TUBS

No. 0, per dozen $19 80
No. 1, per dozen 17 60
No. 2, per dozen 15 40
No. 3, per dozen 13 20

F.o.b. Newmarket

VALVES %

Ground work 50
Compression work, standard.. 52
High grade 45
Cushion work 46
Fuller work, standard 50
High grade 43
Basin cocks, No. 0 standard.. 46
High grade 46
Bath cocks 53
Flatway stop and waste cocks, standard 53
High grade 50
Roundway Stop and Waste Cocks, standard 53
High grade 50
Brass Steam Cocks, standard.. net
Radiator valves, standard.... 15
High grade 7½
Globe, angle and check valves, standard 10
Do., high grade 7½
Patent quick opening valves.. 85

F.o.b. Toronto

WARES, ETC.

Scotch Grey Ware, 50, 5%.
Colonial, 33 1-3%.
Imperial Ware, 33 1-3%.
Pearl, 33 1-3%.
Premier, 10%.
Canada Ware, 10%.
Diamond, 10%. White Ware, 50%.
Japanned Ware, list plus 20%.
Japanned Ware, White, list, plus 30%.
Plain and Jap. Sprinklers, list plus 20%.
Stamped Ware, plain, 50%.
Stamped Ware, retinned, 45%.
Copper Bottoms, list, plus 10%.
Tinners' Trimmings, plain, 50%.
Tinners' Trimmings, retinned, 45%.
Tinners' Trimmings, general, list plus 10%.
Factory Milk Cans, list plus 50%.
Milk Can Trimmings, list, plus 60%.
Cream Cans, list ,plus 25%.
Railroad Cans, list, plus 20%.
Pieced Tinware, C.B., list, plus 50%.
Sheet Iron Ware, list, plus 10%.
Pieced Ware, ordinary, list, plus 30%. Fry Pans, 40 and 10%.
Spiders, steel, 10%; cast iron, 17½%.
Fire Shovels, Japanned, list, plus 10%.
Steel Sinks, painted, list, plus 10%
Steel Sinks, galvanized, list plus 15%.
Light Galv. Pails and Tubs, list plus 20%.
Heavy Galv. Pails and Tubs, list, plus 10%.
Garbage Pails, list, plus 10%.
Jap. Coal Hods, list, plus 25%.
Galv. Coal Hods, list, plus 40%.
Paper Lined Boards, 40 and 5%.
Wood Lined Boards, 30 and 10%.
Stove Pipe, patent, per 100, 6 in., $20.36; 7 in., $21.83.
Common, made-up, per 100, 5 and 6 in., $21.00; 7 in., $23.00.
Polished, made-up, per 100, 5 and 6 in., $23.00; 7in., $25.00.
Stove Pipe Thimbles, 50, 10%.
Copper Boilers, list, plus 10%.
Copper Tea Kettles, list, plus 10%.
Copper Tea Kettles, 3 doz. lots, list, plus 10%, less 10%.
Copper Tea and Coffee Pots, list, plus 10%.
Copper Tea and Coffee Pots, in 3 doz. lots, list, plus 10%, less 10%.

F.o.b. Montreal, Toronto, London, Hamilton.

WASHERS, IRON

Full box, 10% on list. Net prices per 100 lbs.: ¼ in., $21.80; 5-16 in., $18.50; ⅜ in., $16.30; 7-16 in., $13.55; ½ in., $13; 9-16 in., $12.15; ⅝ in., $11.70; 11-16 in., $11; 13-16 in., $11.70; 15-16, $11.70; 17-16 in., $11.70; 50 lbs. of one size, $2 per 100 lbs. less.

F.o.b. Montreal, Toronto, London

WEIGHTS, SASH

	Tor'to	Lond'n	Mont'l
Sectional, 1 lb. per 100 lbs...	$5 50	$5 50	$5 35
Section, ½ in. per 100 lbs...	5 50	5 50	5 50
Solid, 3 to 30 lbs., per cwt..	3 90	4 00	4 00

WHEELBARROWS

Navvy, steel wheel, doz..37.50-51.50
Garden steel wheel, doz.51.00-75.00
Light garden, doz. 37.00-54.00

F.o.b. Montreal, Toronto, London.

WIRE PRODUCTS

F.o.b. Toronto, London, Hamilton, Montreal

Cut Hay Baling Wire Per 100 lbs.

No. 9 .... $6 60
No. 10 .... 6 65
No. 11 .... 6 70
No. 12 .... 6 85
No. 13 .... 6 95
No. 13½ 6 95
No. 14 .... 7 10
No. 15 .... 7 35

Stovepipe Wire

No. 18 .... 8 25
No. 19 .... 8 75

Hay Wire in Coils

No. 13 .... 6 80
No. 14 .... 6 90
No. 15 .... 7 05
No. 16 .... 7 20

Smooth Steel Wire.

Nos. 0-9 gauge, base 6 25

Extras over base sizes on smaller gauges are as follows:

No. 10, 6c extra; No. 11, 12c; No. 12, 30c; No. 13, 30c; No. 14, 40c; No. 15, 55c; No. 16, 70c extra.

Extra net per 100 lbs.—Oiled wire, 10c; spring wire, $2.50; bright, soft drawn, 15c; charcoal (extra quality), $1.25; packed in casks or cases, 15c; bagging and paperings, 10c; 50 and 100-lb. coils, in 25-lb. coils, 15c; in 5 and 10-lb. coils, 25c; in 1-lb. coils, 50c; in ½-lb. coils, 75c; in ¼-lb. coils, $1.

Fine Steel Wire

List Price on Fine Steel Wire

No. 17......	$5 00	No. 26....	$ 9 50
No. 18......	5 50	No. 27....	10 00
No. 19......	6 00	No. 28....	11 00
No. 20......	6 65	No. 29....	12 00
No. 21......	7 00	No. 30....	13 00
No. 22......	7 30	No. 31....	14 00
No. 23......	7 65	No. 32....	15 00
No. 24......	8 00	No. 33....	16 00
No. 25......	9 00	No. 34....	17 00

For prices of fine steel wire add 45% to above list.

Extra net

List of extras in 100-lb. lots, net

Tinned wire, Nos. 17-25 .... $3 00
Nos. 26-31 .... 5 00
Nos. 32-34 .... 7 00
Coppered 0 75
Oiling 0 10
In 25-lb. bundles 0 15
In 5 and 10-lb. bundles.... 0 25
In 1-lb. hanks 0 25
In ½-lb. hanks 0 28
In ¼-lb. hanks 0 50
Packed in casks or cases.... 0 15
Bagging or papering......... 0 16

Oiled and Annealed Wire

No. 10 .... $6 45
No. 11 .... 6 47
No. 12 .... 6 55

Wire Bale Ties

No. 12 .... $ 75
No. 13 .... 6 85
No. 13½ 6 90
No. 14 .... 7 00
No. 15 .... 7 20
No. 16 .... 7 45

Fence Wire. Toronto

Barb ....$6.25-$6.50
No. 9 pl. galv........... 5.35- 5.90
No. 12 pl. galv.......... 5.50- 6.00
No. 13 pl. galv.......... 6.00- 6.15
No. 9 coil sp............ 5.50- 5.90
No. 12 coil sp........... 5.80- 6.20

Quotations are at times made on wire at lower figures than the general market by jobbers having large stocks to dispose of.

Fence Staples

Fence staples, bright $5 50
Fence staples, galvanized.$6.25-6.50
In 25-lb. boxes add 25c extra

Poultry Netting Staples

Poultry netting staples, galvanized, list $12 00
Less discount of 12½%.

Bright poultry netting staples $1.10 less than galvanized after discount has been made.

Copper and Brass Wire

Copper wire list, plus.........10%
Brass wire, 3 to 24 gauge, add 40%
25 to 36 gauge, add 25%

Wire Cloth

Black Fly Screen Cloth, per 100 sq. ft. in 100-ft. rolls...$3 50
In 50-ft. rolls 3 55
Galvanized, per 100 sq. ft. in 100 ft. rolls 4 75 5 50
Bronze, sq. ft. 0 14

F.o.b. Toronto, Hamilton, London.

Wire Goods

Discounts apply to list adopted Nov. 20, 1916.

Bright Screw Eyes Suits, A.B.C.M. 82½%
Bright Iron Gate Hooks and eyes 82½%
Bright square cornered screw hooks, and stove pipe eyes 82½%
Brass, screw eyes suits, A.B.C. 70%
Brass Screw Hooks 70%
Brass Gate Hooks and eyes 70%

F.o.b. Toronto, Montreal, London, Hamilton.

WRINGERS

Royal Can., 11 in., doz. list $84 72
Eze, 11 in., per doz. 91 80
Trojan, 12 inch 185 00
Favorite 511E 105 80
Unexcelled, 1041E 129 60
Easy Work 90 50
Challenge, 3111E 94 30
Gem, 141E 91 80
Sunlight, 111E 82 80
Ottawa, 341E 103 30
Empire, 11 in. 93 80
Superior, 11 in. 84 80
Majestic, 11 in. 88 00
Perfect, 11 in. 97 50
Bicycle, 11 in. 103 30
Daisy, No. 2 .... 114 72
Daisy, No. 1 .... 105 84
Maple Leaf No. 2 .... 103 20
Maple Leaf No. 1 .... 94 32
Sun 78 90
Rapid 82 80
Universal 63 00
Eureka, 10 in. 65 00
Eureka, 11 in. 71 00
Eclipse 97 70

Discount off above list, 30% and 10%.

Freight equalized on shipments of ¼ doz. and upwards on Montreal Toronto, Kingston, Hamilton, London, St. Mary's.

For zinc products and zinc sheets See weekly report.

WRENCHES

Trimo—	Doz. net		Doz. net
8 in.....	$15 60	18 in.....	$35 00
10 in.....	17 40	24 in.....	50 60
14 in.....	24 25		

Coes—	Doz. net		Doz. net
6 in....	$13 00	15 in....	$31 20
8 in....	15 60	18 in....	41 60
10 in....	18 20	21 in....	50 70
12 in....	23 40		

Stillson—	Each	Doz. net
6 in.	$1 20	$14 00
8in.	1 35	15 60
10 in.	1 50	17 40
14 in.	2 10	24 45
18 in.	3 00	35 00
24 in.	4 35	50 60
36 in.	....	94 20
48 in.	....	139 20

PLATE A21D

EMPIRE CLOSETS

Every Merchant Plumber is interested in seeing his customer get the best that the market affords.

It means better profits and satisfied customers.

Empire Vitreous China Closet Combinations are durable, neat in appearance and silent in operation.

Oak and Vitro Closet Outfits carried in stock.

We can make prompt shipment of all lines of plumbing and heating material.

Empire Mfg. Co., Limited
London Toronto

YOU'LL MAKE MONEY ON THESE BECAUSE—

BLACK DIAMOND Tarred Felt
JOLIETTE and CYCLONE Brands
Sheathings, Roofings and all lines of Building Paper are of the best material and sure to secure repeat orders.

Saves money for your customers. They'll reciprocate—by giving you their business in other lines.
We also sell you wrapping papers of all descriptions.
All kinds of Sheathing made at our own mills. Our reputation is behind all these Brands.

ALEX. McARTHUR & COMPANY, LIMITED

82 McGILL STREET, MONTREAL

The Oribo Mfg. Co., Limited, Winnipeg, is our Sole Selling Agent for the Northwest Provinces

E. Roy,
65½ St. Andre St., Montreal, Que.

C. C. Cartwright,
85 Water St., Winnipeg, Man.

4 Good Reasons ---READ 'EM!

Why you should sell Rolled Thread Bolts and Screws:

BETTER QUALITY—Rolled Thread Bolts can only be made from first quality Basic Open-Hearth Stock.

STRONGER—Actual tests show 13 per cent. greater strength than Cut Thread Bolts.

NO USELESS WEIGHT—Shanks are smaller than threads. No useless weight to pay freight on.

BIG FIRMS ADOPTING THEM—Some of the largest users on the continent will accept nothing else—and they always investigate before acting.

THE NORTHERN BOLT, SCREW AND WIRE COMPANY, LIMITED - OWEN SOUND, ONT.

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE
Colors and white—2½-lb. packages, $8.60 for 100 lbs.; 5-lb. packages, $8.40 for 100 lbs. F.o.b. Montreal, Toronto, London.

BEESWAX	Per lb.
Small quantities	$0 45
Larger quantities	0 40

F.o.b. Toronto.

BLUE STONE	Montreal	Toronto
Per lb.	13-14	14-16

BRONZING LIQUID
Bronzing liquid, No. 1 .$1.50-$2.00
Banana oil, gal. 3.50- 7.00
F.o.b. Montreal, Toronto.

BRUSHES
Weighted, 15 lbs., each..$1.35 $2.00
Weighted, 20 lbs., each.. 1.60- 2.25
Acme, 15 lbs., each...... 1.75
Acme, 20 lbs., each...... 2.00
Acme, 25 lbs., each...... 2.35
F.o.b. Toronto.

COATING
Cement Coating $3 00 $3 75
F.o.b. Montreal, Toronto.

COLORS (DRY)	Per lb
Raw Umber, No. 1, 100-lb. kegs	0 07
Do., pure, 100-lb. kegs	0 15
Burnt Umber, No. 1, 100-lb. kegs	0 07
Do., pure, 100-lb. kegs	0 15
Raw Sienna, No. 1, 100-lb. kegs	0 07
Do., pure, 100-lb. kegs	0 15
Burnt Sienna, No. 1, 100-lb. kegs	0 07
Do., pure, 100-lb. kegs	0 15
Imp. green, 100 lb. kegs	0 28
Chrome green, pure	0 35
Chrome yellow	17-31
Brunswick green, 100 lb. k.	0 12
Indian red, 100-lb. kegs	0 15
Indian red, No. 1, 100 lb. k.	0 06
Venetian red, best bright	0 04
Venetian red, No. 1	0 02½
Drop black, pure dry	0 15
Golden ochre, 100 lb. kegs	0 06½
White ochre, 100 lb. kegs	0 04
White ochre, barrels	0 03
Yellow ochre, barrels	0 03½
Spruce ochre, 100-lb. kegs	7-8c
Canadian red oxide, bbls	2 -2¼
Super magnetic red	2¼-2½c
Vermilion	0 40
English vermilion	2 50

F.o.b. Montreal, Toronto.

COLORS IN OIL, PURE
1 lb. tins—

Venetian red	0 16
Indian red	0 30
Chrome yellow, pure	0 53
Golden ochre, pure	30-32
French spruce ochre, pure	0 18
Chrome green, pure	24-23
French permanent green, pure	28
Signwriters' black, pure	0 33
Lampblack	0 35
Marine black, 5 lb. irons	0 20

F.o.b. Montreal, Toronto.

ENAMELS (White)	Gal.
Duralite	6 50
Albagloss	6 05

GLUE	Per lb.
Brantford All Round Glue—	
Case No. 7—50-lb. pkgs.	$28 00
Case No. 8—100 ½-lb. pkgs.	31 00
Case No. 9—200 ¼-lb. pkgs.	38 00
Discount.	
French medal (prices withdrawn)	
English common sheet	32-34
English prima	35-38
White pigsfoot	0 50
Cake bone, 112-lb. bags	0 35
Hide, 112-lb. bags	0 45
Gelatine, 112-lb. bags	45-60
Ground glues, 112-lb. bags, No. 1	28-30
Ground glue, No. 2, 112-lb. bags	22-24
Do., No. 2, less than bags	24

GLASS

Per 100 ft.	Single Thick	Double Thick
Under 25	$16 80	$22 90
26 to 34	17 60	24 85
35 to 40	18 35	26 40
41 to 50	23 50	30 00
51 to 60	24 60	30 80
61 to 70	26 50	32 70
71 to 80	29 70	35 40
81 to 85	....	45 45
86 to 90	....	48 85
91 to 94	....	49 80
95 to 100	....	58 55
101 to 105	....	65 35
106 to 110	....	73 10

Discount box glass, 25%.
Cut lights, 10%. Cash 2%.
F.o.b. Montreal, Toronto, London, Hamilton.

GLASS, PLATE

	Sq. foot
Plates up to 1 foot, each	$0 80
Plates from 1 to 2 feet, each	0 90
" 2 to 3 "	0 95
" 3 to 4 "	1 15
" 4 to 5 "	1 35
" 5 to 7 "	1 50
" 7 to 10 "	1 70
" 10 to 12 "	1 75
" 12 to 15 "	1 85
" 15 to 25 "	1 95
" 25 to 50 "	2 15
" 50 to 75 "	2 20
" 75 to 90 "	2 25
" 90 to 100 "	2 30
" 100 to 120 "	2 60
" 120 to 140 "	2 90
Plates 101 to 110 wide containing not over 100 ft. each	3 00
Plates 111 to 120 wide containing not over 100 ft., each	3 40
Plates 101 to 110 wide containing over 100 ft., each	3 40
Plates 111 to 120 wide containing over 100 ft., each	3 75

Trade Discount, 25%.
City deliveries, 33 1/3%.
Montreal, London, Hamilton, Toronto, Kitchener.

GLAZIERS' POINTS
Zinc coated, $1.56-$1.62 per doz. packages 6 lbs. gross.
Zinc, pure, prices withdrawn.
F.o.b. Montreal, Toronto.

LEAD, WHITE (Ground in oil.)
Prices are per 100 lbs. in ton lots. Less than ton lots are 35c per 100 lbs. higher than quoted below.

	Montreal	Toronto
Anchor, Pure	$16 50	$16 75
Crown Diamond	16 50	16 75
Crown, Pure	16 50	16 75
Green Seal	16 50	16 75
Tiger, Pure	16 50	16 75
Ramsay's Pure	16 50	16 75
Moore's Pure	16 50	16 75
O.P.W. Dec. Pure	16 50	16 75
Red Seal	16 50	16 75
Decorators' Pure	16 50	16 75
O.P.W. English	16 70	16 95
Elephant Genuine	17 10	17 25

B.B Genuine Lead, less than tons, $18.60 Toronto; $17.20 Montreal. Ton lots 5% off; five-ton lots 10% off.

LEAD (RED DRY)

Genuine, 560-pound casks, per cwt.	$14 00	$14 50
Genuine, 100-pound kegs, per cwt.	14 75	15 50
Less quantity	16 00	17 00

F.o.b. Montreal, Toronto.

LEAD, ARSENATE OF

	Dry, Pound	Paste, Pound
Barrels, 600 lbs.	....	0 24½
Half bbls., 300 lbs.	....	0 24¾
100s	0 45	0 25
50s	0 45½	0 25½
25s	0 46	0 26
10s	0 47½	....
5s	0 49½	0 29½
2s	....	0 31
1s	0 52	0 32½

F.o.b. Toronto, Montreal and Hamilton

MURESCO
Tints, 5-lb. packages, per 100 lbs., $8.40; white, 5-lb. packages, $7.80. F.o.b. Toronto.

LINSEED OIL
For prices see weekly report.

PAINTS, PREPARED
Price per gallon

Elephant, white	3 70
Elephant, colors	3 45
B.H. English, white	3 80
B.H. English, colors	3 70
B.H. Floor	3 05
B.H. Porch Floor	3 70
Minerva, white	3 60
Minerva, colors	3 40
Crown Diamond, white	3 55
Crown Diamond, colors	3 45
Crown Diamond, floor	2 95
B.H. Fresconette, white	3 35
B.H. Fresconette, colors	3 25
Moore's House Colors, white	3 50
Moore's House Colors, colors	3 40
Moore's Egyptian Paint, all colors	2 75
Moore's Floor Paint	2 90
Moore's Sani-Flat	3 00
Jamieson's Crown Anchor	3 30
C.P.C. Pure, white	3 80
C.P.C. Pure, colors	3 70
O.P.W. Canada Brand, white	3 70
O.P.W. Canada Brand, colors	3 40
O.P.W. Canada Brand, floor	2 95
O.P.W. Flat Wall, white	3 20
O.P.W. Flat Wall, colors	3 00
Ramsay's Pure, white	3 65
Ramsay's Pure, colors	3 35
Martin-Senour, 100%, white	3 80
Martin-Senour, 100%, colors	3 70
Martin-Senour, Porch Paint	3 70
Martin-Senour, Neutone, white	3 35
Martin-Senour, Neutone, colors	3 25
Senour's Floor Paint	3 15
Sherwin-Williams, white	3 80
Sherwin-Williams, colors	3 70
Flat Tone, white	3 35
Flat Tone, colors	3 25
Lowe Bros. H.S., white	3 80
Lowe Bros. H.S., colors	3 70
Mellotone, white	3 50
Mellotone, colors	3 35
Sanitone, white	3 35
Maple Leaf, white	3 80
Maple Leaf, colors	3 70
Maple Leaf, floor	3 15
Maple Leaf, flat wall	3 25
Pearcy's Prepared, colors	3 15
Pearcy's Prepared, white	3 50

F.o.b. Montreal, Toronto.

PARIS GREEN

	C.P. Berger's and Munro's Per lb.	
In barrels, about 600 lbs.	0 60¼	0 61
In arsenic wegs, 250		
In 50 lb. and 100 lb. drums	0 61¼	0 62
In 25 lb. drums	0 62¼	0 63
In 1 lb. packets, 100 lbs. in case	0 64¼	0 65
In ½ lb. packets, 100 lbs. in case	0 66¼	0 67
In 1 lb. tins, 100 lbs. in case	0 66¼	0 67

Above prices f.o.b. Montreal, Quebec, Moncton, St. John and Halifax. Toronto, Hamilton, London, Yarmouth and P.E.I. are ¼c per lb. higher. Terms one month net or 1% in 15 days.

PASTE WOOD FILLER	Pound
1 lb. cans	16-19
2 lb. cans	16-19
5 lb. cans	15-19
12½ lb. cans	14-15
25 lb. cans	14-15

F.o.b. Montreal, Toronto.

PUTTY

	Standard Less than tons Montreal	Toronto
Bulk, in casks	$4 35	$4 60
Bulk, 100-lb. drums	5 20	5 35-5 45
Bulk, 25-lb. drums	5 20	5 45
Bulk, 12½-lb. irons	5 20	5 50-5 70
Bladder, in bbls.	5 20	5 50-5 70

Ton lots standard are 20c per hundred pounds less.
Pure Putty, $2 cwt. advance.
London and Hamilton prices same as Toronto.

SHELLAC
Pure White, gal.. $4 40-$4 90
Pure Orange, gal.. 4 15- 4 50
Gum Shellac, TN, 74-76c lb.; finest orange, 79-95c; bone dry white, 82-85c F.o.b. Toronto, London.

PAINT AND VARNISH REMOVER

Taxite, 1 gal. cans	3 00
B.H. Vanisher	$2 75
Cumoff	3 00
Takof	3 25
O.P.W. Presto	3 00
Lingerwett	2 80-3 25
Solvo	3 00

F.o.b. Montreal, Toronto.

TURPENTINE
See weekly report elsewhere in this issue for prices.

SLATING	Gal.
Liquid Slating, B.B.	$2 20

VARNISHES Per gal. cans
No. 1 Furniture, extra, barrels, $1.10-$1.21 gal.; gal. tins ....$1.32-$1.45

B.H. Stovepipe Varnish, ½ pints, per dozen	1 54
Depend-on, list	3 25
B.H. Maritime Spar, list	7 90

Everlastic, Depend-on and Maritime Spar subject to discount of 40%.

Elastilite	2 90
Graniline Floor Finish	2 90
Hydrox Spar	3 66
Sun Varnish	2 64
Sun Spar	4 50
Sun Waterproof Floor	3 02
Jasperite Interior and Exterior	2 65
Jasperite Pale Hard Oil	1 90
Jasperite Indestructo Floor Finish	2 65
Jamieson's Copaline	3 02
M-S Marble-Ite Floor	3 29
M-S Wood-Var	3 29
M-S Double Spar	4 57
M-S Finest Interior	3 86
Elastic Interior	2 64
Mar-not	3 52
Quick Action House	2 47
Rexspar	4 62
Sear-Not	3 34
Kyanize Spar	4 95
Kyanize Cabinet Rubbing	3 85
Kyanize Interior	3 85
Luxeberry light	3 30
Luxeberry granite	3 52
Luxeberry spar	4 95
Ramsay's Universal	2 64

F.o.b. Montreal, Toronto.

WATER PAINTS

Opalite, 300 lb. bbls.	0 13½
Opalite, 100 lb. kegs	0 14
1 gal. packages, per pkg.	0 75
½ gal. package, per pkg.	0 40
Coralite, 5-lb. pkgs., white	0 07
Coralite, 5-lb. pkgs., colors	0 07½
B.H. Frescota, 5 lbs. white, $6.50; colors	7 00

F.o.b. Montreal, Toronto.

WASTE
Cream, Polishing $0 21

WHITE

XXX	0 20
XX	0 18
X	0 17
XC	0 16
Japanese	0 15
XXX Extra	0 21
X Grand	0 19½
XLCR	0 18½
X Empire	0 17½
X Press	0 16

COLORED

No. 5	15
No. 1	14
No. 7	13
No. 1A	11½
No. 1B	10½
Fancy	16½
Lion	15
Standard	13½
Popular	12
Keen	10½

Above lines subject to trade discount for quantity.

WAX	Per lb.
C. & B. Floor Wax	$0 35
B.H. Wax	0 35
Ronuk Floor Wax, lb.	0 38
Berry Bros.	0 34
Imperial Floor Wax	0 40
Anchor	0 38
O.P.W. Lion Brand	0 35
Old English	0 53
Johnsons	0 57
Jamieson's liquid wax, gal.	2 75
Gold Medal	0 42
Ramsay's	0 30
S. & W.	0 40

F.o.b. Montreal and Toronto.

WHITING
Plain, in bbls. $2 50
F.o.b. Montreal, Toronto, London
Gilders, bolted, in bbls....... 3 00

WOOD ALCOHOL per gal.
In five gallons..........$1.80-$1.90
In barrels ....- 1.79
$4 extra for barrels
F.o.b. Montreal, Toronto, London.

Linseed Oil

THE CANADA LINSEED OIL MILLS LIMITED
MONTREAL & TORONTO
WARRANTED PURE LINSEED OIL

"Warranted Pure"

is the slogan of this Company

RED S BRAND WINDOW GLASS

GLASS BENDERS TO THE TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

DON ROADWAY TORONTO

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863
Twelve Medals of Award at
INTERNATIONAL
Expositions.

INCORPORATED 1895
Special Grand Prize
GOLD MEDAL
Atlanta, 1895.

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY - - - - PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, $11.00.

Shot, soft, per cwt., $17.20; chilled, $18.70; buckshot, $18.00; ball, $18.40.

Dominion Metallics—B.B. Caps, $3.80; C.B. Caps, $3.50; 22 Short Black or Lesmok, $4; 22 Long Black or Lesmok, $4.80; 22 Short Smokeless, $4.30; 22 Long Smokeless, $6; 22 Long Rifle Black, $5.60; 22 Long Rifle Smokeless, $7 per M. net. Center Fire Pistol, 22%; Center Fire Sporting, 25% off American list.

American Metallics—B.B. Caps, $3.06; C.B. Caps, $3.85; 22 Short Black, $4.85; 22 Long Black, $5.25; 22 Long Rifle Black, $7.70; 22 Short Smokeless, $4.69; 22 Long Smokeless, $6.55; 22 Long Rifle Smoke, less, $7.65 per M. net. Center Fire Pistol, 10% on list; Center Fire Sporting, 10% on list.

Loaded Shells—Crown Black Powder, 12 ga., $31; Sovereign Smokeless, 12 ga., $38; Regal Smokeless, 12 ga., $38; Nitro Club Smokeless, 12 ga., $41; Canuck Smokeless, 12 ga., $41 per M. net. Empty Paper Shot Shells, $14 per M.; Empty Brass Shot Shells, $6.65 per 100.

ANVILS

Peter Wright, 80 lbs. and up, 24c per lb.; clip horn, 25c lb.

Norris, 80 lbs. and over, 16c.

AXES

Single Bit	$14 50	$20 00
Double Bit	16 50	21 50
Broad axes	32 00	35 00

AUGER BITS

Standard List Prices per Dozen

3/16	$6 00	18/16	$12 00
4	5 00	19	14 00
5	5 00	20	14 00
6	5 00	21	16 00
7	5 00	22	16 00
8	5 00	23	18 00
9	6 00	24	18 00
10	6 00	25	21 00
11	7 00	26	21 00
12	7 00	27	24 00
13	8 25	28	24 00
14	8 25	29	27 00
15	9 50	30	27 00
16	9 50	31	30 00
17	12 00	32	30 00

Discounts from standard list prices

Irwin	10%
Gilmour	45%

BARS, CROW. $10.25 per 100 lbs.

BAR IRON

Bar iron.—$5.50 base; Swedish iron, $5.25; sleigh shoe steel, $5.80; spring steel, $6.50; machinery steel, $8.00; tool steel, octagon, 100 lbs., $13.

BELTING

Rubber, 6 in. and under, 25-2½%; over 6 in., 20%.

Agricultural or No. 1 leather belting, 47½% off list.

Standard, 30, 10 and 5% off list.

The "double" list is just twice the price of "single."

BELT LACING

In sides, tanned, $1.55 per lb.; cut, $1.75 per lb.; rawhide, sides, $1.50; cut, $1.70.

Blue Stone (Vitrol), 12c lb.

BOLTS

Carriage, ⅜ and smaller, 5%; 7-16 and larger, 5% on list; machine, ⅜ and under, 5%; 7-16 and over, 5% on list; machine set screws, 25%; plough bolts, 5% on list; stove bolts, 50%; shaft belts, 5% on list; tire bolts, 25%; sleigh shoe bolts to ⅜ and smaller, 5% on list; 7-16 and up, 5% on list.

BORAX. Borax, per lb., 14c.

BUILDING PAPER

Tarred, $1.10 to $1.60 per roll, according to quality; plain, 80c to $1.45.

BUTTS

Plated—No. 241 Antique Copper and Dull Brass Finish

	Per pr.
2½ x 2½ in.	35
3 x 3 in.	37
3½ x 3½ in.	38
4 x 4 in.	47
4½ x 4½ in.	68
5 x 5 in.	80

Wrought Steel—

No. 840	Net list
No. 800	5% on list
No. 838	Net list
No. 804	5% off list

CHAIN

Coil, 3-16 in., $18.50; ¼, $13.65; 5-16 in., $12.20; ⅜, $11; 7-16, $10.70; ½, $10.40; 9-16, $10.40; ⅝, $10.25; ¾, $10.15; 1 in., $9.90. Logging, 5-16 in., 14c; ⅜, $12.80; ½, $12.20; tie-out, 47½%.

CHURNS

Barrel, No. 0, $7.20; No. 1, $7.20 No. 2, $8; No. 3, $8.80; No. 4. $10.40 each.

CLEVISES, MALL. 15c per lb.

CLOCKS—Alarm

	Each
Big Ben	$2 90
Baby Ben	2 90
America	1 25
Lookout	1 50
Sleepmeter	1 55

COPPER

Sheet and planished copper, 75c per lb. Tinned, 60c.

CORD SASH

Coils or Hanks

8, 9, 10 .... 72c lb.

DRILLS

Bit stock, 35%; Blacksmith, ½ in. round shank, 20%.

EAVETROUGH

Eavetrough, per 100 ft., 8 in., $6.50; 10 in., $7.20; 12 in., $8.45.

Conductor pipe, 2 in., per 100 ft., $7.55; 3 in., $9.15; 4 in., $12.05.

ENAMELWARE

See Wares.

FILES

Globe	Discount	45%
Nicholson Gen.	Discount	30%

FITTINGS

Malleable	Black	Galv.
Class B	$ 27	$ 38
Class C	17½	27
Bushings	20%	..
Unions	30%	..
Nipples 4" and under	45%	..

FORMALDEHYDE

400-lb. bbls., 29c lb.; 200-lb. barrels, 30c lb.; 100-lb. barrels. 31c lb.; 10-lb. jugs, $3.40 each; 5-lb. jugs, $1.90 each; 2-lb. jugs, 90c each.

GALVANIZED WARE

See Wares.

GLASS, WINDOW

	Single	Double
Up to 25 in.	$13 50	$18 50
26 to 40	14 50	21 00
41 to 50	18 50	23 75
51 to 60	19 50	24 25
61 to 70	20 50	25 75

GLASS (Plate)

Net list.

GLOBES—LANTERN

	Doz.
Short Pattern	$1 10
Cold Blast, regular	1 00

GRINDSTONES

Per 100 lbs., $2.75.

Mounted on steel frames, $5.00 to $6.75.

HARVEST TOOLS. 25%.

HINGES

Light T and strap, 10%.

Corrugated Strap Hinges — 4, $1.70; 5, $$2.10; 6, $2.85; 8, $4.60; 10, $7; 12, $10.75.

Corrugated Tee Hinges—4, $1.90; 5, $2.55; 6, $3.25; 8, $5.65; 10, $8.75; 12, $12.40.

HORSESHOES

Iron, No. 0 to 1, $7.35; No. 2 and larger, $7.10; snowshoes, No. 0 to No. 1, $7.60; No. 2 and larger, $7.35; steel, No. 0 to 1, $7.80; No. 2 and larger, $7.55; featherweight, $8.95.

IRON, GALVANIZED

	Premier	Apollo and "Fleur de Lis"
10¾ oz. or 28 Eng.	$10 90	$10 90
28 Am. or 26 Eng.	10 60	10 60
26 Am. or 26 special	10 30	10 30
24	10 15	10 15
22	10 15	10 15
18 and 20	10 00	10 00
16 Am.	9 85	9 85

IRONS, SAD

Common Sad Irons, 8 lbs., 11c per lb.; 4 lbs., 14c per lb.

Mrs. Pott's No. 55, set.......$2 10

Mrs. Pott's No. 50, set....... 2 25

Mrs. Pott's common sad iron handles, $1.60 dozen. Mrs. Pott's improved, $2.10 a dozen.

JACKSCREWS

10% off list.

KNIVES—HAY

	Doz.
Heath's	$12 50
Lightning	12 50

LAMP CHIMNEYS

A, per case 8 doz., $7.80 per doz., $1.05; B, per case 6 doz., $6.50; per doz., $1.15.

LANTERNS

No. 2, plain	$13 00
No. 25, Dash-board	17 50
Short Globe, doz.	13 00

LEAD PIPE, $14.40.

LEAD WASTE, $15.40.

LATCHES—THUMB, STEEL

	Doz.
2	$2 10
3	2 80
4	4 90
Barn Door	
5	2 80
8	3 00
9	5 20

LINSEED OIL

See weekly report.

MACHINES—WASHING

	Each
Dowswell	$ 5 00
New Century B	10 15
New Idea	11 35
Snowball	9 00

MATTOCKS

Pick, $11; cutter, $11.

MOPS

	Doz.
O'Cedar Polish, No. 1	$12 00
O'Cedar Polish, No. 3	12 00
Self-Wringing	5 25

MOWERS—LAWN

	14 in.	16 in.
Woodyatt	$7 75	$8 25
Empress	10 00	10 60
Daisy	6 15	.....
Star	7 00	7 50

NAILS

Wire, f.o.b. Fort William, $5.60 base; Winnipeg, $6 base. Cut f.o.b. Winnipeg, $6.55.

NETTING—POULTRY

Net Prices Per Roll

1 in. mesh x	24 in.	$5 95
	30 in.	7 20
	36 in.	8 50
2 in. mesh x	24 in.	2 90
	30 in.	3 40
	36 in.	4 05
	48 in.	5 25
	60 in.	6 55
	72 in.	7 80

NETTING. Poultry, 15%.

Banner Netting, 24 in., $4.15; 36 in., $5.30; 48 in., $6.25; 60 in., $7.40; 72 in., $8.40.

NUTS

Square, small lots, blank, 4½c tapped, 4¾c advance on list; Hexagon, small lots, blank, 4¾c; Tapped, 5c advance on list; case lots all styles, 1c less than above.

OILS

"Buffolite," 24c; Ideal Thresher, 47c; "B" Castor machine oil, 38c; Buffalo engine gasoline, 37½c; Buffalo "A" gas engine oil, 50c; Royal gasoline, 37c; Family safety coal oil, 24½c; "Engoline" engine coil oil, 20½c; Summer black oil, 22½c; Kelso engine oil, 47c; Electro oil, 45c; Royalite oil, 20c; Standard gas engine oil, 48c; Prairie Harvester oil, 49½c.

PAINTS

Stephens' Out White, $3.95; Stephens' House, $3.85; Stephens' Floor, $3.30; Silkstone, $3.15; Stephens' Barn Paint, $1.70.

DRY COLORS

Yellow ochre, in bbl. lots, 3c; less than barrel lots, 4c; golden ochre, barrels, 4c less; than barrels, 5c; Venetian red, barrels, $2.50; less than barrels, $3.50; American vermillion, 20c; English vermillion, $3 per lb.; Canadian metallic oxides, barrel lots, 3½c; English purple oxide, in casks, 3½c; less quantities, 4c per lb. Red lead, kegs, $19; less quantities, 20c.

PICK, Clay, 6-7, $12.25 per doz.

POLISH—

O-Cedar—	Doz.
4 oz.	$2 00
12 oz.	4 00
1 quart	10 00
½ gal.	16 00
1 gal.	24 00
Liquid Veneer—	
4 oz.	2 00
12 oz.	4 00
1 quart	8 40
½ gal.	14 40

(Continued on second page.)

Stephens' Stephens' Stephens' Stephens' Stephens' Stephens' Stephens' Stephens' Stephens' Stephens'

Economical advantages *alone* should increase Silkstone sales

Added to the appeal that we make for Silkstone Flat Wall Covers on the score of beautiful finish, cleanliness and ease of application, is the *great appeal of economy*

To-day more than ever is the public willing to listen to economy reasons, because the necessity for saving is absolute.

In comparing the economical advantages of Silkstone Flat Wall Colors over Wall Papers, Stephens' Paint Agents can easily swing more sales their way because the advantage is so apparent to the customer. Urge the economy of Silkstone therefore—urge it at every opportunity. It means INCREASED SALES.

If you are not now a Stephens' Agent, tear out this page now and write us for particulars.

It will pay you.

G. F. Stephens & Co., Limited

PAINT AND VARNISH MAKERS

Winnipeg and Calgary

Stephens' Stephens' Stephens' Stephens' Stephens' Stephens' Stephens' Stephens' Stephens' Stephens'

Winnipeg Hardware Quotations—Continued

PIPE, WROUGHT IRON

Per 100 Ft.	Black	Galv.
¼ inch	$ 6 08	$ 8 42
⅜ inch	6 16	8 50
½ inch	7 83	9 63
¾ inch	9 95	12 38
1 inch	14 67	18 27
1¼ inch	19 88	24 75
1½ inch	23 76	29 57
2 inch	32 04	39 78
2½ inch	51 30	63 59
3 inch	67 05	83 16
3½ inch	84 92	.....
4 inch	100 62	.....
4½ inch	116 10	.....
5 inch	135 00	.....
6 inch	174 60	.....

PLASTER. Paris, per bbl., $4.50.

PLATES, CANADA

18x21 per box, half polish, $10.25; full polished, $11.75; 18x24, half polished, $10.25; full polished, $11.75; 20x28, half polished, $10.25; full polished, $11.75.

PLOW SHARES, 21c per lb.

POINTS

Landslide plow, 1½x14 in., $3 55 per dozen.

PUTTY

100-lb. irons	$5 70
25-lb. irons, per cwt.	6 30
1½-lb. tins	0 12

RIVETS AND BURRS

Iron rivets, 10%; copper, No. 7, 65c lb.; No. 8, 66c; No. 9, 69c; No. 10, 71c; No. 12, 76c.

Five-lb. assorted boxes, No. 8. 74c; No. 10, 79c lb.

Copper Burrs, No. 7, 65c; No. 8, 66c; No. 9, 69c; No. 10, 71c; No. 12, 76c.

ROPE

Sisal, 28¼c base; pure Manila, 39¾c base; British Manila, 33¾c base; lath yarn, 28¼c base; African hemp, 33¾c base; cotton rope, ¼ and over, 65c lb.

Tarred Marline Hanks, per lb., 50c.

SANDPAPER—

Star—	Quire	Ream
00, 0, ½	$0 38	$ 7 20
1	0 39	7 50
1½	0 43	8 10
2	0 46	8 70
2½	0 49	9 30
3	0 57	10 80
B. & A.—		
00, 0, ½	0 45	8 50
1	0 47	9 00
1½	0 50	9 60
2	0 55	10 50
2½	0 60	11 00
3	0 67	12 75

SASH BALANCES (Caldwell). Net list.

SAWS, BUCK

Happy Medium, $10.00; Watch Spring, $10.40; Lance Tooth or Lightning Blades, $10.90.

SCREWS

Bright iron round head, 60%; flat head, 65%; round head, brass, 25%; flat head, brass, 30%; coach, 20%.

SCYTHES—	Doz.
Bramble	$13 25
Bush	13 25
Excelsior	14 50
Cast	12 50

SNATHS—	
No. 2 loop	11 50
Bush	13 00

SWEEPERS, CARPET—

See list in regular "Current Market Quotations" Column, f.o.b. factory, Niagara Falls, Ont.

SWEEPERS, VACUUM—	Doz.
Grand Rapids, Nic.	$ 87 00
Household, Jap.	75 00
Superba, Nic.	102 00

F.o.b. Jobbers' Warehouses, Winnipeg.

STEEL SHEETS, BLACK

10 gauge	$8 50
12 gauge	8 75
14 gauge	8 75
16 gauge	8 75
18-20 gauge	8 80
22-24 gauge	8 85
26 gauge	8 90
28 gauge	9 00

SHOVELS AND SPADES

Shovels—Fox and Olds, D.H., Sqr. Pt., $13.50 per doz.; D.H. Rd. Pt., $13.50 per doz.; L.H. Sqr Pt., $13.50; L.H. Rd. Pt., $13.50; Bulldog and Jones, D.H., Rd. Pt.,$15.50; D.H. Sqr. Pt., $15.50; L.H., Rd. Pt., $15.50; L.H., Sqr. Pt., $15.50; L.H., Rd. Pt., $15.50; Black Cat and Crescent Scoops—No 4, $17.00 doz.; No. 6, $17.50; No. 8, $18.00; No. 10, $18.50; Moose & Jones Scoops, No. 4, $18.25; No. 6, $18.75; No. 8, $19.25; No. 10, $19.75.

SOLDER. Per pound, 60 to 61.

SPIKES

Pressed, ¼ in., $8.30; 5-16, $7.95; ⅜, $7.75; ½, $7.55.

STAPLES

Bright wire, per cwt., $5.85 at Fort William, $6.25 Winnipeg; galvanized staples, $6.65 Fort William, $7.05, Winnipeg.

STEEL

Sleighshoe, $5.80 base per cwt.; plow, common, $6.50; crucible plow, $7.50; angle, $5.35; harrow, $5.50 base; cast, octagon tool steel, 20c base; square tool, 20c base; spring, $7.50; machine, $8.00 base; tire, $5.60. Mid, 3-16, ¼, 5-16, $8.00 base; other sizes $5.75 base. Band Steel, $5.75 base.

STEEL HOOPS

½ in., $9.75; ⅜ in., $9.50; ¾ in., $8.75; ⅞ in., $8.50; 1 in., $8.50; 1¼ in., $8.50; 1½ in., $8.

STEEL SQUARES

5% on list.

TACKS. Carpet, 65% list.

TIES. Cow, 5%.

TIN AND TERNE PLATE

20 x 28 I.C.	$30 00
20 x 28 I.X.	32 00
20 x 33 I.C.	35 40
20 x 33 I.X.	37 45
Terne plates	24 00

TRAPS, GAME— Doz.

	Victor	H.& N.	Jump
No. 0	$1 95	....	....
No. 1	2 30	$3 60	$3 10
No. 1½	3 45	5 40	4 55
No. 2	4 80	7 50	6 70
No. 3	6 40	10 00	....

TUBS—	Wood	Fibre
No. 0	$21 35	$21 95
No. 1	18 80	18 85
No. 2	16 40	15 60
No. 3	14 00	13 30

TURPENTINE

See weekly report.

TWINE (WRAPPING)	Lb.
Cotton, 4-ply	0 72
Cotton, 3-ply	0 68

Dozen

VARNISHES

Stephens Luminette, gal.	$2 20
Stephens Exalite, gal.	3 00

WARES, ETC.

Scotch Grey, 40, 12½% discount.

Colonial, Imperial, Pearl, 20, 7½% discount.

Premier, Canada, Diamond, 2½% discount.

Whiteware, 40, 10% discount.

Japanned Ware, list, plus 30%.

Japanned Ware, white, list, plus 40%.

Japanned Sprinklers, list, plus 30%.

Stamped Ware, plain, 40, 10% discount.

Stamped Ware, ret'd, 40% discount.

Pieced Tinware, ordinary, list, plus 40%.

Pieced Tinware, copper bottoms, list, plus 60%.

Sheet Iron Ware, list, plus 20%.

Light Galv'd Pails and Tubs, list, plus 27½%.

Heavy Galv'd Pails and Tubs, 17½% discount.

Jap. Coal Hods, list, plus 35%.

Galv'd Coal Hods, list, plus 50%.

WASHERS

Iron, small lots, 15% on list + 75c; full boxes, iron, 10% on list + 75c.

WHITE LEAD

Decorators' pure, ton lots, $16.65; less than ton lots, $17.00.

WIRE, BARB

Lyman, 4-point, $4.95 f.o.b. Fort William, $5.25 Winnipeg; Glidden Cattle, 2-pt., $4.80 Fort William, $5.10 Winnipeg; Baker 2-pt., $4.75 Ft. William, $5.05 Winnipeg; plain twist, cwt., Ft. William, $4.95; Winnipeg, $5.25 spool; plain galvanized, Ft. William, No. 9, $5.65; No. 12, $5.85; Winnipeg, No. 9, $6.05; No. 12, $6.25; coil spring, Ft. William, No. 9, $5.70; No. 12, $5.95; Winnipeg, No. 9, $6.10; No. 12, $6.35.

Patented screen in 100-ft. rolls, $3.50 per hundred sq. ft.; in 50-ft. rolls, $3.60 per 100 sq. ft.

WIRE, PLAIN

Bale ties, 14 gauge, single loop, $7.65 Winnipeg; $7.25 Ft. William.

Brass snare wire, per lb., 80c.

WIRE ANNEALED

No. 9, $6.75; 10, $6.80; 12, $6.95; 14, $7.15; 15, $7.25; 16, $7.40 per 100 lbs.

WRENCHES (NUT)—

Agricultural—	Doz.
6 in.	$ 6 50
8 in.	7 80
10 in.	9 10
12 in.	11 70
15 in.	15 60
Perfect Handle—	
6 in.	13 50
8 in.	16 20
10 in.	18 90
12 in.	24 30
15 in.	32 40
18 in.	43 20

WRENCHES (PIPE)—

Stillson—	Each
6 in.	$1 00
8 in.	1 13
10 in.	1 25
14 in.	1 75
18 in.	2 50
24 in.	3 60
36 in.	6 75
Trimo—	
10 in.	$1 45
14 in.	2 00
18 in.	2 90
24 in.	4 15

Dozen

Always Ready—	Black	N.P.
No. 1	$4 20	$4 50
No. 2	5 75	6 00

WRINGERS

Royal Canadian, $51,90 per doz.; Eze, $56.10 per doz.; Bicycle, $62 per doz.; Ajax, $125.00 doz.

STEEL IRON METALS

WINNIPEG WAREHOUSE STOCK

REINFORCING BARS IN ALL SIZES, IN LENGTHS UP TO 60'
BOLTS, MACHINE, CARRIAGE, DRIFT, SHIPBUILDING, ELEVATOR
BAR IRON, FLAT, ROUND AND SQUARE, SMALLEST TO THE LARGEST

BOILER TUBES	NUTS	RIVETS	SHAFTING
ANGLES	CHANNELS	RAILS	TEES
FORGING BILLETS	CAP SCREWS	WASHERS	SET SCREWS

GAUGE SHEETS, BLACK AND GALVANIZED, IN ALL GAUGES

GET OUR MONTHLY STOCK LIST

A COMPLETE LINE FOR

THE MANUFACTURER — THE WHOLESALER — THE RETAILER — THE CONSUMER

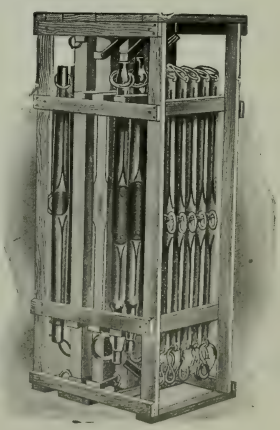
IF IT'S STEEL OR IRON WE HAVE IT

The MANITOBA STEEL & IRON COMPANY. LIMITED

WINNIPEG, MANITOBA

Protected by the Westwo Guarantee

Selling Westwo Painted Waggon, Implement and Plow Sets is satisfactory and profitable. They are made from selected No. 1 quality Oak and Hickory, are carefully painted (2 coats), striped and varnished, and are absolutely guaranteed against defects in material and workmanship. The best way to order Westwo Painted Sets is in crates of six sets. Then you're sure of getting them in perfect condition. —no bruised woods—no marred finish.



Guarantee

All Westwo Sets are guaranteed, and any defective part will be replaced free.

Send to-day for the Westwo folder that describes the various Westwo lines.

D. ACKLAND & SON, Limited

WINNIPEG
CALGARY

THE BUYERS' GUIDE

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Can. Warren Axe and Tool Co., St. Catharines.
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Thos. Birkett & Son Co., Ltd., Ottawa.
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J. N. Warminton & Co., Montreal, Que.
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Empire Mfg. Co., London, Ont.
Batteries, Dry
Canadian National Carbon Co., Toronto.
Canada Dry Cells, Ltd., Winnipeg.
Great West Electric Co., Ltd., Winnipeg, Man.
Canadian General Electric Co., Toronto.
Dominion Battery Co., Ltd., Toronto, Ont.
North American Hardware Co., Ltd., Montreal, Que.
Northern Electric Mfg. Co., Montreal.
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Empire Mfg. Co., London, Ont.
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Empire Mfg. Co., London, Ont.
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Brass Castings and Goods
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Jas. Morrison Mfg. Co., Toronto.
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Belting, Transmission, Elevator and Conveyor
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
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Can. Consolidated Rubber Co., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
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Dominion Belting Co., Hamilton, Can.
Blacksmiths' Supplies
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Burlington Windsor Blanket Co., Ltd., Toronto.
Galt Robe Co., Galt, Ont.
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The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton.
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Boilers, Heating and Range
Empire Mfg. Co., London, Ont.
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Banwell, Hoxie Wire Fence Co., Ltd., Hamilton.
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Walter Woods & Co., Hamilton.
Barn Door Hangers
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Steel Goods Co., Hamilton.
National Mfg. Co., Sterling, Ill.
Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Guelph, Ont.
The Toronto Lock Mfg. Co., Toronto, Ont.
Barrel Stands
Wakvte Mfg. Co., Winnipeg.
Balers, Steel
Climax Baler Co., Hamilton.
Spielmann Agencies, Montreal.
Bit, Braces
Caverhill, Learmont & Co., Montreal.
Russell, Jennings Mfg. Co., Chester, Conn.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Brackets, Shelf
Canada Steel Goods Co., Hamilton.
The Stanley Works, New Britain.
The Toronto Lock Mfg. Co., Toronto, Ont.
Box Strapping
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The Stanley Works, New Britain, Conn.
J. N. Warminton & Co., Montreal, Que.
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Beatty Bros., Ltd., Fergus, Ont.
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National Mfg. Co., Sterling, Ill.
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Bits, Auger
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Bits, Forstner
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Hyslop Bros., Ltd., Toronto.
Iver Johnson Arms & Cycle Works, Ltd., Fitchburg, Mass.

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Stratford Brass Co., Ltd., Stratford, Ont.
Toronto Lock Mfg. Co., Toronto.
Bumpers, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Cabinet Hardware
Stratford Brass Co., Ltd., Stratford, Ont.
Calipers and Dividers
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.
Cans
A. R. Whittall Can Co., Montreal, Que.
Cans, Gasoline, Oil
Cannon Oiler Co., Keithsburg, Ill.
Canoes
Canadian Canoe Co., Peterboro, Ont.
Carriage Hardware
Stratford Brass Co., Ltd., Stratford, Ont.
Cartridges
Dominion Cartridge Co., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.
Cash Carriers
Gipe-Hazard Store Service Co., Toronto.
Casters
Faultless Caster Co., Evansville, Ind.
Canada Foundries & Forgings, Ltd., Brockville, Ont.
The Toronto Lock Mfg. Co., Toronto, Ont.

CARTER'S

QUALITY
THE BEST

Your customers will need Red Lead to protect the iron work around their homes.

The Painters want a Genuine Red Lead for their work. Are you prepared for this demand? If not, put in a good stock of

Carter's Genuine Dry Red Lead
and
Carter's Genuine Powdered Litharge

They are the best quality you can buy. Made in Canada from the best grade of Canadian Pig Lead.

Do you know the quality of these goods? Your customers know it and will insist on using Carter's Brands. Look over your requirements and order now.

Manufactured by
The Carter White Lead Company
of Canada Limited
91 Delorimier Ave. Montreal

"Silent Salesman" B Display Board
Length 54 Inches
[6 Wrenches Each Size

This Is No Free Offer of
Williams' Superior
Drop-Forged Wrenches

It is but another evidence of J. H. Williams & Co.'s policy to make your display and sale of Williams' Wrenches attractive and profitable. We shall be well paid for the board in the increased business we acquire through your use of it, and in the added satisfaction it affords you and your trade.

You Buy the Wrenches
a carefully selected assortment that provides the widest range of usefulness. Their finish and physical qualities are unexcelled and they enjoy a larger consumer demand among mechanics than all others combined.

We have additional Display Boards of this and other types, fully described in our "Silent Salesman" Booklet; it's free, with your imprint if desired.

J. H. Williams & Co.,
"The Wrench People"
30 Richards Street, Brooklyn, N.Y.

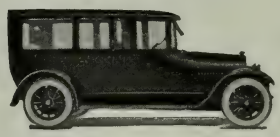
Western office and warehouse: 30 So. Clinton St., Chicago, Ill.; The A. G. Low Co., Ltd., 30 Pacific Ave., Saskatoon, Sask., agents for Manitoba, Saskatchewan, Alberta and British Columbia.

WILSON

Carbon Remover and Engine Primer

A LIQUID STARTER

A Little Added To Gasoline Increases Its "Kick"



A rapid and harmless internal CLEANSER which softens and removes CARBON DEPOSITS from cylinders, valves, spark plugs, etc.

For use in Auto Engines, Motor Trucks, Motorcycles, Boat Engines, Aeroplanes and Internal Combustion Engines generally.

A squirt from a can into a coated cylinder is a never-failing "dispossess warrant" for its carbon deposits.

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to overcome Engine troubles, threatened or actual, a similar precautionary measure to carrying extra tires and tubes.

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THE BUYERS' GUIDE

Carpet Sweepers
Bissell Carpet Sweeper Co., Niagara Falls, Ont.
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Walter Woods & Co., Hamilton.

Chains, Coil, Boom, Hammock, Tether, Dog.

Halter, Cow, Breast, Trace, Tire
McKinnon Chain Co., St. Catharines, Ont.
Reeder-Weekes Mfg. Co., Ltd., Hamilton, Ont.

Cable Carriers
Gipe-Hazard Store Service Co., Toronto.

Cement, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Cement, Roofing
Geo. W. Reed & Co., Ltd., Montreal, Que.

Chisels, Cape, Cold, etc.
Brown-Boggs Co., Ltd., Hamilton.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
Buck Bros., Milbury, Mass.
Stanley Rule & Level Co., New Britain, Conn.
National Machinery & Supply Co., Hamilton.
The Toronto Lock Mfg. Co., Toronto, Ont.

Checking Floor Hinges
Chicago Spring Butt Co., Chicago, Ill.
Toronto Lock Mfg. Co., Toronto.

Chemical Closets
Wakyte Mfg. Co., Winnipeg, Man.

Chemical Specialties
Vol-Peek Mfg. Co., Montreal.

Chucks, Tap
Wells Bros. of Canada, Galt.

Churns, Hand and Power
Beatty Bros., Ltd., Fergus.
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Dowswell, Lees Co., Hamilton.
Faultless Caster Co., Evansville, Ind.
Landers, Frary & Clark, New Britain, Conn.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
Reliable Churn Co., Toronto, Can.
Walter Woods & Co., Hamilton.

Clocks
Western Clock Co., La Salle, Ill.

Clothes Racks
Walter Woods & Co., Hamilton.

Clamps
Can. Foundries & Forgings, Ltd., Brockville, Ont

Clippers
American Shearer Mfg. Co., Nashan, N.H.
Chicago Flexible Shaft Co., Chicago, Ill.

Closet Seats
Can. Foundries & Forgings, Ltd., Brockville, Ont

Clothes Dryers
Dowswell, Lees Co., Ltd., Hamilton, Can.

Coil
Canadian Woodenware Co., St. Thomas, Ont.

Coffee Percolators and Urns
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Landers, Frary & Clark, New Britain, Conn.

Corrugated Fasteners
J. E. Beauchamp, Montreal.
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

Collar Pads
American Pad & Textile Co., Chatham.

Cotton Gloves
American Pad & Textile Co., Chatham.

Coal Chutes
Toronto Lock Mfg. Co., Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Coal Hods
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

Cobblers' Sets
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Cookers, Steam
Louis McLain Co., Ltd., Winnipeg, Man.

Cookers, Fireless
Royal Fireless Cooker Co., Ottawa, Ont.

Concrete, Reinforcing Steel
Ramse & Reckover, Toronto.

Conductor Pipe, Hooks, etc.
Metallic Roofing Co., Toronto and Winnipeg.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Winnipeg Ceiling & Roofing Co., Winnipeg.
Wheeler & Bain, Toronto.
Empire Mfg. Co., London, Ont.

Coping Saws
Thos. Birkett & Son Co., Ltd., Ottawa.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Cordage
Brantford Cordage Co., Brantford, Ont.
Consumers Cordage Co., Montreal.
Plymouth Cordage Co., Toronto.

Cooking Ware
Corning Glass Works, Corning, N.Y.

Crowbars
P. J. Coghlin & Co., Montreal.

Cultivators
J. E. Gilson Mfg. Co., Port Washington, Ill.
C. S. Noreross & Sons, Bushnell, Ill.

Cutlery
Bridgeport Hdwe. Mfg. Co., Bridgeport, Conn.
Geo. Butler & Co., Ltd., Sheffield, Eng.
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
James Hutton & Co., Montreal.
Canadian Wm. A. Rogers, Ltd., Toronto.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
Lewis Bros. Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Wm. Rogers Mfg. Co., Niagara Falls, Ont.
J. Wiss & Sons.

Cutters
Butterfield & Co., Inc., Rock Island, Que.
Trimont Mfg. Co., Roxbury (Boston, Mass.).

Cuspidors
Thos. Davidson Mfg. Co., Ltd., Montreal.

Dairy Pails
Thos. Davidson Mfg. Co., Ltd., Montreal.

Dampers, Stove Pipe
Canada Foundries & Forgings, Brockville.

Dampers, Fire Place
Toronto Lock Mfg. Co., Toronto.

Desks, School
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Dies, Stocks, Etc.
Butterfield & Co., Rock Island, Que.
Canadian Fairbanks-Morse Co., Montreal.
Pratt & Whitney Co., Ltd., Dundas, Ont.
Wells Bros. Co. of Canada, Galt.

Dish Washers
Home Helps Sales Co., Montreal.

Display Racks and Stands
Cameron & Cameron, Toronto.
National Mfg. Co., Sterling, Ill.

Doors, Metal
Metallic Roofing Co., Toronto and Winnipeg.

Doors, Screen
Easement Skrene Dore Co., Toronto.

Door Bolts
Canada Steel Goods Co., Hamilton, Can.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.
Toronto Lock Mfg. Co., Toronto.

Door Checks
Canadian Yale & Towne, St. Catharines.
G. W. Mallory Co., Blenheim, Ont.
Wm. Newman & Sons, Birmingham, Eng.
Toronto Lock Mfg. Co., Toronto.

Door Hangers
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Steel Goods Co., Hamilton, Ont.
Taylor-Fortes Co., Guelph, Ont.
National Mfg. Co., Sterling, Ill.
Toronto Lock Mfg. Co., Toronto.

Door Springs
Jas. Cartland & Son, Ltd., Birmingham, Eng.
G. W. Mallory, Blenheim, Ont.
Wm. Newman & Sons, Birmingham, Eng.
The Toronto Lock Mfg. Co., Toronto, Ont.

Door Pulls
Stratford Brass Co., Ltd., Stratford, Ont.

Draining Tools
Canadian Shovel & Tool Co., Hamilton, Can.

Drills, Breast
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.

Drill Chucks
Goodell-Pratt Co., Greenfield, Mass.

Drills, Blacksmiths'
Canada Foundries & Forgings, Brockville.

Drills
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Butterfield & Co., Inc., Rock Island, Que.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.
Wilkinson & Kompass, Hamilton, Ont.

Dry Colors
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
Ottawa Paint Works, Ottawa.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.
Martin-Senour Co., Ltd., Montreal.
McArthur Irwin, Montreal.

Dusters
Channell Chemical Co., Toronto.

Dynamite
Du Pont American Industries, Wilmington, Del.

Dry Cells
Canada Dry Cells, Ltd., Winnipeg.
Canadian National Carbon Co., Toronto.
Canada H. W. Johns-Manville Co., Toronto.
Canadian General Electric Co., Ltd., Toronto.
Dominion Battery Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man
Spielmann Agencies, Ltd., Montreal, Que.

Eavetrough
Metallic Roofing Co., Toronto and Winnipeg.
Pedlar People, Limited, Oshawa.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Toronto Lock Mfg. Co., Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Egg Beaters
Louis McLain Co., Ltd., Winnipeg, Man.
Collette Mfg. Co., Collingwood.

Egg Cases
Miller Bros. Co., Ltd., Montreal, Que.
Walter Woods & Co., Hamilton.

Egg Case Fillers
Miller Bros. Co., Ltd., Montreal, Que.

Ejectors and Syphons
Jas. Morrison Brass Mfg. Co., Toronto.

Elbows
Thos. Davidson Mfg. Co., Ltd., Montreal.
Pedlar People, Ltd., Oshawa, Ont.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Electric Bells
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Electric Fans
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.
A. C. Gilbert Co., New Haven, Conn.

Electric Fixtures
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.
Tallman Brass & Metal Co., Hamilton.

Electric Grates
Great West Electric Co., Ltd., Winnipeg, Man.
Toronto Lock Mfg. Co., Toronto.

Electric Materials
A. G. Martin, Ottawa, Ont.

Electric Plates
Louis McLain Co., Ltd., Winnipeg, Man.

Electric Specialties
Benjamin Electric Co., Toronto.
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
Dominion Battery Co., Ltd., Toronto, Ont.
Factory Products Co., Toronto.
A. C. Gilbert Co., New Haven, Conn.
Great West Electric Co., Ltd., Winnipeg, Man
Interstate Electric Novelty Co., Toronto.
Landers, Frary & Clark, New Britain, Conn.
National Electric Heating Co., Toronto.
North American Hardware Co., Ltd., Montreal, Que.
Northern Electric Co., Ltd., Montreal.
Spielmann Agencies, Ltd., Montreal, Que.
Superior Electrics, Ltd., Pembroke, Ont.

Electrical Toys
A. C. Gilbert Co., New Haven, Conn.

Electro-plating
Toronto Lock Mfg. Co., Toronto.

Enamels
Boston Varnish Co., Everett Station, Boston, Mass.

Enamelled Ware
McClary Mfg. Co., London, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
E. T. Wright Co., Hamilton, Can.

Engines
Cushman Motor Works, Ltd., Winnipeg, Man.

Emery Glass and Papers
John Oakey & Sons, London, Eng.

Eveners
Gregg Mfg. Co., Ltd., Winnipeg, Man.
D. Auckland & Son, Ltd., Winnipeg, Man.

Expansion Tanks
Pease Foundry Co., Ltd., Toronto.

Explosives
Du Pont Powder Co., Wilmington, Del.

Escutcheon Pins
Parmenter & Bulloch Co., Ltd., Gananoque, Ont

Extinguishers, Fire
Booth-Coulter Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man
Northern Electric Co., Montreal.

Fanlight Openers
Jas. Cartland & Son, Ltd., Birmingham, Eng.

Fanning Mills
Cushman Motor Works, Ltd., Winnipeg, Man.

Fasteners, Storm, Sash and Screen
National Mfg. Co., Sterling, Ill.
Stratford Brass Co., Ltd., Stratford, Ont.
The Stanley Works, New Britain, Conn.

Farm Lighting Outfits
Canadian General Electric Co., Ltd., Toronto.
Northern Electric Co., Montreal.

Faucets, Petroleum
Can. Foundries & Forgings, Ltd., Brockville, Ont

Feed Boxes
Canada Foundries & Forgings, Brockville.
Toronto Lock Mfg. Co., Toronto.

Feed Cookers
Wheeler & Bain, Toronto.
James Bros. Co., Perth.

Felts (Tarred and Carpet)
McArthur & Co., Alex., Montreal, Que.

Fencing and Gates
Banwell-Hoxie Wire Fence Co., Hamilton.
McGregor-Banwell Fence Co., Ltd., Walkerville
Standard Tube & Fence Co., Woodstock.
Steel Co. of Canada, Ltd., Hamilton.

Ferrules, Brass, Iron and Lead
Empire Mfg. Co., London, Ont.

Fibre Ware
E. B. Eddy Co., Hull, Que.

Files
E. C. Atkins Co., Hamilton, Can.
G. & H. Barnett Co., Philadelphia.
Can. B. K. Morton Co., Montreal, Toronto.
Delta File Works, Philadelphia.
Henry Disston & Sons, Ltd., Philadelphia, Pa
Nicholson File Co., Port Hope, Ont.
Plewes, Ltd., Winnipeg.
Port Hope File Mfg. Co., Port Hope, Ont.
Simonds Canada Saw Co., Montreal.
Wilkinson & Kompass, Hamilton.

Fillers
Boston Varnish Co., Everett Station, Boston, Mass.

Fire Arms
Colts Patent Fire Arms Mfg. Co., Hartford, Conn.
Johnson Iver Arms & Cycle Works, Fitchburg, Mass.

Fire Door Fittings
Allith Mfg. Co., Ltd., Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.
Toronto Lock Mfg. Co., Toronto.

Fire Extinguishers
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Fire Department Supplies
Booth-Coulter Co., Toronto.
Canadian Consolidated Rubber Co., Montreal
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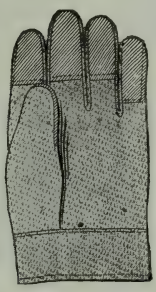

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THE BUYERS' GUIDE

Furnaces
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Merchants Hardware Specialties, Ltd., Calgary, Alta.

Flashlights, Electric
Canadian General Electric Co., Ltd., Toronto
Canadian National Carbon Co., Toronto.
Canada Dry Cells, Ltd., Winnipeg.
Dominion Battery Co., Ltd., Toronto, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
Metal Specialties Mfg. Co., Chicago.
Northern Electric Co., Montreal.
Spielmann Agencies, Montreal.

Flatware
Canadian Wm. A. Rogers, Toronto.
Oneida Community, Ltd., Oneida, N.Y.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Fly Swatters

Food Choppers
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Merchants Hardware Specialties, Ltd., Calgary, Alta.

Force Cups
Canada Consolidated Rubber Co., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Funnels
Thos. Davidson Mfg. Co., Ltd., Montreal.

Fixtures, Store
Millcraft Mfg. Co., St. Louis, Mo.

Furnaces
Canada Foundries & Forgings, Brockville.
Enterprise Mfg. Co., Sackville, N.B.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.
Hall Zryd Foundry Co., Ltd., Hespeler, Ont
Merchants Hardware Specialties, Ltd., Calgary, Alta.

Fruit Jars
Dominion Glass Co., Ltd., Montreal.
Walter Woods & Co., Hamilton.

Furniture Polish
Canada Paint Co., Montreal.
Sherwin-Williams Co., Montreal.
Channell Chemical Co., Toronto.

Fuse Wire
Canada Metal Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Floor Stands
Jenkins Bros., Ltd., Montreal.

Floor Checks, Single or Double
Chicago Spring Butt Co., Chicago, Ill.
Toronto Lock Mfg. Co., Toronto.

Flint Cloths
John Oakey & Sons, London, Eng.

Galvanized Steel Sheets
Dominion Sheet Metal Co., Ltd., Hamilton.
A. C. Leslie & Co, Montreal
Pedlar People Ltd., Oshawa, Ont.
Wheeler & Bain, Toronto
Winnipeg Ceiling & Roofing Co., Winnipeg.

Garden Cultivators and Weeders
J. E. Gilson Co., Port Washington, Wis.
C. S. Norcross & Sons, Bushnell, Ill.
Erie Iron Works, St. Thomas, Ont.
Eureka Planter Co., Woodstock.

Garage Hardware
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Steel Goods Co., Hamilton, Can.
National Mfg. Co., Sterling, Ill.
Richards Wilcox Canadian Co., London, Ont.
The Stanley Works, New Britain, Conn.

Garbage Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.
J. Samuels, Toronto.
Soren Bros., Toronto.

Galvanized Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.

Galvanizing
Thos. Davidson Mfg. Co., Ltd., Montreal.
Toronto Lock Mfg. Co., Toronto.

Galvanized Iron Cornices
Metallic Roofing Co., Toronto and Winnipeg
Pedlar People Ltd., Oshawa, Ont.

Galvanized Pipe
Canada Metal Co., Ltd., Toronto.

Generators
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Glass Jars
Dominion Glass Co., Ltd., Montreal.

Gas Water Heaters
Empire Mfg. Co., London and Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.

Gaskets, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Gasoline
Imperial Oil Co., Toronto.
Prairie City Oil Co., Winnipeg.

Gauges
L. S. Starrett Co., Athol, Mass.
Stanley Rule & Level Co., New Britain, Conn
Wells Bros. Co. of Canada, Galt.
Canadian Fairbanks-Morse Co., Ltd., Montreal.

Glassware
Leeks & Potts, Hamilton, Ont.

Glass, Window, Plate, Ornamental
Leeks & Potts, Hamilton, Can.
Toronto Plate Glass Importing Co., Toronto
G. F. Stephens Co., Winnipeg.

Glue Pots, Electric
Superior Electrics, Ltd., Pembroke, Ont.

Glue, Sheet and Ground
Canada Glue Co., Brantford, Ont.
R. C. Jamieson & Co., Montreal.
A. Ramsay & Son Co., Montreal.

Glass Cutters
Goodell-Pratt Co., Greenfield, Mass.

Glass Beaders
Toronto Plate Glass Importing Co., Toronto.

Glaziers' Diamonds
Cushman Motor Works, Ltd., Winnipeg, Man.
A. Ramsay, Son & Co., Montreal, Que.
Sharrett & Newth, London, Eng.
A. Shaw & Son, London, Eng.

Gloves
Hamilton-Carhartt Co., Toronto.

Granaries, Portable, Metallic
Pedlar People Ltd., Oshawa, Ont.
Metallic Roofing Co., Toronto and Winnipeg.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Greases
Prairie City Oil Co., Ltd., Winnipeg, Man.

Grinders, Hand and Power
American Grinder Mfg. Co., Milwaukee, Wis.
The Carborundum Co., Niagara Falls, N.Y.
Merchants Hardware Specialties, Ltd., Calgary, Alta.

Grindstones
The Carborundum Co., Niagara Falls, N.Y.
Cleveland Stone Co., Cleveland, Ohio.

Grindstone Fixtures
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Grinding Wheels
American Grinder Mfg. Co., Milwaukee, Wis.
The Carborundum Co., Niagara Falls, N.Y.

Guns
Thos. Birkett & Son Co., Ltd., Ottawa.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.
Harrington & Richardson Arms Co., Worcester, Mass.
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.

Gunsights
Marble Arms & Mfg. Co., Gladstone, Mich.

Hack Saws
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.
National Machinery & Supply Co., Hamilton.
Victor Saw Works, Ltd., Hamilton, Ont.

Hack Saw Blades
Diamond Saw & Stamping Wks., Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Henry Disston & Sons, Ltd., Toronto.
Victor Saw Works, Ltd., Hamilton, Ont.

Hack Saw Frames
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Henry Disston & Sons, Ltd., Toronto.
Goodell-Pratt Co., Greenfield, Mass.
National Machinery & Supply Co., Hamilton.
L. S. Starrett Co., Athol, Mass.

Hack Saw Machines
Diamond Saw & Stamping Wks., Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Victor Saw Works, Hamilton.

Halters
G. L. Griffith Son, Stratford, Ont.
Johnson Halter Co., Sarnia, Ont.
R. R. Kinread, Winnipeg, Man.

Hammers
Canada Foundries & Forgings, Brockville.
Stanley Rule & Level Co., New Britain, Conn.

Hammocks
Galt Robe Co., Galt, Ont.

Hand Drills
Goodell-Pratt Co., Greenfield, Mass.

Handles
J. H. Steel Mfg. Co., St. Thomas, Ont.

Hand Pulls
North Bros. Mfg. Co., Philadelphia, Pa.
The Toronto Lock Mfg. Co., Toronto, Ont.

Hangers, Door
Allith Mfg. Co., Ltd., Hamilton, Ont.
Beatty Bros., Ltd., Fergus.
Can. Foundries & Forgings, Ltd., Brockville, Ont
Canada Steel Goods Co., Hamilton, Can.
Cushman Motor Work, Ltd., Winnipeg, Man.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
National Machinery & Supply Co., Hamilton.
National Mfg. Co., Sterling Ill.
E. E. Myers & Bro., Ashland, Ohio.
The Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Guelph, Ont.
Toronto Lock Mfg. Co., Toronto.

Hangers, Barn Door
Allith Mfg. Co., Ltd., Hamilton, Ont.

Hangers, Door and Track
Allith Mfg. Co., Hamilton, Can.
Beatty Bros., Fergus, Ont.
Canada Steel Goods Co., Hamilton
Cushman Motor Work, Ltd., Winnipeg, Man.
National Mfg. Co., Sterling Ill.
The Toronto Lock Mfg. Co., Toronto, Ont.

Hooks, Hat and Coat
Can. Foundries & Forgings, Ltd., Brockville, Ont

Hooks, Storm, Sash and Screen
National Mfg. Co., Sterling Ill.
The Stanley Works, New Britain, Conn

Hand Tags
Wells Bros. Co. of Canada, Galt.

Handsaws
National Machinery & Supply Co., Hamilton.

Harness
Samuel Trees & Co., Toronto.

Hardware Specialties
Allith Mfg. Co., Ltd., Hamilton, Ont.
Belleville Hardware Mfg. Co., Belleville, Ont.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn
Can. Foundries & Forgings, Ltd., Brockville, Ont
Lyons & Marks, Toronto.
Louis McLain Co., Ltd., Winnipeg, Man.
Metal Specialties Mfg. Co., Chicago, Ill.
National Mfg. Co., Sterling Ill.
North American Hardware Co., Ltd., Montreal, Que.
Stratford Brass Co., Ltd., Stratford, Ont.
Taylor-Forbes Co., Guelph, Ont.
Toronto Lock Mfg. Co., Toronto.

Hardware Fixtures
Duluth Show Case Co., Duluth, Minn.

Hardware Shelving
Duluth Show Case Co., Duluth, Minn.

Hardware Store Fittings
Stratford Brass Co., Ltd., Stratford, Ont.

Hatchets
Canada Foundries & Forgings, Ltd., Brockville, Ont.
Marble Arms & Mfg. Co., Gladstone, Mich.

Hasps
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton.
National Mfg. Co., Sterling Ill.

Headlights, Auto
Canadian Lamp & Stamping Co., Ford, Ont.
North American Hardware Co., Ltd., Montreal, Que.

Heaters
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.

Heaters, Electric
Superior Electrics, Ltd., Pembroke, Ont.

Heels and Soles, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Hinges, Strap and Tee
Canada Steel Goods Co., Hamilton, Can.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
National Mfg. Co., Sterling, Ill.

Hinges, Adjustable Ball
Toronto Lock Mfg. Co., Toronto.

Hockey Sticks
J. H. Still Mfg. Co., St. Thomas.
St. Mary's Wood Specialty Co., St. Mary's, Ont.

Hoes
Ward & Payne, Sheffield, Eng.

Hoists
Manitoba Bridge & Iron Works, Ltd., Winnipeg.

Hones
American Hone Co., Winnipeg, Man.

Horse Singers
Collins Mfg. Co., Toronto.

Hones, Razor
The Carborundum Co., Niagara Falls, N.Y.

Horse Covers, Rubber
Canadian Consolidated Rubber Co., Montreal.

Horse Nails
C. Kloepper, Limited, Toronto, Ont.

Horse Shoes
D. Ackland & Son, Winnipeg.
C. Kloepper, Limited, Toronto, Ont.
Steel Co. of Canada, Ltd., Hamilton.
Wilkinson & Kompass, Hamilton.

Horse Shoe Pads
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Hose, Fittings and Supplies
Canadian Consolidated Rubber Co., Montreal.
Can. Foundries & Forgings, Ltd., Brockville, Ont
Caverhill, Learmont & Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Empire Mfg. Co., London, Ont.
Lewis Bros., Ltd., Montreal.
Jas. Morrison Brass Mfg. Co., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Hollow Ware
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Ice Scrapers
James Bros. Co., Perth, Ont.

Ice Cream Freezers
Wm. Crane & Sons Co., Ltd., Newmarket, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.

Implement Repairs
D. Ackland & Son, Ltd., Winnipeg.

Incubators
Collins Mfg. Co., Toronto.
Cushman Motor Works, Ltd., Winnipeg, Man.

Indicators, Speed
H. Disston & Son, Ltd., Toronto.
L. S. Starrett Co., Athol, Mass.

Injectors, Automatic
Jas. Morrison Brass Mfg. Co., Toronto.

Instruments of Precision
L. S. Starrett Co., Athol, Mass.

Iron Enamels
Boston Varnish Co., Everett Station, Boston, Mass.

Iron Boards
J. F. Beauchamp & Co., Montreal.

Iron, Corrugated
Baines & Peckover, Toronto.
Canada Metal Co., Toronto.
Metallic Roofing Co., Toronto and Winnipeg.

Iron Handles
Can. Foundries & Forgings, Ltd., Brockville, Ont

Iron and Steel Bars
Baines & Peckover, Toronto.
Thos. Birkett & Son Co., Ltd., Ottawa.
Can. Rolling Mills Co., Montreal, Que
Caverhill, Learmont & Co., Montreal.
Dominion Iron & Steel Co., Sydney, N.S.
A. C. Leslie & Co., Ltd Montreal.
Steel Co. of Canada, Ltd., Hamilton.
Lewis Bros., Ltd., Montreal.
London Rolling Mills, London, Ont.
Manitoba Bridge & Iron Works, Winnipeg, Man.
Nova Scotia Steel Co., New Glasgow, N.S.
Toronto Lock Mfg. Co., Toronto.

Iron and Steel, Structural
Baines & Peckover, Toronto.

Irons
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Irons, Gas and Gasoline
Merchants Hardware Specialties, Ltd., Calgary, Alta.
National Stamping & Electric Works, Chicago.
Royal Iron Mfg. Co., Big Prairie, Ohio.

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Here is why Keystone Dandy Brushes stand hard work. They have a solid, one-piece hardwood back, and are carefully filled with good, tough material, fastened with steel wire.

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The whole line of Keystone Stable Brushes is made just as carefully—everything that the stableman needs in the way of brushes.

Write for prices, etc., to

STEVENS-HEPNER CO.
LIMITED
Port Elgin, Ont.

Get prices and information about the "Nugget" Broom and the rest of the famous Keystone Brand Brooms and Brushes.

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Our stocks are now complete. There may be a shortage later. Anticipate your requirements.

"A Good Concern to do Business With"

WINNIPEG

Sell Handles that are Most in Demand

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There are more of STILL'S HANDLES sold in Canada than any other make. What's the logical conclusion of this fact?—*they are the best.*

There's a Still Handle to meet every need: Axe, Pick, Sledge and Hammer Handles; Cant Hook and Peavie Handles.

There's nothing like selling the best of everything. Good profits in our handles, too.

J. H. Still Mfg. Company

ST. THOMAS -:- ONTARIO

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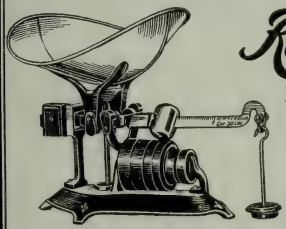
Precious few housewives realize the many uses of an accurate scale in the kitchen—saving losses in careless weighing at butchers and grocers—weighing produce before marketing—weighing flour and other ingredients while baking, etc., etc., etc. It is surprising what a little bit of salesmanship and displaying will accomplish in stirring up big business in Renfrew Scales! The Renfrew is compact, handy, and stands hard knocks. It doesn't get out of order and always tells the truth. A government inspector's certificate accompanies every Renfrew. These features make the Renfrew a lively seller these days. Push business with the



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Capacity ½ oz. to 30 lbs. Government inspector's certificate accompanies every scale.

Write to-day for literature and attractive selling proposition to

The Renfrew Machinery Co., Limited
Head Office and Works, Renfrew, Ont.
Eastern Branch, Sussex, N.B.

Western Representatives: P. A. C. McIntyre & Co., 1206 McArthur Bldg., Winnipeg, Man.; Crandall Co., Ltd., Vancouver, B.C.
Our Other Lines: "Renfrew" Cream Separators; 2,000-lb. Farmers' Truck Scale, Tractors, Wood-Saws, Grain Grinders, etc.

THE BUYERS' GUIDE

Jack Planes
National Machinery & Supply Co., Hamilton.
Jack Screws
Canada Foundries & Forgings, Brockville, Ont.
Japans
Boston Varnish Co., Everett Station, Boston, Mass.
Kettles
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Keyhole Saws
Bridgeport Hardware Co., Bridgeport, Conn.
Kitchen Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.
Kitchen Ware, Transparent
Corning Glass Works, Corning, N.Y.
Knife Sharpeners
J. E. Beauchamp & Co., Montreal.
Knives, Pocket and Table
Geo. Butler & Co., Ltd., Sheffield, Eng.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
James Hutton & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
Knives, Sportsmen's
Marble Arms & Mfg. Co., Gladstone, Mich.
Knives, Putty
Bridgeport Hardware Co., Bridgeport, Conn.
Ladders, Step, Extention, Store, etc.
Allith Mfg. Co., Ltd., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
John Callender Mfg. Co., St. Paul, Minn.
Milbradt Mfg. Co., St. Louis, Mo.
Evan L. Reed Mfg. Co., Sterling, Ill.
Lath, Metallic
Baines & Peckover, Toronto.
Metallic Roofing Co., Toronto and Winnipeg.
Lamps, Nitrogen and Tungsten
Eastern Jackson Co., Toronto.
The Canadian Laco-Philips Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Churton & Taylor, Toronto.
North American Hardware Co., Ltd., Montreal, Que.
Lamp Black
L. Martin Co., New York, N.Y.
A. Ramsay & Son Co., Montreal.
Wilkes-Martin-Wilckes Co., New York.
Lamp Chimneys
Walter Woods & Co., Hamilton.
Lamp Coloring and Frosting
Great West Electric Co., Ltd., Winnipeg, Man.
Spielmann Agencies, Ltd., Montreal.
Lamps, Bicycle and Automhobile
Dominion Battery Co., Ltd., Toronto, Ont.
North American Hardware Co., Ltd., Montreal, Que.
Lamps, Lanterns, Electric, Hand
Canadian General Electric Co., Toronto.
Canadian National Carbon Co., Toronto.
Dominion Battery Co., Toronto.
Interstate Electric Novelty Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Spielmann Agencies, Montreal.
Lamps, Tungsten
Canadian Laco-Philips Co., Toronto.
Canadian Tungsten Lamp Co., Hamilton, Ont.
North American Hardware Co., Ltd., Montreal, Que.
Lamps, Nitrogen
Canadian Laco-Philips Co., Toronto.
Canadian Tungsten Lamp Co., Ltd., Hamilton, Toronto, Montreal, Winnipeg.
North American Hardware Co., Ltd., Montreal, Q.
Lamps and Lanterns, Gasoline and Kerosene
National Stamping & Electric Works, Chicago, Ill.
North American Hardware Co., Ltd., Montreal, Que.
Powerlight Co., Winnipeg, Man.
Lanterns, Oil
Thos. Davidson Mfg. Co., Montreal.
Ontario Lantern & Lamp Co., Hamilton, Ont.
Schnitz Mfg. Co., Hamilton, Can.
E. T. Wright Co., Hamilton, Ont.
Latches
Can. Foundries & Forgings, Ltd., Brockville, Ont.
National Mfg. Co., Sterling, Ill.
Laundry Tubs, Iron, Plate, Cement
Empire Mfg. Co., London, Ont.
Lawn Swings
J. E. Beauchamp & Co., Montreal.
Lawn Mowers
Canada Foundries & Forgings, Ltd., Brockville.
Clipper Lawn Mower Co., Dixon, Ill.
Milbradt Mfg. Co., Sterling, Ill.
Taylor-Forbes Co., Guelph, Ont.
S. P. Townsend & Co., Orange, N.J.
Lead, Black
John Oakey & Sons, London, Eng.
Leather Belting and Soles
Beardmore & Co., Toronto.
Lead, Sheets and Pipe
Canada Metal Co., Toronto.
Empire Mfg. Co., London, Ont.
Hoyt Metal Co., Toronto.
A. C. Leslie & Co., Montreal.
Lead Traps and Bends
Canada Metal Co., Toronto.
Empire Mfg. Co., London and Toronto.
Hoyt Metal Co., Toronto.
Lace Leather
Wm. Taylor, Parry Sound, Ont.
Lead Washers
Canada Metal Co., Ltd., Toronto.
Lens
McKee Glass Co., Buffalo, N.Y.
Stoplare Co., Hamilton, Can.
Levels
H. Disston & Sons, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.
Level Glasses
Stanley Rule & Level Co., New Britain, Conn.
Lines, Wire, Clothes
Walter Woods & Co., Hamilton.
Western Wire & Nail Co., London.
Linoleum Finishes
Boston Varnish Co., Everett Station, Boston, Mass.
Linseed Oil
Brandram-Henderson, Montreal.
Dominion Linseed Oil Co., Baden and Toronto.
R. C. Jamieson & Co., Ltd., Montreal.
Prairie City Oil Co., Winnipeg, Man.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
Lumber Tools
Canadian Warren Axe & Tool Co., St. Catharines, Ont.
Thos. Pink & Co., Pembroke, Ont.
Mantles, Gas
Hamilton Gas Mantle Co., Hamilton, Can.
Marine Brass Work
Empire Mfg. Co., London, Ont.
Matches
E. B. Eddy Co., Hull, Que.
Mats, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Mauls
Can. Foundries & Forgings, Ltd., Brockville, Ont
Meat Choppers
Landers, Frary & Clark, New Britain, Conn.
Metal Boxes and Drawers
Cameron & Campbell, Toronto.
Metals, Expanded
Baines & Peckover, Toronto, Ont.
Metals, Expanded, Ingot, Sheet, Tubes, etc.
Atlas Metals & Alloys Co., Montreal.
Baines & Peckover, Toronto.
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
Tallman Brass & Metal Co., Hamilton, Can.
A. C. Leslie & Co., Montreal.
Empire Mfg. Co., London, Ont.
Metallic, Ceilings, Walls, Roofing, Skylights, Siding, Cornices, Ventilators, Valley Windows, Doors, etc.
Metallic Roofing Co., Toronto.
Pedlar People, Oshawa, Ont.
Winnipeg Ceiling & Roofing Co., Winnipeg.
Mica
A. G. Martin, Ottawa, Ont.
Menders, Utensils
Collette Mfg. Co., Collingwood.
H. Nagle Co., Montreal.
Meters
Canadian General Electric Co., Toronto.
Menders, Graniteware, Pot and Pan
North American Hardware Co., Ltd., Montreal, Vol-Peek Mfg. Co., Montreal.
Micrometers
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Milling Cutters
Pratt & Whitney Co., Ltd., Dundas.
Milk Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.
Mirrors
Leeks & Potts, Ltd., Hamilton, Ont.
Toronto Plate Glass Importing Co., Toronto.
Mitre Boxes
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Mitre Box Saws
H. Disston & Sons, Ltd., Toronto.
Molasses Gates
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Mops
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Motor Trucks
Canadian Pneumatic Tool Co., Ltd., Montreal, Que.
Ford Motor Co., Ford Ont.
Motors
Canadian General Electric Co., Ltd., Toronto.
Motor Cycles
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.
North American Hardware Co., Ltd., Montreal, Q.
Motor Generators
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal.
Motor Trucks
Canadian Pneumatic Tool Co., Ltd., Montreal, Q.
Nails, Wire
Canadian Tube & Iron Co., Ltd., Montreal.
Cowerhill, Learmont & Co., Montreal.
Colonial Wire Mfg. Co., Ltd., Montreal.
H. S. Howland, Sons & Co., Toronto.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Lewis Bros., Ltd., Montreal.
Steel Co. of Canada, Ltd., Hamilton, Ont.
Parmenter & Bulloch, Gananoque, Ont.
Western Wire & Nail Co., London.
Nail Pullers
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn
Nails, Horse Shoe
Steel Co. of Canada, Ltd., Hamilton, Ont.
Neckyokes
Grear Mfg. Co., Ltd., Winnipeg, Man.
Oil Cans
Cannon Oiler Co., Keithsburg, Ill.
Oil Cake and Meal
Dominion Linseed Oil Co., Toronto.
Oil, Coal
Imperial Oil Co., Toronto.
Oils, Cylinder
Prairie City Oil Co., Winnipeg, Man.
Oil Hole Covers
Canadian Winkley Co., Windsor.
Oil, Motor, Road, Harness, Neatsfoot, Separator and gas Engine
Prairie City Oil Co., Ltd., Winnipeg, Man.
Oil Stoves
Thos. Davidson Mfg. Co., Ltd., Montreal.
Oil Tanks and Pumps
S. F. Bowser & Co., Inc., Toronto, Can.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Oilers
Cannon Oiler Co., Keithsburg, Ill.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Orange Derinders
J. E. Beauchamp & Co., Montreal.
Ornamental Tile Roofings
Metallic Roofing Co., Toronto and Winnipeg.
Ornaments, Pressed Zinc
Metallic Roofing Co., Toronto and Winnipeg.
Ornamental Fence
Banwell Hoxie Wire Fence Co., Ltd., Hamilton.
McGregor, Banwell Fence Co., Ltd., Walkerville.
Ornamental Gates
McGregor, Banwell Fence Co., Ltd., Walkerville.
Packings
Consumers Cordage Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Jenkins Bros., Ltd., Montreal.
Scythes, Ltd., Toronto.
Paint, Ready Mixed, Barn, Roof, Flat Wall, Concrete, Floor, Cement, Aluminum, Marine
Brandram-Henderson, Ltd., Montreal.
Canada Paint Co., Montreal.
R. C. Jamieson & Co., Montreal.
Imperial Varnish & Color Co., Toronto.
Lowe Bros, Ltd., Toronto.
Martin-Senour Co., Montreal.
McArthur-Irwin, Ltd.
The Ottawa Paint Works, Ottawa.
A. Ramsay & Son Co., Montreal.
Sanderson, Pearcy Co., Ltd., Toronto.
Standard Paint & Varnish Co., Ltd., Windsor, Ont.
Sherwin-Williams Co., Montreal.
G. F. Stephens Co., Winnipeg.
Benjamin Moore & Co., Toronto.
Paint Brushes
Boeckh Bros., Toronto.
Meadus & Sons, Hamilton.
T. S. Simms & Co., St. John, N.B.
Paint and Varnish Remover
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Martin-Senour Co., Ltd., Montreal.
Sherwin-Williams Co., Montreal.
A. Ramsay & Son Co., Montreal.
Paper Balers
Climax Baler Co., Hamilton.
Spielmann Agencies, Montreal.
Parcel Carriers
Gipe-Hazard Store Service Co., Montreal.
Paris Green
Canada Paint Co., Montreal.
McArthur Irwin, Montreal.
Sherwin-Williams Co., Montreal.
Paper Bags
Walter Woods & Co., Hamilton.
Paper, Wrapping
Walter Woods & Co., Hamilton.
Packing Rubber
Canadian Consolidated Rubber Co., Montreal.
Dunlop Tire & Rubber Co., Toronto.
Gutta Percha & Rubber Co., Ltd., Toronto.
Pads
D. Ackland & Sons, Winnipeg.
Pads for Horses
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto.
Pails
Thos. Davidson Mfg. Co., Ltd., Montreal.
Soren Bros., Toronto.
Pails, Wooden
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Perforated Sheet Metals
B. Greening Wire Co., Ltd., Hamilton.
Percolators, Coffee
Canadian General Eletric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man
Landers, Frary & Clark, New Britain, Conn.
Northern Electric Co., Ltd., Montreal.
Pick Handles
J. H. Still Mfg. Co., St. Thomas, Ont.
Pickling Machines
Cushman Motor Works, Ltd., Winnipeg, Man.
Piston Rod Packing
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Pistols
Iver Johnson's Arms & Cycle Works, Fitchburg Mass.
Phosphor Tin and Copper
Canada Metal Co., Ltd., Toronto.
Phonographs
Canadian Phonograph & Sapphire Disc Co., Winnipeg, Man.
Dominion Sewing Machine-Phonograph Co., Winnipeg

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Walter Woods & Co.
Hamilton & Winnipeg

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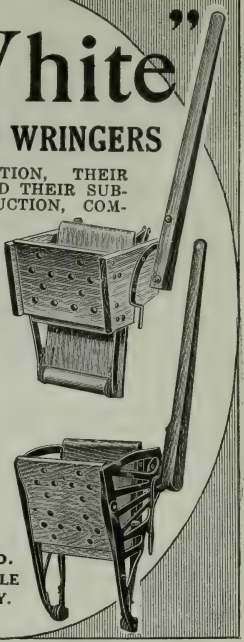
EASE OF OPERATION, THEIR GREAT UTILITY AND THEIR SUBSTANTIAL CONSTRUCTION, COMBINED WITH THEIR PRICE, MAKES THE WHITE MOP WRINGER A RAPID SELLER.

Made of malleable iron and the best of hard woods — Maple or Birch. Fits any kind of pail and wrings the mop thoroughly.

It has more than one use —often used for fruit and vegetable presses and works perfectly. The advent of the White Mop Wringer proved a boon to the housewife—it sells itself and is a good profit-maker.



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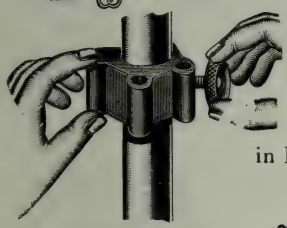

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WILLIAMS BROS. & PIGGOTT, LTD.
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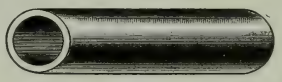

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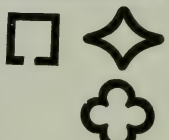
Over 1000 different sections



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THE best possible buyer is not made an actual buyer at a single step It is one thing to win the buyer's favor for an article and another to make adjustments incident to closing the sale. Winning the buyer's favor is the work of trade paper advertising. Under ordinary conditions it should not be expected to do more.

THE BUYERS' GUIDE

Pig Iron
A. C. Leslie & Co., Ltd., Montreal
Nova Scotia Steel Co., New Glasgow, N.S.
Steel Co. of Canada, Ltd., Hamilton

Pins, Escutcheon
Parmenter & Bulloch, Gananoque

Pipe Cutters (Stand)
Trimont Mfg. Co., Roxbury (Boston), Mass.

Pipe Stocks and Dies
Wells Bros. Co., of Canada, Ltd., Galt

Pipe, Black and Galvanized
American Rolling Mills, Middletown, Ohio.
Canada Metal Co., Toronto
Canadian Tube & Iron Co., Ltd., Montreal
Caverhill, Learmont & Co., Montreal.
Empire Mfg. Co., London, Ont.
Steel Co. of Canada, Ltd., Hamilton
Thos. Davidson Mfg. Co., Ltd., Montreal.
Lewis Bros., Ltd., Montreal
Pease Foundry Co., Ltd., Toronto

Pipe, Galvanized, Conductor
Metallic Roofing Co., Toronto and Winnipeg
Pedlar People, Ltd., Oshawa
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg
Winnipeg Steel Granary Co., Winnipeg.

Pipe, Lead
Canada Metal Co., Toronto
Hoyt Metal Co., Toronto

Pipe, Stove
Collins Mfg. Co., Toronto
Soren Bros., Toronto

Pipe, Rain Water Conductor
Canada Metal Co., Toronto
Metallic Roofing Co., Toronto

Pliers, Cutting
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Pliers, Combination
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Goodell-Pratt Co., Greenfield, Mass.

Plowshares
D. Ackland & Son, Winnipeg

Plugs, Rubber
Canadian Consolidated Rubber Co., Montreal

Plumbers' Tools
Empire Mfg. Co., London, Ont.

Plumbers' Supplies, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Planes
Caverhill, Learmont & Co., Montreal
National Machinery & Supply Co., Hamilton.
Stanley Rule & Level Co., New Britain, Conn.

Plates, Plain and Chequererd
Baines & Peckover, Toronto.

Polishes
Buffalo Specialty Co., Buffalo, N.Y.
Channel Chemical Co., Toronto.

Polishing Heads
Goodell-Pratt Co., Greenfield, Mass.

Polishes, Knife
Jno. Oakey & Sons, London, Eng.

Poles, Electric Light
Northern Electric Co., Montreal

Pole Line Material
Canadian General Electric Co., Ltd., Toronto
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal
Pedlar People Ltd., Oshawa
Metallic Roofing Co., Toronto and Winnipeg.

Portable Coal Baskets
Toronto Lock Mfg. Co., Toronto.

Poultry Netting
Thos. Birkett & Son Co., Ltd., Ottawa.
A. C. Leslie & Co., Ltd., Montreal
B. Greening Wire Co., Ltd., Hamilton.

Poultry Leg Bands
Rideau Specialty Co., Smith's Falls, Ont.

Pulls
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Pumps
Beatty Bros., Ltd., Fergus
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Empire Mfg. Co., London, Ont.
R. McDougall Co., Ltd., Galt.
F. E. Myers & Bro., Ashland, Ohio.

Pump Oilers
Cannon Oiler Co., Keithsburg, Ill.

Punches, Centre Drive, etc.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.

Punches, Ticket
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Putty
Brandram-Henderson, Montreal.
R. C. Jamieson & Co., Ltd., Montreal
Canada Paint Co., Montreal
Benjamin Moore & Co., Ltd., Toronto
A. Ramsay & Son Co., Montreal
Steel Co. of Canada, Ltd., Hamilton
G. F. Stephens & Co., Winnipeg
Sherwin-Williams Co., Montreal

Pneumatic Tubes
Gipe Hazard Store Service Co., Toronto

Pulleys
Canada Foundries & Forgings, Brockville

Quoits
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Racks, Hay
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Radiators
Empire Mfg. Co., London, Ont.

Radiator Valves
Jenkins Bros., Ltd., Montreal

Railings, Brass

Railroad Supplies, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto
The Toronto Lock Mfg. Co., Toronto, Ont.

Rakes
Doust Specialty Co., Toronto.
Ward & Payne, Sheffield, Eng.

Razors
Auto-Strop Safety Razor Co., Toronto
Geo. Butler & Co., Ltd., Sheffield, Eng.
Caverhill, Learmont & Co., Montreal
James Hutton & Co., Montreal
Gillette Safety Razor Co., Ltd., Montreal
Landers, Frary & Clark, New Britain, Conn.
Wilkinson Sword Co., Sheffield, Eng.

Reamers
Pratt & Whitney Co., Ltd., Dundas
Butterfield & Co., Rock Island, Que.

Ratchet Drills
Goodell-Pratt Co., Greenfield, Mass.

Reciprocating Drills
Goodell-Pratt Co., Greenfield, Mass.

Refrigerators
Thos. Davidson Mfg. Co., Ltd., Montreal.
Renfrew Refrigerator Co., Renfrew, Ont.
Soren Bros., Toronto

Refrigerator Hardware
Toronto Lock Mfg. Co., Toronto.

Registers
Barton Netting Co., Ltd., Windsor, Ont.
Canada Foundries & Forgings, Brockville
Enterprise Mfg. Co., Sackville, N.B.
Jas. Stewart Mfg. Co., Woodstock, Ont.

Rifles
Harrington & Richardson Arms Co., Worcester, Mass.

Rivets
Parmenter Bulloch Co., Gananoque, Ont.

Roadlighters
C. A. Shaler Co.

Roofing, Ready
Bird & Son, Hamilton, Can.
Bishopric Wall Board Co., Ltd., Ottawa, Ont.
Thos. Birkett & Son Co., Ltd., Ottawa.
Brantford Roofing Co., Ltd., Brantford, Ont.
Canadian Roofing Co., Ltd., Windsor, Ont.
Standard Paint Co., of Canada, Ltd., Montreal.

Rules
Jas. Chesterman & Co., Sheffield, Eng.
Lufkin Rule Co., Windsor, Ont.
L. S. Starrett Co., Athol, Mass.

Saws, Hand and Circular
E. C. Atkins Co., Hamilton, Can.
Henry Disston & Sons, Toronto.
Simonds Canada Saw Co., Montreal.

Scoops
Canadian Shovel & Tool Co., Hamilton, Can.

Screws
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Screw and Bolt Cases
Duluth Show Case Co., Duluth, Minn.

Screw Machines
Stratford Brass Co., Ltd., Stratford, Ont.

Shades, Electric
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Sheeting
McArthur & Co., Alex., Montreal, Que.

Sheets, Galvanized and Black
American Rolling Mills, Middleton, Ohio.
Baines & Peckover, Toronto.
A. C. Leslie & Co., Montreal, Que.
Dominion Sheet Metal Co., Hamilton.
M. & L. Samuel Benjamin Co., Toronto.
R. & S. H. Thompson, Montreal, Que.

Shovels
J. E. Beauchamp & Co., Montreal, Que.
Canadian Shovel & Tool Co., Hamilton, Can.
D. F. Jones Mfg. Co., Ltd., Gananoque, Ont.

Show Cases
Duluth Show Case Co., Duluth, Minn.

Silo Lugs
Otterville Mfg. Co., Otterville, Ont.

Sinks
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Empire Mfg. Co., London, Ont.

Silver Plated Ware
Canadian Wm. A. Rogers Co., Toronto.
Oneida Community, Ltd., Niagara Falls, Ont.

Solder
Canada Metal Co., Toronto
Empire Mfg. Co., London and Toronto
Hoyt Metal Co., Toronto
Northern Electric Co., Montreal
Owl Metal Co., Ltd., Winnipeg
Geo. W. Reed, Montreal
Tallman Brass & Metal Co., Hamilton, Ont.

Soldering Paste
Canada Metal Co., Toronto
Great West Electric Co., Ltd., Winnipeg, Man.

Solderall
Thos. Davidson Mfg. Co., Ltd., Montreal.

Soap Dishes
Kinzinger Bruce & Co., Niagara Falls, Ont.

Spades
Canadian Shovel & Tool Co., Hamilton, Ont.
Erie Iron Works, St. Thomas, Ont.

Spark Plugs
Canadian Carbon Co., Ltd., Toronto
Canada Cycle & Motor Co., Ltd., Weston, Ont.
Canada Sales Co., Toronto, Can.
Great West Electric Co., Ltd., Winnipeg, Man.
Champion Spark Plug Co., Windsor, Ont.
Dominion Battery Co., Ltd., Toronto, Ont.
Eclipse Mfg. Co., Indianapolis, Ind.
W. T. Evans, 1694 St. Urbain St., Montreal
Hyslop Bros., Toronto
Interstate Electric Novelty Co., Montreal
Northern Electric Co., Ltd., Toronto
Sharp Spark Plug Co., Cleveland, Ohio.

Spiders
Can. Foundries & Forgings, Ltd., Brockville, Ont

Spoke Shaves
Stanley Rule & Level Co., New Britain, Conn.

Sponge Baskets
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Sprayers
Collins Mfg. Co., Toronto
Thos. Davidson Mfg. Co., Ltd., Montreal.
Eureka Planter Co., Woodstock

Springs
B. J. Coghlin Co., Ltd., Montreal, Que.

Spring Dies
Wells Bros. Co. of Canada, Galt

Stable Fittings
Beatty Bros., Fergus, Ont.
Canada Foundries & Forgings, Brockville.
Toronto Lock Mfg. Co., Toronto.

Store Fixtures
Cameron & Campbell, Toronto.
Milbradt Mfg. Co., Sterling, Ill.
Walker Bin & Store Fixture Co., Kitchener, Ont.

Stoves
Burrow, Stewart & Milne, Hamilton, Can.
Canada Foundries & Forgings, Brockville.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Enterprise Foundry Co., Sackville, N.B.
Findlay Bros., Carleton Place
Gurney Foundry Co., Toronto
Hoosier Stove Co., Marion, Ind.
McClary Mfg. Co., London, Ont.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
Record Foundry & Machine Co., Moncton, N.B.
Jas. Stewart Mfg. Co., Ltd., Woodstock

Stoves, Fireless Cook
Louis McLain Co., Ltd., Winnipeg, Man.

Stoves and Ranges, Electric
Superior Electrics, Ltd., Pembroke, Ont.

Stoves, Gasoline
National Stamping & Electric Works, Chicago

Stove Lining
Geo. W. Reed, Montreal.

Stove Pipe
Collins Mfg. Co., Toronto
Thos. Davidson Mfg. Co., Ltd., Montreal.

Stretchers, Wire
Banwell Hoxie Wire Fence Co., Ltd., Hamilton
Merchants Hardware Specialties, Ltd., Calgary, Alta.

Steel, Reinforcing
Baines & Peckover, Toronto.
Canadian Rolling Mills Co., Ltd., Montreal
Canadian Tube & Iron Co., Ltd., Montreal
London Rolling Mill Co., London, Ont.
Manitoba Rolling Mills Co., Winnipeg

Steel, Strip
Baines & Peckover, Toronto, Ont.
Dominion Sheet Metal Co., Ltd., Hamilton

Stencils and Ink
Hamilton Stamp & Stencil Co., Hamilton

Steamers and Boilers
Thos. Davidson Mfg. Co., Ltd., Montreal.

Steel Bending Brakes
Steel Bending Brake Works, Chatham

Steel, Mild, Sleigh Shoe, Tire
Baines & Peckover, Toronto, Ont.
Canadian Rolling Mills Co., Ltd., Montreal
Canadian Tube & Iron Co., Ltd., Montreal
London Rolling Mill Co., London, Ont.
Manitoba Rolling Mills Co., Winnipeg
Steel Co. of Canada, Hamilton

Stains
Brandram-Henderson, Montreal
Canada Paint Co., Ltd., Montreal
Dougall Varnish Co., Ltd., Montreal
The Lowe Bros. Co., Toronto
R. C. Jamieson & Co., Ltd., Montreal
Martin-Senour Co., Ltd., Montreal
McArthur-Irwin, Ltd.
Benjamin Moore & Co., Ltd., Toronto
A. Ramsay & Sons Co., Montreal
The Ottawa Paint Works, Ottawa.
Sanderson Pearcy & Co., Toronto.
Sherwin-Williams Co., Montreal
Standard Paint & Varnish Co., Windsor Ont.
Spielman Agencies Ltd., Montreal
G. F. Stephens & Co., Winnipeg

Staples
Canada Steel Goods Co., Hamilton
Laidlaw Bale-Tie Co., Ltd., Hamilton
National Mfg. Co., Sterling, Ill.
Steel Co. of Canada, Ltd., Hamilton
Western Wire & Nail Co., London

Stays, Friction
Toronto Lock Mfg. Co., Toronto.

Stools
Evan L. Reed Mfg. Co., Sterling, Ill.

STUCCO BOARD
Bishopric Wall Board Co., Ltd., Ottawa, Ont.

Sweat Pads
American Pad & Textile Co., Chatham
Burlington Windsor Blanket Co., Toronto.

Switches, Switchboards
Canadian General Electric Co., Ltd., Toronto
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal.

Supply Pipes, Iron and Brass, Bath and Basin
Empire Mfg. Co., London, Ont.

Talking Machines
Dominion Sewing Machine & Phonograph Co., Winnipeg

Tanks, Cistern
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Tanks, Galvanized Steel
Empire Mfg. Co., London and Toronto
Winnipeg Ceiling & Roofing Co., Winnipeg

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AND
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LIMITED
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THE BUYERS' GUIDE

Tape
Butterfield & Co., Rock Island, Que.
Pratt & Whitney Co., Dundas, Ont.
Wells Bros. Co. of Canada, Galt, Ont.

Tap Holders
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.

Tapping Attachments
Pratt & Whitney Co., Dundas, Ont.
Wells Bros. of Canada, Galt

Tape, Rubber Friction
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Tapes, Measuring
Caverhill, Learmont & Co., Montreal
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
Lufkin Rule Co., Ltd., Windsor, Ont.
L. S. Starrett Co., Athol, Mass.

Tea Pots and Urns, Tea Ball
Landers, Frary & Clark, New Britain, Conn.

Terne Plates
A. C. Leslie & Co., Ltd., Montreal

Thimbles, Smoke Pipe
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Tiling, Walls and Floor
Barton Netting Co., Windsor

Tiling, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Co., Ltd., Toronto.

Tinsmiths' Machinery
Brown, Boggs Co., Hamilton, Ont.
Steel Bending Brake Works, Chatham.

Tire Carriers, Automobile
Kinzinger Bruce & Co., Niagara Falls, Ont.
North American Hardware Co., Ltd., Montreal, Q.

Tires and Tubes, Automobile and Motor Truck
Canadian Consolidated Rubber Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Co., Toronto.
McGraw Tire & Rubber Co., East Palestine, O.
North American Hardware Co., Ltd., Montreal, Q.

Tires and Tubes, Bicycle
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Tire Accessories
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Trucks
Canadian Pneumatic Tool Co., Ltd., Montreal, Q.

Truck Supplies
Canadian Pneumatic Tool Co., Ltd., Montreal, Q.

Tools
Buck Bros., Millbury, Mass.
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
B. J. Coghlin Co., Ltd., Montreal, Que.
Northern Electric Co., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.
Pratt & Whitney, Dundas, Ont.
Ward & Payne, Sheffield, Eng.

Tools, Garden
Eureka Planter Co., Woodstock
Ward & Payne, Sheffield, Eng.

Tools, Harvest
Beatty Bros., Ltd., Fergus, Ont.
F. E. Myers & Bro., Ashland, O.

Toys
American Flyer Mfg. Co., Chicago, Ill.
J. E. Beauchamp & Co., Montreal
A. C. Gilbert Co., New Haven, Conn.

Tools, Blacksmiths'
D. Ackland & Son, Winnipeg.

Tools, Machinists'
L. S. Starrett Co., Athol, Mass.
Goodell-Pratt Co., Greenfield, Mass.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.

Tools, Woodworkers'
National Machinery & Supply Co., Hamilton

Towel Bars
Kinzinger Bruce & Co., Niagara Falls, Ont.
Newell Mfg. Co., Prescott, Ont.

Traps, Brass, Iron, Lead
Canada Metal Co., Toronto.
Empire Mfg. Co., London, Ont.

Traps, Game
Oneida Community, Ltd., Niagara Falls, Ont.

Troughs
Beatty Bros., Fergus, Ont.

Trammel Points
Stanley Rule & Level Co., New Britain, Conn.

Trowels
H. Disston & Sons, Toronto
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Ward & Payne, Sheffield, Eng.

Trucks, Warehouse
Canada Foundries & Forgings, Brockville
John Watson Mfg. Co., Ltd., Winnipeg, Man.

Try Squares
Henry Disston & Sons Co., Toronto
Stanley Rule & Level Co., New Britain, Conn.

Truing Devices
Cleveland Stone Co., Cleveland, Ohio

Tungsten Lamps
Canadian Tungsten Lamp Co., Hamilton, Ont.
Canadian Laco-Phillips Co., Toronto
Great West Electric Co., Ltd., Winnipeg, Man.
North American Hardware Co., Ltd., Montreal, Q.

Turning Tools
Buck Bros., Millbury, Mass.
Ward & Payne, Sheffield, Eng.

Tubs
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Tumbler Holders
Kinsinger Bruce & Co., Niagara Falls, Ont.

Tubing, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Tubing, Steel
Standard Tube & Fence Co., Woodstock

Twines
Consumers Cordage Co., Montreal
Scythes & Co., Ltd., Toronto.
Walter Woods & Co., Hamilton

Valves, Standard, Globe, Angle and Check
Canadian Fairbanks-Morse Co., Montreal.
Empire Mfg. Co., London, Ont.
Jenkins Bros., Montreal, Que.
Jas. Morrison Brass Mfg. Co., Toronto.
T. McAvity & Sons, Ltd., St. John, N.B.
Penberthy Injector Co., Limited, Windsor, Ont.
United Brass Founders, Ltd., Manchester, Eng.

Valves, Radiator and Air, Iron Body, Composition, Globe, Angle, Check
Canadian Fairbanks-Morse Co., Montreal, Que.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Empire Mfg. Co., London, Ont.
Jenkins Bros. Co., Montreal, Que.
Jas. Morrison Brass Mfg. Co., Toronto.
T. McAvity & Sons, Ltd., St. John, N.B.
Penberthy Injector Co., Limited, Windsor, Ont.
United Brass Founders, Ltd., Manchester, Eng.

Varnishes
Berry Bros., Walkerville
Boston Varnish Co., Everett Station, Boston, Mass.
Brandram-Henderson, Montreal
Canada Paint Co., Montreal
Dougall Varnish Co., Ltd., Montreal
McArthur Irwin, Montreal
Martin-Senour Co., Ltd., Montreal
Benjamin Moore & Co., Ltd., Toronto
A. Ramsay & Son, Montreal
R. C. Sanderson & Co., Montreal
Pratt & Lambert, Bridgeburg, Ont.
Sanderson, Pearcy & Co., Toronto.
Sherwin-Williams Co., Montreal
G. F. Stephens & Co., Ltd., Winnipeg
Ottawa Paint Works, Ottawa.
Wilkinson & Kompass, Hamilton

Vehicles, Business
Canadian Pneumatic Tool Co., Ltd., Montreal, Q.

Ventilators, Metallic
Metallic Roofing Co., Toronto and Winnipeg
Winnipeg Ceiling & Roofing Co., Winnipeg

Vises
Thos. Birkett & Son Co., Ltd., Ottawa.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal
Goodell-Pratt Co., Greenfield, Mass.
Lewis Bros., Ltd., Montreal
National Machinery & Supply Co., Hamilton
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.

Vulcanizers
Adamson Mfg. Co., Hamilton
Northern Electric Co., Montreal
C. A. Shaler Co., Waupun, Wis.

Wagon Hardware
Gregg Mfg. Co., Ltd., Winnipeg, Man.

Wagons
Woodstock Wagon Mfg. Co., Woodstock, Ont.

WALLBOARD
Bishopric Wall Board Co., Ltd., Ottawa, Ont.

Warmers, Foot
Chicago Flexible Shaft Co., Chicago, Ill.

Washers
C. Kloepfer, Ltd., Toronto
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton
The Toronto Lock Mfg. Co., Toronto, Ont.
Wilkinson & Kompass, Hamilton

Washers, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Washing Machines, Electric, Hand and Power
Beatty Bros., Fergus, Ont.
Canadian Woodenware Co., St. Thomas, Ont.
I. H. Connor & Son, Ltd., Ottawa
Cushman Motor Works, Ltd., Winnipeg, Man.
Dowswell, Lees & Co., Hamilton.
Great West Electric Co., Ltd., Winnipeg, Man
Maytag Co., Winnipeg, Man.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
Northern Electric Co., Montreal

Waste, Cotton
Acme Waste Mfg. Co., Toronto.
Scythes & Co., Ltd., Toronto
Wilkinson & Kompass, Hamilton

Wash Boards
Canadian Woodenware Co., St. Thomas, Ont.
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Water Supply Systems
Empire Mfg. Co., London, Ont.

Weather Stripping
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Swan Mfg. Co., Winnipeg

Wedges
Can. Foundries & Forgings, Ltd., Brockville, Ont
Canadian Warren Axe & Tool Co., St. Catharines, Ont.

Whitewash Outfits
Collins Mfg. Co., Toronto
Spramotor Co., London, Ont.

Weeders, Garden (hand)
J. E. Gilson Mfg. Co., Port Washington, Wis.
C. S. Norcross & Sons, Bushnell, Ill.

Weights
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Wheels, Well
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Wholesale Hardware
Thos. Birkett & Co., Ottawa, Ont.
Caverhill, Learmont & Co., Montreal
Frothingham & Workman, Montreal
H. S. Howland Sons & Co., Toronto.
Lewis Bros., Ltd., Montreal
Miller-Morse Co., Winnipeg, Man.
Rice, Lewis & Sons, Ltd., Toronto
White's, Ltd., Collingwood, Ont.

White Lead
Brandram-Henderson, Montreal
Canada Paint Co., Ltd., Montreal
Carter White Lead Co., Montreal
Steel Co. of Canada, Ltd., Hamilton
McArthur Irwin, Montreal

Windows, Kalameined
Metallic Roofing Co., Toronto and Winnipeg

Windshields
Leeks & Potts, Hamilton, Ont.

Wire Cloth
B. Greening Wire Cloth Co., Ltd., Hamilton

Wire Cutters
Bridgeport Hardware Co., Bridgeport, Conn.
Northern Electric Co., Montreal

Wire Hoops
Laidlaw Bale-Tie Co., Ltd., Hamilton
Steel Co. of Canada, Ltd., Hamilton

Wire
Canadian Tube & Iron Co., Ltd., Montreal
Caverhill, Learmont & Co., Montreal
B. Greening Wire Cloth Co., Ltd., Hamilton
Laidlaw Bale-Tie Co., Ltd., Hamilton
Lewis Bros., Ltd., Montreal
Northern Electric Co., Montreal
Northern Bolt Screw & Wire Co., Owen Sound
Steel Co. of Canada, Hamilton
Western Wire & Nail Co., London

Wire Mats
B. Greening Wire Cloth Co., Ltd., Hamilton

Wire Wheels
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Wire Rope
Baines & Peckover, Toronto.

Wrapping Paper
McArthur & Co., Alex., Montreal, Que.

Wrenches and Accessories
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Keystone Mfg. Co., Buffalo, N.Y.
L. S. Starratt Co., Athol, Mass.
Trimont Mfg. Co., Roxbury, Mass.
Will B. Lane, Chicago, Ill.
J. H. Williams Co., Brooklyn, N.Y.

Wrenches, Alligator
Bridgeport Hardware Co., Bridgeport, Conn.

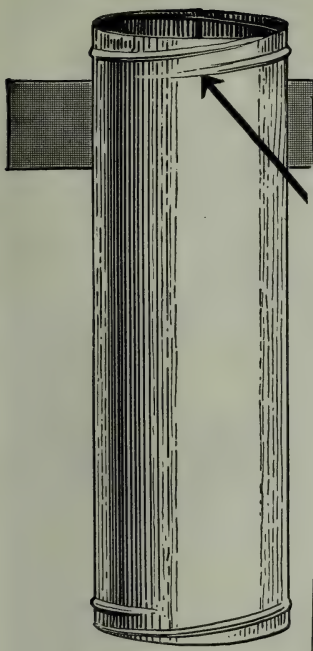
Wrenches, Ratchet
L. S. Starrett Co., Athol, Mass.
Spielman Agencies, Montreal

Wrought Nipples
Canadian Tube & Iron Co., Ltd., Montreal

Wrought Couplings
Canadian Tube & Iron Co., Ltd., Montreal

Wringers, Hand and Power
Beatty Bros., Fergus, Ont.
Caverhill, Learmont & Co., Montreal
Dowswell, Lees & Co., Hamilton.
J. H. Connor & Sons, Ltd., Ottawa
Lewis Bros., Ltd., Montreal
Merchants Hardware Specialties, Ltd., Calgary, Alta.

Zinc, Bar
Canada Metal Co., Ltd., Toronto



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Embodies Trouble and Expense-Saving Features Present in No Other Pipe.

Hardware dealers will make no mistake in ordering sufficient "New Safety Stove Pipe" for next winter's business. Here are a few reasons why it will sell—

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Manufactured by Fairgreave & Sons, Toronto

MEHASCO

ANOTHER MEHASCO MESSAGE 7

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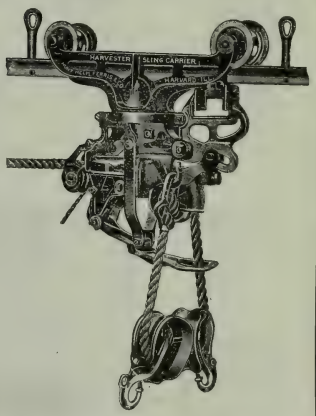

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Advertising makes for better merchandise—

Not only does advertising create a good impression regarding the merchandise advertised but it MAKES FOR BETTER MERCHANDISE. There are added responsibility and written-printed claims to substantiate.

Addition to Electro Service

INQUIRIES from hardware retailers in various parts of Canada, requesting HARDWARE AND METAL to enlarge the electro service to embrace motor accessories have resulted in the following new additions, making in all a total of 412 hardware electros now available through HARDWARE AND METAL'S electro service. These cuts, to be used by retailers in their advertising, are supplied mounted on wood blocks and postage paid, at a cost of 20c each, cash with order. Booklets showing entire assortment of hardware cuts will be supplied free upon request. Address all inquiries to HARDWARE AND METAL, Electro Dept., 143 University Ave., Toronto, Canada.

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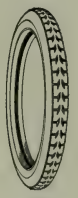
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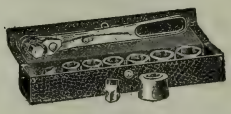
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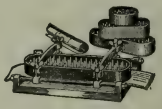
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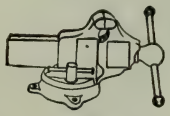
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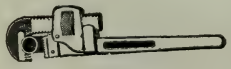
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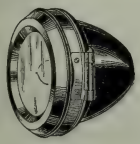
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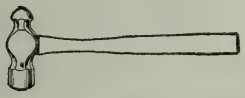
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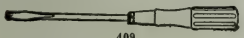
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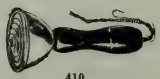
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THE above are a few of HARDWARE AND METAL'S electro assortment, comprising 412 electros of hardware and motor accessory articles, which are available to subscribers at a cost of 20c each, cash with order. Booklet showing complete assortment will be mailed free upon request.

HARDWARE and METAL

Electro Department

143-153 University Avenue

TORONTO

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Firms advertising in this department are particularly interested in supplying requirements of manufacturers, and solicit their inquiries.

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White---Nos. Jap, XC, X, XX, XXX

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And at Guelph

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HEAVY HARDWARE
AUTOMOBILE ACCESSORIES

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Our complete catalogue will be sent on request.

Acme Steel Goods Co. of Canada, Ltd.
MONTREAL

Agents:
Frederick Sara & Co. - Calgary, Alta.
H. C. Brennan Co. - - Ottawa. Ont.

Standard Tube & Fence Co.
LIMITED

Manufacturers of

Woven Wire Fencing for Farm and Ornamental purposes, Farm and Ornamental Gates, Steel Tube Fence Posts, and a full line of fencing materials,

also

Butted and Welded, sizes 3/8" to 2", 14 to 20 gauge.

WOODSTOCK ONTARIO

WILKINSON & KOMPASS

TORONTO HAMILTON WINNIPEG
IRON AND STEEL
HEAVY HARDWARE
MILL SUPPLIES
AUTOMOBILE ACCESSORIES
WE SHIP PROMPTLY

LACE LEATHER

in
Sides, Backs and Cut;
Raw-Hide and Tanned
W. TAYLOR
TANNER
PARRY SOUND, ONT.

If interested, tear out this page and keep with letters to be answered.

Look for the full name

Russell Jennings

stamped on the round of our

Auger Bits

The original double twist auger bit, patented by Mr. Russell Jennings in 1855

Russell Jennings Mfg. Co.

CHESTER, CONN., U.S.A.

INCREASE Your Selling Capacity

Our Carrier Service will increase your selling capacity without adding to the number of your salesmen. The statement is concisely, though fully, explained in our four-page leaflet. By its analysis the matter is at once seen—as it really is—to be practical and so simple that it is often overlooked, chiefly through the long and studied arguments of those who are interested in introducing more costly machinery and complicated methods. The leaflet for the asking. Write for it to-day.

Level, grade and perpendicular wire cash carriers, parcel carriers, cable carriers and pneumatic tubes.

GIPE-HAZARD STORE SERVICE CO., LTD.,
113 Sumach St., Toronto, Can.

JOSEPH RODGERS & SONS
SHEFFIELD, ENG. LIMITED

Avoid imitations of our

CUTLERY

REGISTERED TRADE MARK

By seeing that this exact mark is on each blade

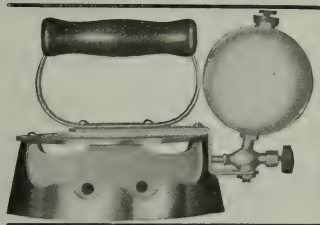
GRANTED 1682.

SOLE AGENTS FOR CANADA

James Hutton & Company

MONTREAL

Big Spring and Summer Seller



Every housekeeper—city or country—a likely purchaser of the

"Comfort" Iron

Makes its own gas, two-pointed, self-heating, self-cleaning. Operates easily at low cost. Looks good and makes good, guaranteed. Sells fast.

Ask your jobber for particulars or write direct.

Dept. 16.

National Stamping and Electric Works
410-424 S. Clinton St. - - Chicago, Ill.

GLUE IN PACKAGES

Pup in the way that best appeals to the people—that's "Brantford" GLUE

It's an all 'round glue and makes good profits for dealers.
In ¼, ½ and 1 lb. packages at your jobbers.

CANADA GLUE CO., Limited, Brantford, Ont.

We have a large stock of
CARRIAGE and MACHINE BOLTS
and COACH SCREWS,
RIVETS, NUTS and
WASHERS

BOLTS

Orders Filled and Shipped Immediately

London Bolt & Hinge Works
LONDON, CANADA

Consult Hardware and Metal Buyers' Guide

If what you want isn't advertised in this issue, consult our Buyers' Directory. If it isn't listed in our Directory, write us and we will give you the information.

CROWBARS

No. 102-A—CHISEL POINT

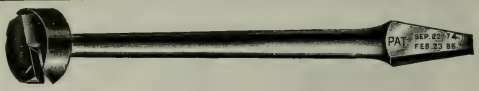
We offer you bars made of High Carbon Steel at the same price as you are buying the Mild Steel Bar elsewhere. Send us a trial order.

B. J. COGHLIN CO., LIMITED, Office and Factory: Ontario St. East, MONTREAL

TARRED FELT

SPECIFY DOMINION BRAND

J. H. McCOMB, LIMITED Manufacturers of all kinds of Building Paper, Pitch and Coal Tar **MONTREAL**



THE PROGRESSIVE MANUFACTURING CO.
Torrington, Conn., U.S.A.

FORSTNER BITS

bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTER. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability. Made for Brace—made for machine. Packed singly; packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Only through your jobber to-day.

CANADIAN ROLLING MILLS CO., LIMITED

WORKS: LACHINE CANAL, MONTREAL

MANUFACTURERS OF

BAR IRON and STEEL: Rounds, Squares and Flats.

ALSO

Twisted Steel Bars for Reinforcing

SELLING AGENTS:

CANADIAN TUBE & IRON COMPANY, Limited, MONTREAL

The Peterboro Lock Mfg. Company, Limited

Peterboro, Canada

Established 1885

MANUFACTURERS OF

BUILDERS' HARDWARE

Ship Hardware, Saddlery Hardware, Padlocks, Door Checks, Brass and Iron Castings, Stampings and other Hardware Specialties.

Kindly mention this paper when writing to the advertisers.

London Bar Iron

Has a reputation in the Canadian market, thoroughly established for the last eighteen years.

Compares in quality with the best imported brands, but is considerably lower in price.

Copy of tests made by Strength of Materials Laboratory (University of Toronto) March 27th, 1918, prove our claims as to quality.

	9-16 Sq.	¾ Rd.	1 Sq.	1¼ x ⅝
Elastic Limit, per sq. in..	39.000	33.300	33.000	35.300
Ultimate Strength	54.600	54.300	52.000	50.000
Elongation in 8 in.	25%	27%	29%	26%
Reduction	47%	49%	50%	50%

Sales Agents: Manitoba, Bissett & Webb, Ltd., Winnipeg; British Columbia, McPherson & Teetzell, Vancouver.

All wholesale hardware dealers carry **London Bar Iron**

Drop us a line for full particulars and prices

Manufactured in Canada by

London Rolling Mills Co.

LIMITED

LONDON, ONTARIO

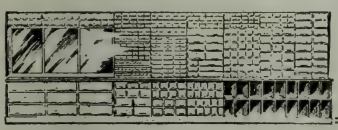
SHARRATT & NEWTH'S

GLAZIERS' DIAMONDS are unequaled for cutting and wearing qualities.

To be obtained from Dealers in Glass, Hardware and Painters' Supplies

Agents: A. RAMSAY & SON COMPANY, Montreal

Glaziers' Diamonds



Wall Cases, Shelving, Display Counters, Nail Bin Counters, Screw Cases All kinds of Store Fittings.

The quality of our goods is top-notch. Prices right.

CAMERON & CAMPBELL

Sole Manufacturers Toronto, Canada

YOUR WANTS

are many here below. Use HARDWARE & METAL want ad. page and get rid of a few of them.

"Delta" Files

— we'll help you sell them

TRADE MARK DELTA

If the "Delta" Dealer never said a word about these good files but just kept handing them across his counter day by day he would gradually build up an enviable reputation for the quality of files he sells. But we believe in hurrying up that good reputation by telling our agents' customers facts about "Delta"—facts which interest file users and induce them to buy "Delta."

If you want to take on the "Delta" File Agency in your district we will help you make it the most profitable line in your stock. We'll help you interest all the big users of files and show you how to close them up.

This is a genuine plan we want you to try, so write and get full particulars.

DELTA FILE WORKS

PHILADELPHIA, PA.

CANADIAN AGENTS:

H. S. Howland, Sons & Co., Toronto; Starke, Seybold, Montreal; Wm. Stairs, Son & Morrow, Halifax; Merrick-Anderson Co., Winnipeg.

ALL LEADING JOBBERS.

Government May Stop Construction of Eaton's Vast New Mail Order Building

MILLIONS of dollars—$3,500,000 to be exact—is the estimated cost of the huge new mail order building projected by the T. Eaton Company in Toronto. The structure, 400 x 330 feet in foundation area, is to have over a million feet of floor-space, and would be, if constructed according to present plans, the largest single building ever planned in Canada. It has been designed, according to report, solely to enable the T. Eaton Co. to meet the immense mail order competition of the Robert Simpson Company through their big modern mail order building on Mutual Street, Toronto. Or, it may be simply a necessary step due to the immense development of Eaton's own mail order business. Anyway estimates have been called for the structure, and to-day the question is: "Will the Government allow the building to go up?"

Steel and Labor Seriously Involved

Already the Dominion Bridge Company are preparing to roll the steel for the structure. Steel is a precious munition of war to-day. Labor is looking for employment at the highest possible wage-rate and enterprises both patriotic and profit-earning are looking far and wide for labor. So serious is the farm-labor situation likely to become that the Government instituted National Registration and the Registration Cards lay emphasis on farm-work.Will the Government permit the construction of a building which will use enormous amounts of steel, and tax supplies of labor to a great extent?

The Financial Post Deals With This Question and With Others

In THE FINANCIAL POST of June 22nd you will find this question very keenly analyzed. You are interested. Every merchant or business man in Canada is interested. THE POST goes incisively into vital matters that concern business in Canada, the business affairs that bring you money. Here are headlines from the issue of June 22nd. Each one of them indicates a business feature of the week, the information on which will be valuable to you, and all the contents of THE POST are not given by any means. Just note these:—

Housing—A Live Subject Throughout Dominion.
Pooling of United States and Canadian War Resources.
Conservation of Coal Needed to Avert Fuel Famine.
Sir Thomas White May Succeed in Getting U. S. Credit.
Fire Insurance Men Criticise the C.M.A. Report.
British Industry Asks Protection From Competition.
Closing Down is no Calamity For Flour Mills.
Senator Nicholls' Trade Corporation Idea.
Supplementing Manufacturers' Balance Sheets For Banks.
Victory Loan Conference on Tuesday.
Over-Favorable Crop Reports Are Unwise.
Bank Profits and Stocks Now, and Before War.
Bank Clearings Again Fall off in West.
Edmonton Getting Back to Equilibrium.
New Westminster Received Bids For Bond Issue.
Thyssen—The German Capitalist Who Was to Own Canada.
Peddlers of U.S. War Orders Getting Middle Profits.

These headlines, and the other important contents of THE POST will indicate to you most important business news matter. To read THE POST on these subjects and on each week's business affairs of note as they arise will provide you with facts to make your opinions in conversation with other business men strong in constructive idea and suggestion force. Careful consideration of THE POST will prove to you its practical value. Secure subscription to-day by signing and mailing this coupon.

Annual Subscription $3.00. .....

THE FINANCIAL POST OF CANADA,
143-153 University Ave., Toronto.

Please enter me as a regular subscriber to THE FINANCIAL POST OF CANADA, commencing with current issue. I enclose (will forward) $3.00 to pay for my subscription for the first year, or you may draw on me for this amount.

Name .....

C.G.

Address .....

(Please write plainly)

A 33⅓% Profit or more in every can of Polarine

AND *no other oil sells so well,* because Polarine is:—

—extensively advertised in every part of Canada.

—in constant demand by automobile owners everywhere.

—the kind of oil that satisfies the customer and makes him come back for more.

Our advertising campaign will be continued in full force throughout the coming year. Sign posts, magazines, newspapers and farm papers —all will work to increase the demand for Polarine.

You can cash in on this demand with the signs and booklets with which we are ready to supply you.

You will find Polarine one of the greatest profit-producing products which you can handle. There is a profit of 33 1-3 per cent. or more for you on all sales and your turnover of stock will be rapid.

Polarine will bring the motor car owners — the liberal money-spenders into your store. They are a worth-while class of customers.

Polarine is supplied in attractive sealed cans of gallon and four-gallon capacity, in 12½-gallon steel kegs, half barrels and barrels. There is also a special half-gallon size for Ford cars. It comes in two grades—Polarine and Polarine Heavy.

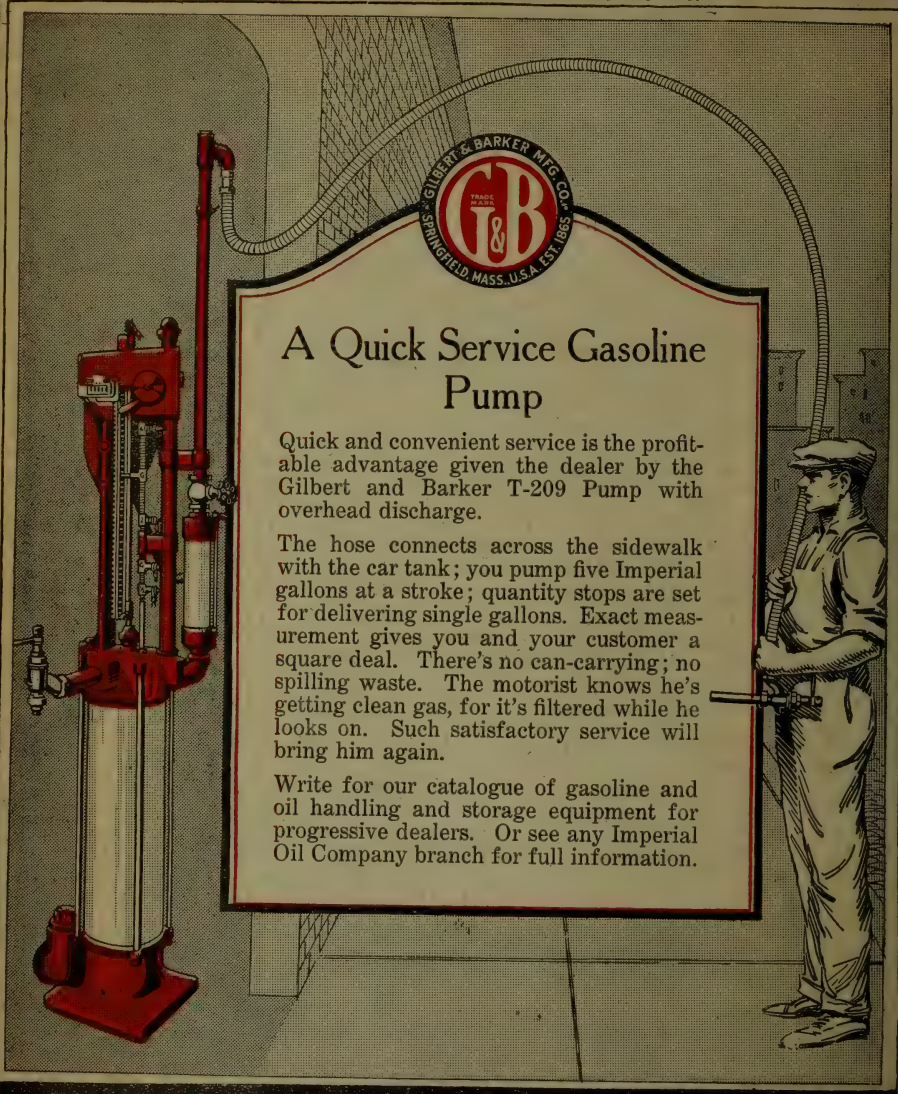
Write to us at 56 Church Street, Toronto, for full information and our proposition to dealers. Ask for our new book on Polarine for Automobile Lubrication.

IMPERIAL OIL LIMITED

Manufacturers & Marketers of POLARINE MOTOR OILS & GREASES

Marketers of *Gargoyle Mobiloils* in Canada

BRANCHES IN ALL CITIES



A Quick Service Gasoline Pump

Quick and convenient service is the profitable advantage given the dealer by the Gilbert and Barker T-209 Pump with overhead discharge.

The hose connects across the sidewalk with the car tank; you pump five Imperial gallons at a stroke; quantity stops are set for delivering single gallons. Exact measurement gives you and your customer a square deal. There's no can-carrying; no spilling waste. The motorist knows he's getting clean gas, for it's filtered while he looks on. Such satisfactory service will bring him again.

Write for our catalogue of gasoline and oil handling and storage equipment for progressive dealers. Or see any Imperial Oil Company branch for full information.

IMPERIAL OIL LIMITED

Canadian Distributors of Gilbert & Barker Gasoline and Lubricating Storage Outfits

BRANCHES IN ALL CITIES

MADE IN CANADA

BUFFALO OILS

For Every Purpose in Road—Farm—Home—Factory

Your customers can purchase suitable grades of Buffalo Oils for automobile, gas or gasoline engine on the road—and for many other purposes about the farm, home and factory.

Buffalo Oils have been thoroughly tested and are especially suitable for whatever purpose they are guaranteed.

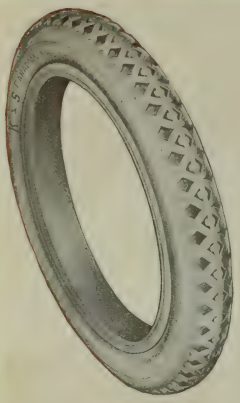
Special Cylinder Oil (for steam engines). A Gas Engine Oil (for gasoline engines). Tractorlene Oil (for oil-burning engines). Ideal Thresher's Machine Oil (for general use). Automobile Oils and Transmission Greases.

Buffalo Oils can only be obtained from reliable dealers.

Prairie City Oil Co.

LIMITED

Winnipeg, Manitoba



Guaranteed for More Miles Than Any Other Canadian Tire

K & S

When you are handling a tire conspicuous and popular everywhere for service, safety and comfort—when you are handling a tire behind which the manufacturer's reputation and unceasing aim is for maximum quality—

You are handling a tire that is going to win for you customer's confidence, his FUTURE business and his PRESENT business in other lines.

K. & S. TIRES are of brutal strength, infinitely superior under all conditions, and cost less per mile than other makes.

They are positively the highest grade tire manufactured, and are guaranteed for more miles than any other tire made in Canada.

Western Distributors

The J. H. Ashdown Co., Limited

Winnipeg Calgary Saskatoon

K and S Canadian Tires, Limited

447 Main Street, Winnipeg, Man.

OUR NEW AUTO ACCESSORY CATALOGUE IS NOW READY

If you have not already received your copy, please write in and we will send one to you promptly. We want every accessory and hardware dealer to have one. You will find it to contain many items of interest. Write to-day.

GREAT WEST ELECTRIC CO., LIMITED

WINNIPEG

Distributors for Laco Tungsten and Nitro Lamps

North Star Multiples

MR. DEALER

Here's the biggest opportunity you ever had to do a profitable summer business on Batteries:

Made Up as Follows

No. 146, 1 row of 4 6-inch cells,	6 volts
No. 156, 1 row of 5 6-inch cells,	7½ volts
No. 166, 1 row of 6 6-inch cells,	9 volts
No. 246, 2 rows of 4 6-inch cells,	6 volts
No. 256, 2 rows of 5 6-inch cells,	7½ volts
No. 266, 2 rows of 6 6-inch cells,	9 volts
No. 15, Multiple, 15 6-inch cells,	7½ volts

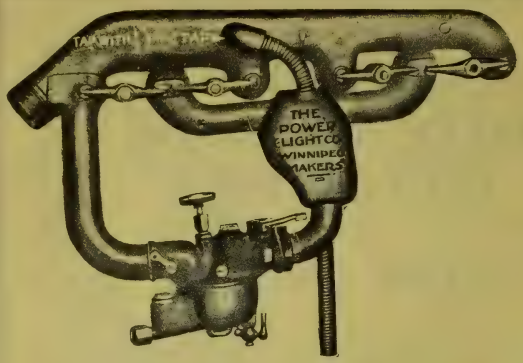
North Star Multiples are unit batteries with from four to twelve individually tested cells. For heavy intermittent ignition — compact, easily handled. Specially suitable for Automobiles, Motor Boats, Barn Lighting and Blasting. Only necessary to connect two wires to binding posts to put battery in operation.

How Many?

North Star Multiple Ignition Batteries do you think you can sell this Spring? Think—decide—then act quickly. Spring automobiling will create a big demand. Be ready to meet it. Be sure and state NORTH STAR MULTIPLES to your jobber.

Canada Dry Cells, Limited, Winnipeg, Man.

If any advertisement interests you, tear it out now and place with letters to be answered.



Down goes cost of gasoline

The Powerlight Manifold Heater for Ford Cars—Guaranteed to save 25% to 40% on gasoline. The most useful accessory ever put on any car.

Installed in a few minutes.

Price $7 complete with full directions for installing.

Four Outstanding Advantages.

1. The Powerlight Manifold Heater for Ford Cars will save from 25 to 40 per cent. on gasoline, which means more mileage.

2. It heats the gasoline after it leaves the carburetor and as it enters the manifold intake so that it will enter into the cylinders in a dry, intensely combustible state. Every cylinder will receive the same quality gas, for every particle of the gasoline has been thoroughly vaporized and will cause a much better mixture. In consequence, more power.

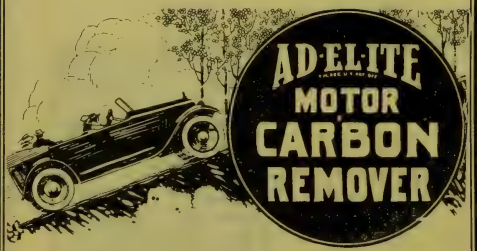
3. It will reduce by 50 per cent. the carbon deposits in the cylinder walls, valves and spark plug, for where there is no heating device of any sort the gasoline enters the cylinders in a semi-liquid state, causing a red, smoky flame. This is especially true of the low grade gasoline of to-day. Result, perfect firing.

4. It will do way with spark plug and valve troubles and lessens the chances of leaky valves, doing away with the necessity of grinding valves or burning out the cylinders, and causes a much smoother running of the engine, therefore, longer life for the engine.

Manufactured by

The Powerlight Co., of Winnipeg

A few good select territories still open.



NO LAY UP

Takes only fifteen minutes, saves about ¼ in gas and oil and increases power and speed.

CASH IN

on this big seller. Millions of cars are "hitting the trail" this summer,—75% of your customers are live prospects for AD-EL-ITE Motor Carbon Remover.
Write for advertising and sales plan for quick turnover.

We manufacture a full line of Auto, Paint, Varnish and Chemical Specialties. **Made in Canada.**

ADAMS & ELTING CO.

17 Adelaide Street East, TORONTO

Sell one to every Chevrolet Owner

A new Chevrolet lock. Can be carried in vest pocket.
Easy and simple to operate.
Inexpensive. Every owner will want it.
Dealers order from—

HOMER & WILSON
1-3-5 Lancaster Street
HAMILTON, ONT.

BIG

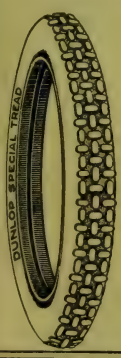
RESULTS
from small investments. Read Hardware & Metal's Want Ad. Page.

If any advertisement interests you, tear it out now and place with letters to be answered.

TEN VITAL FACTS

In times like these it is nice to be sure of some things.

1. You can be sure that Dunlop Tires—"Traction," "Special," "Plain" will "come across" with the greatest mileage ever.
2. That Dunlop Tubes will continue to occupy their conspicuous position for always being the same—always good.
3. That Dunlop Accessories will include everything new that is good and everything good that is old or new.
4. That Dunlop Service will be on a par with Dunlop Reliability — none better.
5. That Dunlop Dealer co-operation will include every method which sound judgment proves will help sell sound tires.
6. That Dunlop Advertising Programme will reach farther and drive home quicker what you continuously seek—**repeat business.**
7. That Dunlop "Traction Tread" will hold its position of being "over the top" of other anti-skids.
8. That "Special" will continue to look for comparison with any other make of tire in a similar class.
9. That "Plain" will go on filling its role of a tire at the price which suits all people on many occasions,and many people on all occasions.
10. That Dunlop will stand back of you and Dunlop Products to the "last man and the last dollar."



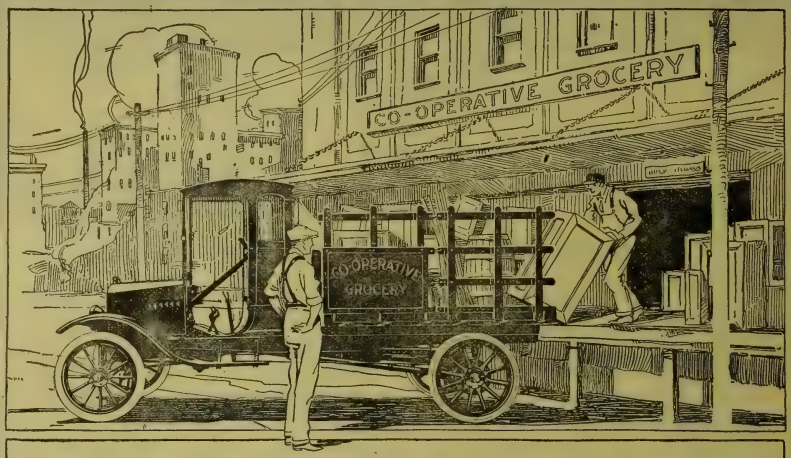
Dunlop Tire & Rubber Goods Co., Limited

HEAD OFFICE AND FACTORIES: TORONTO

BRANCHES IN THE LEADING CITIES.

P.S.—Other Dunlop Lines are—High-grade Bicycle, Motorcycle, Motor Truck and Carriage Tires; Belting, Packing, Hose, Mats, Tiling, Heels and Soles, Cements, Military Equipment, Horse Shoe Pads, Rubber Boots, Weather Stripping, Golf Balls, Fly Swatters, Agricultural, Plumbers' and Railroad Supplies, "Houls" and "House" Wire Wheels and General Rubber Specialties.

DUNLOP TIRES



"When Can You Deliver?"

THAT'S the customer's first question, usually. How do you answer him?

Your goods may be superior, your clerks may be courteous, your store attractive, but, after all, unless your deliveries are prompt and dependable, your customers will be disappointed and trade elsewhere next time. Do you realize how many people judge a store by its deliveries?

Is your delivery system on a par with the rest of your business? Does it draw new trade or lose customers for you? Are your horses as suitable for you as they were at one time? If not, why do you persist in being a little behind the times, when a Ford One Ton Truck would be more in line with your other business standards?

Perhaps your deliveries cost you too much. If you are using motor trucks, they may be too heavy for your line of business and therefore too expensive. The Ford Truck uses less fuel when handling a full load than some trucks use running empty.

The Ford One Ton Truck is a money saver, so why not modernize this department of your business at once?

Ford
THE UNIVERSAL CAR

One-Ton Truck	**$750**
Runabout	**575**
Touring	**595**
Coupe	**770**
Sedan	**970**
Chassis	**535**

F. O. B. Ford, Ont.

All prices subject to war tax charges, except trucks and chassis

Ford Motor Company of Canada,
Limited
Ford - - Ontario

Why You Should Be A Michelin Dealer

No. 11

Michelin Advertising Builds Prestige for You

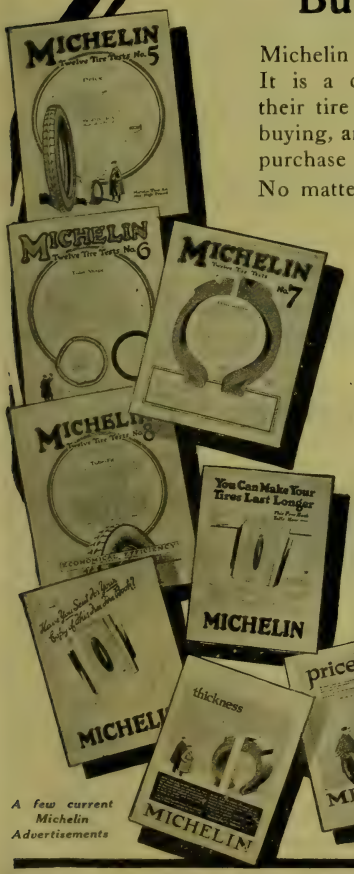
Michelin advertising is more than mere publicity. It is a conscientious effort to help motorists reduce their tire bills by explaining how to judge tires before buying, and also how to get the most mileage once the purchase has been made.

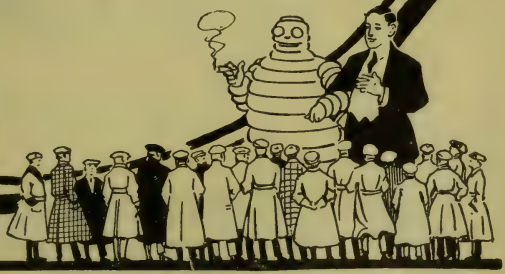
No matter what kind of tires the motorist uses he will get helpful information from Michelin advertisements.

Consequently motorists entertain an ever growing feeling of friendship for Michelin and for Michelin Dealers.

This feeling of friendship not only enables the Michelin Dealer to sell Michelin Tires easily, but it stimulates every department of his business and gives greater salability to every article he carries

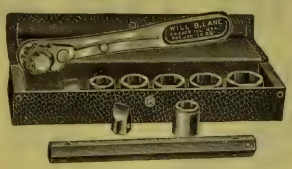
Write toaay for Michelin's Dealer Proposition.

MICHELIN TIRE CO. OF CANADA,
LIMITED
782 St. Catherine St. W. Montreal

A few current Michelin Advertisements



MICHELIN

If any advertisement interests you, tear it out now and place with letters to be answered.



FORD SET

The Ford Set contains: 1 Handle 7 inches in length; 2 Screw-driver Bits; 1 Extension Bar 6 inches in length; SIX SOCKETS to fit all nuts and bolt heads on Ford Car, including the cylinder head.

STANDARD SET

Standard Set contains: 1 Handle 7 inches in length; 2 Screw-driver Bits; 7 Sockets to fit semi-finished Hex nuts, as follows: U.S. Standards from ¼ to ½ in.; A.L.A.M. Standards from 5-16 to 11-16 in.; Cap Screw Heads from 5-16 in. to ⅝ in.

Autoists like that ratchet feature

Lane's Unique Ratchet Wrench is ideal for close work

The autoist who has once discovered a few of the hard-to-get-at nuts and screws on his car is only too pleased to have some one introduce to him Lane's Unique Ratchet Wrench. He sees at a glance how effective the ratchet feature would be in close quarters where an ordinary tool would be absolutely useless.

Play up this ratchet feature and so arrange auto accessory displays that when motorists get up against the tool problem they will remember Lane's Unique Ratchet Wrench and come to you for a set.

Representotives

BRITISH COLUMBIA
Millen & Son, Ltd. - - - - Vancouver
Wood-Vallance & Legatt - - - Vancouver

ALBERTA
Marshall-Wells Alberta Co. - - Edmonton
Wood-Vallance & Adams - - - - Calgary
Merchants Hdwe. Specialties - - Calgary
The Chapin Company - - - Calgary
Motor Car Supply Co., Ltd. - - - Calgary
Great West Saddlery Co. - - - Edmonton
Great West Saddlery Co. - - - Calgary

SASKATCHEWAN
J. H. Ashdown Hdwe. Co. - - Saskatoon
Bowman Brothers - - - - Saskatoon
Western Motor Supply, Ltd. - - - Regina
W. W. Cooper Co. - - - Swift Current
Great West Saddlery Co. - - - - Regina
Great West Saddlery Co. - - - - Saskatoon

MANITOBA
J. H. Ashdown Hdwe. Co., Ltd. - Winnipeg
Marshall-Wells Hdwe Co., Ltd. - Winnipeg
Wood-Vallance & Co. - - - - Winnipeg
Great West Saddlery Co. - - - Winnipeg
Merrick-Anderson Co., Ltd. - - Winnipeg
Miller-Morse Hdwe. Co., Ltd. - - Winnipeg
Michael Ert, Ltd. - - - - Winnipeg

ONTARIO
Hobbs Hardware Co. - - - - London
D. H. Howden & Co., Ltd. - - - London
London Engine Supply Co. - - - - London
Wood-Vallance & Co. - - - - Hamilton
Alexander Hardware Co. - - - Hamilton
H. S. Howland, Sons Co., Ltd. - - Toronto
Kennedy Hdwe. Co., - - - - - Toronto
Aikenhead Hdwe., Ltd. - - - Toronto
Rice Lewis & Son, Ltd. - - - Toronto
Millen & Son, Ltd. - - - - Toronto
A. Clown & Co. - - - - - - Kingston
Edwin Chown & Son - - - - Kingston
W. B. Dalton & Sons, Ltd. - - Kingston
Thomas Birkett & Sons Co. - - - Ottawa

QUEBEC
Caverhill, Learmont & Co. - - - Montreal
Lewis Brothers, Ltd. - - - - Montreal
Millen & Son, Ltd. - - - - Montreal
Mechanics Supply Co. - - - - Quebec
J. H. Mitchell & Co. - - - Sherbrooke
La Cie Codire & Fils - - - Sherbrooke

Will B. Lane - Chicago, Ill.

180 North Dearborn Street

ANNOUNCING THE

H & R Self-Loading (Automatic) Pistol

Caliber .32 (7.65 M/M)

A hammerless pistol of the automatic type combining the desirable features of the various pistols now on the market and offering in the highest degree simplicity of construction, strength and reliability of mechanism, light weight and compactness.

A special circular describing this pistol, also a catalog of our complete line, will be mailed to any address on request.

LEADING HARDWARE AND SPORTING GOODS JOBBERS CAN SUPPLY.

HARRINGTON & RICHARDSON ARMS COMPANY

715 PARK AVENUE, WORCESTER, MASS., U.S.A.

If any advertisement interests you, tear it out now and place with letters to be answered.

Champion "X" for Ford cars. Price, 75 cents.

Champion "O" for Overland cars. Price, $1.00.

Champion Long for McLaughlin cars. Price, $1.00.

Champion Heavy Stone for high powered cars. Price, $1.25.

Champion

Dependable Spark Plugs

are more than half sold when the customer reaches your store

The dealer who carries the complete line of Champions does not have to *sell* spark plugs. He simply supplies the demand that we have created.

For years we have been educating users of the dependability of Champions and have backed up that education with the guarantee of "Absolute satisfaction to the user, or free repair or replacement will be made."

An appreciative public has come to realize that Champions mean spark plug reliability and satisfaction —that is why more Champions are in use than all other plugs combined.

That is the best possible reason why you should stock the full line of Champions—the plugs that are in greatest demand—the plugs that the great majority of motorists have come to depend upon for real spark plug service—the plugs that offer you a living profit—the plugs that are backed by a big, live campaign of promotion that has more than half sold Champions to your customers before they reach your store.

Look over your spark plug stock now and order from your jobber a complete line of Champions that you may be in a position to capitalize our promotion when the driving season begins.

Champion Spark Plug Co.
of Canada, Limited

Windsor, Ontario

Champion "Maxwell" for Maxwell cars. Price, $1.00.

Champion Regular for Studebaker cars. Price, $1.00.

Champion Heavy Duty for medium powered cars. Price, $1.00.

Champion Priming Plug. Price, $1.25.

Sell Diamonds and help your customers keep down tire "upkeep"

If DIAMOND TIRES were sold at so much per delivered mile, their first cost would be among the **highest.**

DIAMOND TIRES cost less to run.

For, after all, the purchase price means nothing if the tire does not wear well; if it does not cost less to run.

In buying DIAMOND TIRES your customers begin to cut "tire upkeep" from the first minute—and keep on cutting "tire upkeep" the more he runs it.

Give your customer the service he expects.

When you help your customer equip his car with four DIAMONDS you are helping him cut tire upkeep **four ways at once.**

He'll reciprocate. It's bound to get you his business in other lines. Try it.

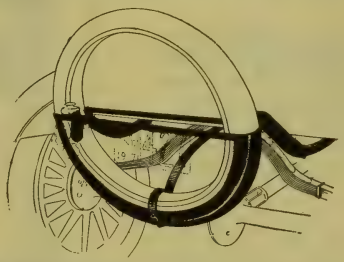
North American Hardware Supply, Limited

Wholesale Hardware Diamond Tires and Accessories

222 Notre Dame St. West MONTREAL

The "NIAGARA"

Rear Tire Carrier for FORD Cars



Quickly Attached, without drilling any holes,
Three Arm Support ensures rigidity.
No Chafing of Tires in Pressed Steel Basket.
Carries Demountable rim or plain tire.
Lock Furnished for safety.
Brilliant Finish in Baked Black Enamel.
Ample Clearance over the roughest roads.
Price $6.00. Write for particulars.

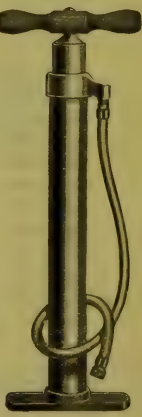
MANUFACTURED BY

Kinzinger Bruce & Co., Ltd.

Niagara Falls **Canada**

Tallman Double Action Pump

Easy on Your Back

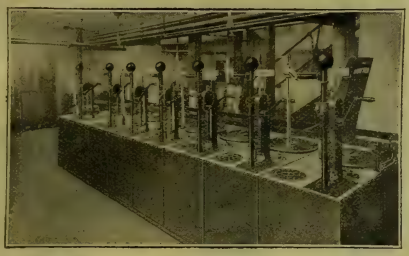


Saves Your Tires

Tallman Brass & Metal Co.

HAMILTON, ONT.

If any advertisement interests you, tear it out now and place with letters to be answered.



BOWSER
ESTABLISHED 1885

Paint Oil Storage Systems

Provide every facility for storing and handling paint, oils and varnishes with safety—economy—convenience and profit.

Keep these liquids free from dirt, dust and deterioration; remove the fire hazard due to oil-soaked floors and rags; prevent dripping and spilling.

Assure accurate measure to yourself and customers place your oil department on a systematic business basis. Built for any capacity or requirement.

Write for interesting literature

S. F. BOWSER & CO., Inc.

Sales Offices In All Centres — TORONTO — Representatives Everywhere

If You Handle BICYCLES

you naturally wish a line which will be a Credit to You and a Satisfaction to your Customers.

Ask any experienced dealer or rider about

C.C.M. BICYCLES

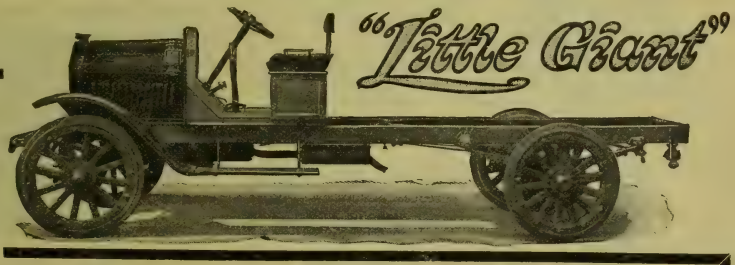
CLEVELAND MASSEY
BRANTFORD RED BIRD
PERFECT COLUMBIA
GENDRON or IVANHOE

Made and Guaranteed By

Canada Cycle & Motor Co., Ltd.

Montreal Toronto WESTON Winnipeg Vancouver

Making Deliveries On Time



"Little Giant" Worm Drive Trucks are always dependable. A model for every business.

One, Two, Three and a Half, and Five Tons.

NOTE:—One Year Guarantee backed by a Corporation with resources of $14,000,000.

Canadian Pneumatic Tool Co., Limited

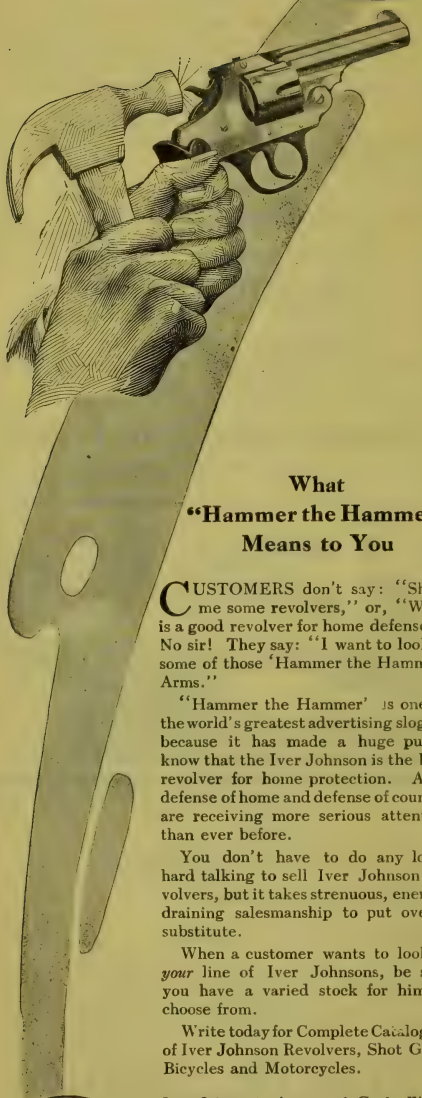
For Territorial Agencies, write Montreal Office

345 CRAIG STREET WEST
MONTREAL

BRANCH: 107 Church St., Toronto

If any advertisement interests you, tear it out now and place with letters to be answered.

IVER JOHNSON
Safety Automatic REVOLVER



What "Hammer the Hammer" Means to You

CUSTOMERS don't say: "Show me some revolvers," or, "What is a good revolver for home defense?" No sir! They say: "I want to look at some of those 'Hammer the Hammer' Arms."

"Hammer the Hammer" is one of the world's greatest advertising slogans because it has made a huge public know that the Iver Johnson is the best revolver for home protection. And, defense of home and defense of country are receiving more serious attention than ever before.

You don't have to do any long, hard talking to sell Iver Johnson revolvers, but it takes strenuous, energy-draining salesmanship to put over a substitute.

When a customer wants to look at *your* line of Iver Johnsons, be sure you have a varied stock for him to choose from.

Write today for Complete Catalogues of Iver Johnson Revolvers, Shot Guns, Bicycles and Motorcycles.

Iver Johnson's Arms and Cycle Works
330 River Street, Fitchburg, Mass.
99 Chambers Street, New York
717 Market Street, San Francisco

Pressed Steel and Brass Grease Cups
Oil Hole Covers and Oil Cups
Spring Shackle Bolts
Brass Pattern Makers Dowel Pins

"Oil Cup"

"Ratchet"

"Plain"

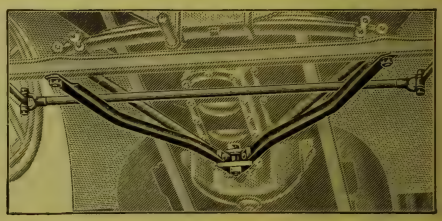
"D"

"N"

"M"

Catalogues and Prices Sent Upon Application

The CANADIAN WINKLEY CO., Ltd.
WINDSOR, ONT.



Big Opportunity To Sell To Owners of Small Cars

SUB-RADIUS ROD.—A boon to small car owners. Prevents rods from breaking or bending and eliminates chance of accidents. Stops vibration. Simple, dependable, durable.

Rear Axle Truss.—Prevents rear axle housing from sagging or being thrown out of line. No extra fittings, no holes to drill, all ready to easily adjust.

These accessories are money makers. Write direct or see your jobber.

LINE & KIMBALL CO.

Manufacturers of Auto Accessories

Moose Jaw Saskatchewan

If any advertisement interests you, tear it out now and place with letters to be answered.

2 cents

per word for the first insertion is the rate charged for an advertisement on this page. Each figure is counted as a word, and a charge of 5c extra is made when a box number is required.

When more than one insertion is ordered the cost is one cent per word for each subsequent insertion, providing the copy is not changed.

Write your message legibly and state the number of times you wish it to appear.

HARDWARE AND METAL "Wanted" ads get results.

The Cost of Selling

SCARCELY necessary, is it? to protest that you must spend some money, much or little, to keep yourself and your merchandise known to your customers and should-be customers.

This you admit, but—DO YOU FOLLOW CLOSE UP THE LEAD OF YOUR CONVICTION?

Are you spending the money?

Let's look at the cost of close up work in

The FARMER'S MAGAZINE

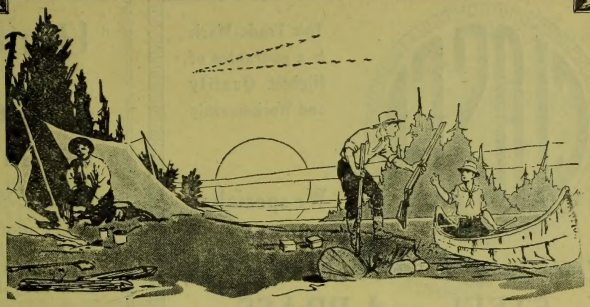
A half-page 12 times will cost you $367.20 ($30.60 per insertion). A full page, $714.00 ($59.60 per insertion).

Not a heavy annual cost to canvass the choicest class of farmers in this country—farm homes of greatest prosperity, progressiveness and capacity.

But—are you keeping a salesman always on the job?

You should—and can, at so low a price.

Write in about it.



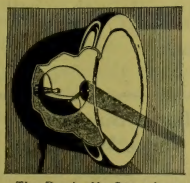
Sell DU PONT loaded shells

Sportsmen are keen to distinguish quick, reliable shells. So much of the pleasure and success of shooting depend upon how shells "act." That is the reason why duPont Black and Smokeless Powders, loaded by all leading ammunition makers, have such a high and enviable reputation among experienced hunters for high velocity, penetration and low recoil.

DuPont Powders in bulk or loaded add to the success of your business. Sell them with confidence.

E. I. duPont deNemours & Company

WILMINGTON, DEL.



The Perrin No-Glare in an Automobile Headlight

Perrin No-Glare for Auto Headlights

This device gives the best results for the money. Eliminates glare. Gives good roadlight. Is legal everywhere.
Satisfaction guaranteed or money refunded.
Retails at $2.25 per pair. Special price to dealers and garages.
Heads lists of approved devices in Manitoba.

Western Distributor
W. W. HICKS, 567 Banning St., WINNIPEG

Kindly mention this paper when writing advertisers

If any advertisement interests you, tear it out now and place with letters to be answered.

CLASCO

This Trade-Mark is a guarantee of Highest Quality and Workmanship

We specialize in, and our Plant is fully equipped to produce

STEEL and BRASS STAMPINGS of all kinds

Write us for quotations

CANADIAN LAMP & STAMPING CO., LIMITED

Makers of the celebrated CLASCO Lamps for Motor Cars

FORD CITY, ONTARIO

Handy for Motorists

MENDETS
A PATENT PATCH

Draw the attention of your motoring customers to the quick and effective way in which "Mendets" stop leaks in tires.

Every motorist should carry a packet with him at all times. "Mendets" provide absolutely the quickest method of repair, and they hold tight always.

The following wholesale hardware merchants sell Mendets

Whites, Ltd., Collingwood, Ont.; Wood, Vallance, Ltd., Winnipeg, Man.; Wood, Vallance & Co., Hamilton, Ont.; Hobbs Hardware Co., Ltd., London, Ont.; D. H. Howden & Co., Ltd., London, Ont.; Thos. Birkett & Son Co., Ltd., Ottawa, Ont.; Miller-Morse Hardware Co., Winnipeg, Man.; Marshall Wells Alberta Co., Ltd., Edmonton, Alta.; Walter Woods & Co., Winnipeg, Man.; Rogers Hardware Co., Ltd., Charlottetown, P.E.I.; Thompson & Sutherland, Ltd., North Sydney, N.S.; Merrick, Anderson Co., Ltd., Winnipeg, Man.; A. M. Bell & Co., Halifax, N.S.; J. H. Ashdown Hardware Co., Ltd., Winnipeg, Man.; Bond Hardware Co., Guelph, Ont.; Emmerson & Fisher, Ltd., St. John, N.B.; R. Chestnut & Sons, Fredericton, N.B.; L. H. Hebert & Co., Montreal, Quebec; Cowan Hardware Co., London, Ont.; The Hanbury Hardware Co., Brandon, Man.; McLennan, McFeely & Co., Ltd., Vancouver, B.C.; Martin, Finlayson & Mather, Ltd., Vancouver, B.C.; Crowell Bros., Halifax, N.S.; Caverhill, Learmont & Co., Montreal, Que.; Revillon Wholesale, Ltd., Edmonton, Alta.; Wood, Vallance & Adams, Ltd., Calgary, Alta.; Louis McLain Co., Ltd., Winnipeg, Man.; Lewis Bros., Ltd., Montreal, Que.; Wood, Vallance & Leggat, Ltd., Vancouver, B.C.; Kennedy Hardware Co., Toronto; T. McAvity & Sons, Ltd., St. John, N.B.; H. S. Howland, Sons & Co., Toronto.

Collette Mfg. Company
Collingwood, Ont., Canada

Something New and Practical—

FOX TRAILERS

Sell on Merit Wherever They are Shown

Better than Cheaper Makes for three reasons:

1. All steel frame construction. Lasts longer.
2. Solid cushion rubber tires. Interchangeable with Ford tires.
3. Direct draw from trailer axle instead of springs — affording smooth, even pull—preventing any injury to car.

Economical hauling advantages are so plain they sell on sight

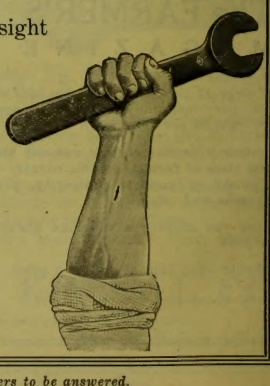
Made in Canada.

Alfalfa Belts

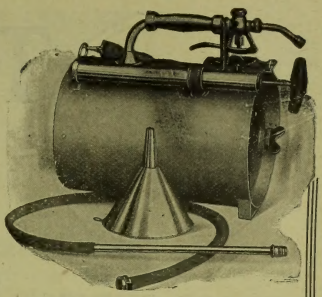
We can supply you with an Alfalfa Belt with many talking points of superiority that will pull sales in this line. Write for prices.

Williams Superior Drop Forge Wrenches

We have a complete and selected assortment of Williams' Superior Drop Forge Wrenches for immediate delivery. Automobile wrenches a specialty.



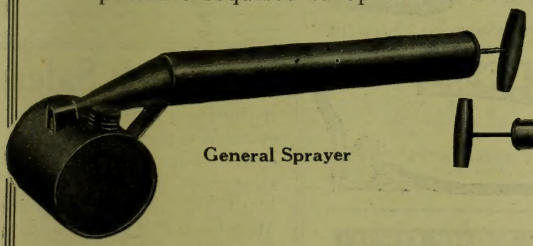
A. G. Low & Co., Hardware Specialties
Saskatoon, Canada



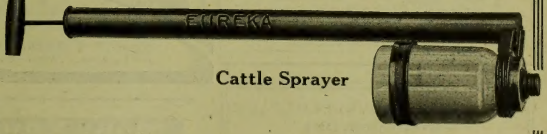
Simplest— Most Effective Sprayer on the Market

Greater Production of field and garden is the serious problem facing Canada at this season. The use of time and labor-saving tools is one solution in keeping up particularly because of labor scarcity.

Eureka Sprayers are efficient, durable, low-priced and the strongest small sprayer on the market.
Each Eureka Sprayer is fully tested and has to stand many times the pressure required to operate it before leaving factory.



General Sprayer



Cattle Sprayer

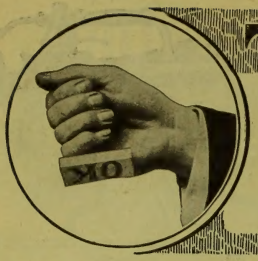
Eureka Fountain Compressed Air Sprayer (above) is an all-purpose sprayer with steel tank—capacity 2½ gals.
Eureka No. 114 (above) is specially recommended for fly oil. Will not clog.
No. 112. This is a strong, well-made sprayer suitable for all classes of garden spraying and for disinfectants.
All our sprayers are fully guaranteed.

Send for our catalog and prices while the season is on.
Fully descriptive literature covering all lines gladly supplied on request.

Eureka Planter Company, Limited

Factory and General Offices: WOODSTOCK, ONTARIO

Western Agency: Mark Dumond, 1048 Main St., Vancouver, B.C.



TRADE MARKS

Any trade-mark shown on this page, when stamped on an article of hardware, is the manufacturer's personal "O.K.," guaranteeing the quality of the product.

BRASS CHECKS
Drop a card for prices and particulars.
HAMILTON STAMP & STENCIL WORKS, LTD.
HAMILTON, ONT.

CLIMAX BALER CO
MANUFACTURERS OF BALING PRESSES
HAND—BELT OR ELECTRIC POWER
EMERALD & BURTON STS. HAMILTON ONT

BEAR BRAND LAMP BLACKS
A Germantown of quality that gets big business
WILCKES, MARTIN WILCKES CO
113 WILLIAM ST NEW YORK

BLUE LABEL LAMPS
ALWAYS SATISFY
Made by
The Canadian Tungsten Lamp Co., Limited
Hamilton, Canada

BATH ROOM FITTINGS
K NIAGARA
KINZINGER, BRUCE & CO., LIMITED
NIAGARA FALLS, CANADA
WHAT WE MAKE WE GUARANTEE
AUTO ACCESSORIES

Poultry Leg Bands, Ear Tags and Buttons
FOR STOCK *Retail Prices*
Challenge adjustable Leg Bands 15c per doz. 85c per 100
Single spiral colored bands 20c per doz. 90c per 100
Three spiral colored bands 25c per doz. $1.25 per 100
Cattle Ear Tags and Buttons, prices according to amount of printing required. Catalogue Free
H. E. ROSS
THE RIDEAU SPECIALTY CO.
MANUFACTURERS SMITHS FALLS ONT.

FOOD CHOPPERS
Knives and plates made from wrought Swedish steel of finest quality. These choppers may be had tinned all over or enamelled white inside and japanned red outside. Stock carried.
F. W. LAMPLOUGH & CO.
Unity Bldg., Montreal

THE CLIPPER
There are three things that destroy your lawn: Dandelions, Buck Plantain and Crab Grass. In one season the Clipper will drive them all out. All dealers should investigate selling possibilities. Drop us a line and we will send circular and prices.
CLIPPER LAWN MOWER CO. Dixon, Ill.

STERLING
Hack Saw Blades and Machines
Manufactured by
Diamond Saw & Stamping Works
BUFFALO, N.Y.

PATENTS
PATENT YOUR IDEAS
Get list wanted by manufacturers and our "Reference Guide for Inventors." Send sketch for free report as to patentability. Patents secured or our fees returned.
Harold C. Shipman & Co., Patent Attys.
Central Chambers, Ottawa, Canada

ALLEN FLUX
NON-ACID—FOR SODERING
Stick, paste, liquid or salts—makes a soldered joint three times as strong as muriatic acid flux. Samples free.
BISSETT & WEBB, LIMITED
126 Lombard St., Winnipeg Can.

The PARMENTER BULLOCH CO., Ltd
GANANOQUE, ONT.
Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

Make Your Own Paper Money
Paper you are burning or throwing away is worth money when baled. Left laying around, it is a nuisance and a danger. It can be turned into dollars with a
Perfect PAPER Baler
Strongest, simplest, most efficient and easiest to operate — Full particulars from
SPIELMANN AGENCIES RGD
45 St. Alexander St., Montreal
WRITE TO-DAY

TRADE SAWYER MARK Registered
STITCHED CANVAS BELTS
"THE QUALITY BELT"
PLEWES LIMITED, Distributors, WINNIPEG
A good concern to do business with

For Quick Sales
Recently a hardware dealer in Western Canada became overstocked with shotguns. He placed a want ad. in Hardware & Metal. We learned eventually that he not only disposed of his stock, but received several orders that he could not fill. If this man had kept this stock away, it would not only have deteriorated in value, but he would have had to pay taxes, insurance, etc. on it. If you have anything on hand which you wish to dispose of quickly advertise it in our want column. The quick results will make the first cost negligible.

ELECTRICAL MICA
STOVE & ELECTRICAL
MICA
Stove mica in assorted sizes for the trade
A. G. MARTIN
234-236 Besserer St.
OTTAWA, ONT.

NATIONAL HARDWARE CO. LIMITED
Manufacturers of Builders' Hardware, Castings and Steel Stampings.
HAMILTON ONTARIO CANADA